PLM Industry Summary

Editor: CIMdata News Team

1 April 2022

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CIMdata News

Dos and Don'ts for Successful Digital Transformation – a CIMdata Commentary

29 March 2022

Success is a multi-variable equation; you need to address all the variables

Key takeaways:

- Successful companies must digitally transform their business to create and sustain their competitive advantage.
- Digital transformation is more than just digitizing data—it requires a change in how a business operates, eliminating information silos and creating a digital thread that spans the value network.
- Digital transformation enables companies to create and drive more competitive business models, opportunities, and business resilience.
- Success requires commitment, planning, focus, and sustained funding and effort.

Introduction

The world is in the midst of a digital industrial revolution, today's manufacturing enterprises are facing new challenges that impact most, if not all facets of their business. Manufacturers are under continuous pressure to evolve, improve how they operate (i.e., develop, produce, and service their products), and deliver value to their customers and stakeholders. Customers are demanding smarter, more connected, and eco-friendlier products and services tailored to their unique needs that are often able to operate autonomously. These complex products and systems of systems require integrating specialized tools, expertise, and data repositories distributed across the processes and digital threads that support an organization's extended value chain ecosystem.[1]

Technology is evolving and converging rapidly. Manufacturers need seamless, collaborative environments that encompass their internal organizations, as well as their partners, suppliers, and customers. Executives need to have maximum flexibility and leverage on their technology and product investments to improve business performance and profitability, to shorten product development time, and get the right products to market. Businesses must be able to quickly, and effectively, deal with change—change in product, change in production, change in service, and change in customer demands and expectations.

Addressing these challenges requires manufacturers to digitally transform themselves and their processes to succeed in an increasingly competitive landscape. Digital transformation enables companies to challenge the status quo, define new business models, support new methods of operating, and sharpen their competitive advantage. They need to digitize their business and evolve their current product development, production, and service lifecycles. This requires enabling true end-to-end lifecycle innovation and optimization that encompasses ideation, realization, utilization, reuse, remanufacture, recycle, or (in the worst case) disposal. To accomplish this, companies must be willing and able to dissolve the boundaries between their product innovation platform (the domain of product and process conceptualization, design, development, and support) and other critical innovation platforms (e.g., administration, manufacturing & support operations, digital services, and sales & marketing).

What is Digital Transformation?

Digital transformation is the movement from analog to digital, and then to the implementation of technology solutions that can be used to transform the way a business operates and how value is delivered to end customers. Digital transformation transcends organizations and processes, enabling companies to adapt to the ever-changing landscape of market and business requirements. Fundamentally, it is a strategy for dramatically improving business operations, including profit margins, quality, and speed to market by leveraging data, corporate knowledge, and information technologies.

Digital Transformation Definitions

- **Digitization**—the process of moving information from paper to digital forms (e.g., computer files, connected data elements representing a product, managing a configuration and all its dependencies). Basically, the process of changing from analog to digital form.
- **Digitalization**—the use of digital technologies to change a business model and provide new revenue and value-producing opportunities; it is the process of moving to a digital business.
- **Digital transformation**—the transformation of business activities, processes, products, and business models to fully leverage the opportunities of digital technologies. The primary goals are to improve efficiency, manage risk, and enable new business models and operational paradigms. Digital transformation means doing things in a new (digital) way.

CIMdata defines Digital Transformation as the adoption of digital technologies to transform a business' products and services. Digital transformation enables companies to harness the ability to leverage digital data, that enables actionable insights, resulting in smart decision making. By enabling an ability to change business models quickly and easily, digital transformation creates a more agile, more competitive business. Digital skills transformation (a core part of successful digital transformation) also enables a more flexible workforce.

However, achieving success in executing a digital transformation requires companies be prepared and committed to:

- Change and evolve their culture through education, training, and reskilling of their workforce.
- Invest in updating and/or changing the tools and applications used throughout the business.
- Update and/or change the operational model and methods currently in use.
- Do these activities repeatedly as technology and market demands change over time.

Digital Transformation Lessons Learned

CIMdata has worked with many companies to assist them with their digitalization and digital transformation programs. From these experiences we have compiled a set of lessons learned for successful digital transformation. The following are a sampling of the Dos and Don'ts—the lists are not inclusive. There is no "one size fits all" digital transformation project. Every business has a different business model, strategy, objectives, and starting points (i.e., current and planned technology environment), and each needs to establish its unique digital transformation initiative based on those factors.

DO—the things a company should do to execute a successful digital transformation:

- Establish broad vision and approach—have a clear definition and understanding of why you are doing a digital transformation. Trying do "digitize" a single area will not work.
- Educate senior management and get their commitment and involvement—digital transformation is a business initiative that spans multiple domains and must be supported and managed at a senior level.
- Scope (and boundaries) should be well defined and understood up and down the organization—continually communicate the initiative, schedule, and objectives to all levels of the organization (and appropriate value chain participants) so that everyone is aware of what and why things are being done.

- Identify intended objectives and their value to receive buy-in. Then communicate it throughout the organization. It is important for personnel at all levels to understand why this needs to be done and "what's in it for me."
- Seek and obtain multi-phase, multi-year funding—true digital transformation will take time and money. If you are committed to digital transformation, you must commit the resources needed over time. Short-changing the program will lead to failure.
- Break the process into manageable phases and use pilot projects to validate process, technology, and organizational changes before going live. Phased programs are easier to implement, reduce risk of failure, and, while taking time, place less strain on valued resources and staff.
- Be agile in your approach—things will change, and you need to be ready for it. As with any multi-year program, be flexible and adaptable to the need to change, but do change in a controlled, governed manner.
- Proper planning is key to success—this cannot be done "on the fly."
- Establish an organizational change management program early—communication, education, and training are key.
- Set and align on measurable goals throughout the organization.
- Coordinate with partners, suppliers, and customers. They have to work with your digital enterprise.
- Evaluate and select the technologies and applications that can best support your go-forward plan and environment.
- Educate, train, and provide support for users and workers at all levels. Individuals will need to improve their digital skills knowledge and expertise (and this will be a continually evolving effort)—digital skills transformation of the workforce is a key to successful digital transformation of the business.
- Foster a culture that rewards change and process improvements. Showcase results that lead to greater productivity and business outcomes. Establish end-to-end connectivity of information and processes—part of effective digital transformation is establishing a comprehensive digital thread throughout the value chain.
- Establish effective, comprehensive configuration management of all data. As more and more digital data is used by a wider range of users, ensuring that the data is correct, properly linked, and secure is critical to success in the digital world.
- Identify metrics to measure process improvements that will show management a return on investment. Management wants to see the return on investment and improvement in the business and users and other workers want to see what is changing and how it is helping users and the organizations in which they contribute and work.
- Establish effective data and process governance—managing change and controlling scope creep are critical.

DON'T—the things that need to be avoided or minimized.

- Don't undermine the company culture—a key objective of a digital transformation is to evolve that culture over time. This minimizes conflict and improves adoption of new technology, tools, and processes.
- Don't be too broad—think and plan big but execute in manageable chunks. People and

organizations absorb only so much change at a time. Trying to do too much, too fast will cause confusion, rejection of the new environment, and unhappy employees.

- Don't forget you are transforming not only technologies, but also people and processes. Education, training, support, and patience are all key factors for success.
- Don't underestimate the effort—transformation is a journey that takes time and resources—both human and financial. Not understanding the time required, and budgeting appropriately leads to certain failure. Not allocating needed resources (often some of your most highly skilled and in demand workers) in a timely way is also a major failure point.

Autodesk Solutions for Digital Transformation

Autodesk offers a broad portfolio of technology solutions that support and enable digital transformation. Autodesk's digital transformation vision and strategy are built around three key elements: convergence, collaboration, and automation. Autodesk states that the Convergence of technologies, of industries, and of design and manufacturing is the cornerstone of digital transformation. They note that Collaboration enables people throughout the value network to share data and work concurrently, and Automation accelerates performance and eliminates non-value-added work.

Autodesk believes that digital transformation begins with the convergence of design and manufacturing disciplines, putting data at the center to connect the entire organization, enable collaboration across the value network, and unlock the power of automation. Their data management and product lifecycle management solutions are designed to break down silos between departments and make sure the right people have the right information at the right time. Their solutions enable workflows that can help keep internal and external stakeholders connected at all times, including throughout the supply chain.

Autodesk believes the key to better collaboration is built on intelligently connected data that ensures the right people have the right information at the right time. Collaboration helps shorten the—traditionally linear—product development process and enables companies to get to market faster. They state that by using data management tools like Upchain and Autodesk Vault PLM and its intelligent search capabilities, a user can quickly find and reuse data. Autodesk cloud-delivered PLM solutions are designed to help bring teams together in a virtual collaborative environment regardless of their physical location or where they sit in the product lifecycle. When everyone is working from a secure cloud platform, users can stay connected 24/7 across the entire supply chain.

Connected data creates the digital thread that ties it all together and drives convergence and collaboration. Creating a common data experience gives users a complete view of a company's products and processes. It creates transparency at a global scale to offer actionable insights across the entire organization so everyone can make better decisions, faster. The digital thread provides the data integration and flow that enables creation and use of up-to-date, complete digital twins.

Autodesk (and CIMdata) believes that the cloud is a critical component for keeping global teams connected and a business operational.

Autodesk continues to build a cloud platform where different disciplines and teams can converge into one product development and manufacturing environment. Connected data creates the digital thread, that ties the digitally transformed business together, and drives convergence. CIMdata believes that creating a common data experience provides a more complete view of products and processes. Such a common experience creates transparency at a global scale to offer actionable insights across the entire organization, enabling everyone to make better decisions, faster. For more information about how Autodesk enables digital transformation please read "Digital Transformation: Driving Competitive Advantage," a CIMdata eBook sponsored by Autodesk.[2]

Conclusion

Manufacturers are under continuous pressure to evolve, improve how they operate (i.e., develop, produce, and service their products), and deliver value to their customers and their stakeholders. Customers are demanding smarter, more connected, and more eco-friendly, products and solutions tailored to their unique needs. Addressing these challenges requires manufacturers to digitally transform themselves and their processes to succeed in an increasingly competitive landscape or fall victim to competitors that are transforming their businesses. Digital transformation enables companies to challenge the status quo, define new business models, support new methods of operating, and strengthen their competitive advantage.

Successful digital transformation impacts all areas of a business: culture, technology, processes, information, and people skills. As a result, it needs to be carefully planned and executed. A few critically important Dos and Don'ts for successful digital transformation include:

- Establish broad vision and approach and get senior management commitment and involvement.
- Seek and obtain multi-phase, multi-year funding and break the process into manageable phases.
- Establish data and process governance—manage scope creep.
- Educate and train the organization at all levels.
- Don't underestimate the effort—transformation is a journey that takes time and money.
- CIMdata firmly believes that digital transformation is critical to long-term success in today's complex, rapidly changing manufacturing world. Companies preparing to and/or currently undergoing a digital transformation should consider Autodesk's solutions as they evaluate and select their technology and application options.

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[1] Research for this commentary was partially supported by Autodesk.

[2] See: Digital Transformation: Driving Competitive Advantage. 11 May 2021. https://www.cimdata.com/en/resources/complimentary-reports-research/white-papers .

Acquisitions

Accenture to Acquire Capabilities from Trancom ITS to Offer Hyper-Automation to Manufacturing and Logistics Clients

28 March 2022

Accenture has agreed to acquire digital engineering and operational technology capabilities from Trancom ITS, a Japanese logistics technology services provider. The acquisition will enable Accenture's Industry X service to offer hyper-automation solutions at scale, which manufacturing and logistics companies in Japan are increasingly demanding to become more efficient and sustainable in their core operations. Terms of the transaction were not disclosed.

Hyper-automation solutions help organizations rapidly identify and automate many business processes and assets. The approach relies on advanced digital technologies such as artificial intelligence (AI) and robotics.

Accenture will acquire capabilities from Trancom ITS for systems integration, consulting, software development and outsourcing. These include logistics and technological know-how and most of its client contracts. Approximately 190 engineers from Trancom ITS, specializing in cloud-based logistics

systems and optimizing warehouse operations with IoT and sensor technology, will join Accenture Industry X in Japan.

"We're seeing significant demand from clients to help them automate manual processes in factories and warehouses," said Tatsuya Nakayabu, senior managing director and lead for Accenture Industry X in Japan. "By combining assets from Trancom ITS with our AI and robotics capabilities, we can drive more value from these processes for clients and help them become more sustainable."

For example, systems integration capabilities and logistics expertise from Trancom ITS will allow Accenture to expand its AI-powered supply chain management service to more clients. The service uses AI and predictive analytics to refine their logistics and delivery planning, automate and visualize warehouse operations, and reduce manual labor.

Trancom ITS is a subsidiary of major Japanese logistics company Trancom. It provides technology services to its parent and other Japanese companies in the logistics, manufacturing and information technology industries. Its portfolio includes the development and integration of warehouse management systems and delivery management systems.

Upon close of the deal, Trancom ITS will continue to service Trancom, whereas its other client relationships will be transferred to Accenture.

Accenture and Trancom also plan to collaborate on other joint solutions that accelerate the digital transformation of Trancom and clients in the logistics and manufacturing industries.

The acquisition of capabilities from Trancom ITS will mark the next big step Accenture is taking to strengthen its offering in Japan for digitizing the entire engineering and manufacturing value chain. It follows the acquisition of product lifecycle management and application lifecycle management capabilities from Japan's DI Square in August 2021.

Recent acquisitions Accenture has made for Industry X in other markets include asset performance management consultancy T.A. Cook (Germany), systems integrator for Hexagon's Infor EAM solutions Advoco (US), international engineering consulting and services firm umlaut, operations technology provider Electro 80 (Australia), and industrial robotics and automation services provider Pollux (Brazil).

Completion of the acquisition is subject to customary closing conditions.

CNC Software, LLC Acquires 4D Engineering Ltd.

30 March 20222

CNC Software, LLC, the developers of Mastercam, announced that it has acquired Mastercam Reseller, 4D Engineering Ltd, headquartered in Cirencester, United Kingdom. 4D Engineering, Ltd is the sole Mastercam Reseller for the United Kingdom and Iceland and has served the Mastercam community since 1990.

Mastercam Corporate will now provide industry-leading support and resources for users in the United Kingdom and Iceland under the name Mastercam UK. Existing customers will still see familiar faces as existing Mastercam experts at 4D Engineering are transitioning over to the new company.

Mastercam UK will be independently and locally operated as a member of the global Mastercam Reseller network.

President and CEO of CNC Software, LLC, Meghan West shared, "This is an exciting move for us here at Mastercam because it allows us to transition existing business by 4D Engineering into our new entity and also gives us the opportunity to expand and grow, with a unique insight into our very first, owned, Resellership."

Hexagon completes the acquisition of ETQ

1 April 2022

Hexagon AB, a global leader in digital reality solutions combining sensor, software and autonomous technologies, announced the completion of the previously announced acquisition of ETQ.

ETQ is a leading provider of SaaS-based QMS (quality management system), EHS (environment, health and safety) and compliance management software. ETQ is expected to generate revenues of around 75 MUSD in 2022 with an adjusted operating margin of over 35 per cent (cash EBITDA margins of around 45 per cent). SaaS is expected to account for half of bookings in 2022 and has been growing at a trailing 3-year Compound Annual Growth Rate (CAGR) of 60 per cent. The transaction is expected to generate sales synergies of over 40 MUSD, with very strong incremental margins, by 2026.

Completion of the transaction was subject to regulatory approvals and other customary closing conditions, which have now been obtained. ETQ will be consolidated as of 1 April 2022 and will operate within Hexagon's Manufacturing Intelligence division.

Transaction details

- Total purchase price of 1,200 MUSD on a cash and debt free basis
- The cash consideration is fully financed via existing and new debt facilities and the proforma net debt to EBITDA ratio based on the fourth quarter 2021, including the transaction, amounts to approximately 2.0
- Surplus values in the purchase price allocation (PPA) are estimated to be 250 MEUR and will be amortised over 13 years, beginning in the second quarter 2022
- A deferred revenue adjustment of 5 MEUR will impact the income statement over the next three quarters, beginning in the second quarter 2022

Inceptra Acquires NobleTek

31 March 2022

Inceptra LLC, a global Product Lifecycle Management (PLM) and Manufacturing System solutions provider, announced it has acquired the assets of Noble Technologies Corp. (NobleTek), an engineering services provider focused on NC programming, composite manufacturing, and 3D design services and formed NobleTek LLC. Terms of the transaction were not disclosed.

Inceptra supports engineering and manufacturing organizations across a variety of industries with solutions and services to digitally design, simulate, produce, and manage their products and processes. Dedicated exclusively to the Dassault Systèmes portfolio of products and complementary solutions, the company combines its best-in-class product offerings with expert services to help customers achieve enhanced productivity and product innovation.

The acquisition of NobleTek fits into Inceptra's strategy to maximize its customer value as a total solution provider. The purchase of NobleTek's assets expands Inceptra's solution offerings to include product design and production manufacturing services, rounding out a comprehensive product development portfolio of software and services comprised of implementation, training, support, integration, automation, and customization services.

"We've been helping our customers solve mission-critical business challenges since 1986 and have experienced customers' needs for product design or NC programming resources to meet tight deadlines," said Tim Peterson, CEO, Inceptra. He continued, "By adding NobleTek's demonstrated

expertise in delivering such services to companies in aerospace and other industries, Inceptra customers will now have access to qualified design and manufacturing professionals to support any urgent project needs they might have".

NobleTek will operate as an independent subsidiary of Inceptra under the name of NobleTek, An Inceptra Company. Longtime NobleTek key executive Nick Westover will continue to lead the company and serve as Executive Vice President of NobleTek, reporting to Tim Peterson, Inceptra's CEO, ensuring operational and customer continuity.

"Bringing together our two companies is a natural fit, with Inceptra and NobleTek having a large number of customers in common and both fostering a culture of excellence," commented Nick Westover, NobleTek Executive Vice President. He continued, "Our combined customers can benefit from an all-in-one solution provider, including those customers supporting US Department of Defense contracts thanks to NobleTek's ITAR Compliance and Classified Data Clearance Certifications".

NTT DATA Acquires Vectorform to Expand its Digital Strategy, Innovation and Design Thinking Capabilities

28 March 2022

NTT DATA, a digital business and IT services leader, announced it has acquired Vectorform, a digital transformation and innovation company based in Detroit. Vectorform further builds NTT DATA's commitment to expanding its global digital engineering and design capabilities and helping to accelerate clients' current and future digital transformation programs.

"Vectorform's multidisciplinary expertise brings a collaborative, thought-provoking and inspiring fusion of engineering and design that reimagines the end user experience," **said Wayne Busch, Group President of NTT DATA Services' Consulting and Digital Transformation Services**. "As part of the NTT DATA family, this approach will be accelerated by ongoing R&D investments and global scale."

Vectorform adds to NTT DATA's successful 2021 acquisition of Nexient by strengthening its digital application development and modernization capabilities adding innovation and design, customer experience (CX) and product development services. Vectorform's 80 team members will join NTT DATA's consulting and digital transformation business.

"As we've evaluated growth opportunities to expand our value to clients, NTT DATA clearly has the collaborative mindset that embraces and nurtures our unique value," **said Jason Vazzano, CEO and Co-Founder of Vectorform**.

"We'll continue to be a strategic tip of the spear capability to help clients develop more intimate and valuable relationships with their customers. Our integration with NTT DATA allows us to scale our impact and delivery," **said Kurt Steckling, CEO and Co-Founder of Vectorform**.

Vectorform's unique approach to connecting multiple industries will complement NTT DATA's existing depth in automotive, energy and manufacturing and will expand on NTT DATA's next generation of capabilities including IoT, immersive and smart technologies.

"We are thrilled to welcome Vectorform to NTT DATA. They are part of our multi-year strategy to drive the next phase of our digital transformation in the market," **said Eric Clark, Chief Digital and Strategy Officer, NTT DATA Services**. "With our legacy of client-centricity and acquisitions of great companies like Acorio, Nexient and Hashmap, we have the mindset and full suite of capabilities to deliver the outcomes our clients vitally need."

Vectorform is a proprietary platform designed to help organizations invent digital products and better

CX. With over 20 years of tested experience and a multidisciplinary team of inventors, creatives and technologists Vectorform helps organizations define the future of their business and solve complex problems to build beyond an idea.

PDSVISION Invests In Sconce Solutions

1 April 2022

The PDSVISION Group AB (PDSVISION) announces that it has closed an agreement to acquire Sconce Solutions Pte Ltd. (Sconce) from the current owners and extend the worldwide PDSVISION Group further.

PDSVISION Group (PDSVISION), was founded in 2008 and is a global provider of solutions and services focused on helping companies successfully enable their Digital Transformation Journey from product development to aftermarket services.

PDSVISION is considered the leading and trusted advisor within the product development sector. This is achieved by combining best-in-class software solutions, technical support and professional training, with divisions located across the globe. PDSVISION's solutions are centered around the portfolio of products provided by PTC Inc. and Ansys Inc. These are focused towards the areas of 3D Design (CAD), Product Lifecycle Management (PLM), Service Lifecycle Management (SLM), Internet of things (IoT), Augmented Reality (AR) and Simulation (CAE). PDSVISION develops their own range of software applications to add extra capabilities to further enhance utilization for the main solutions it offers.

Including the effects of joining forces with Sconce, the group is projecting sales in 2022 of ca €100 million. PDSVISION is headquartered in Stockholm Sweden and has operations in Finland, Denmark, Norway, Germany, United Kingdom, South Africa and the USA. PDSVISION will benefit from Sconce's deep knowledge in several verticals, especially the medical device market, along with their hosting and cloud expertise and rich software portfolio, which will improve the product development and digital collaboration capabilities of PDSVISION's customers.

"This acquisition significantly strengthens our position as a global partner for delivery of the digital value chain to our customers. Sconce brings, besides a very well reputated and skilled team, extended offshore capabilities by its large team in India. This acquisition also strengthens our position in US and Canada as one of the largest partners to PTC and allows PDSVISION to continue the growth of the services we provide as part of the continued expansion of our global footprint.

Together with Sconce we share the view of potential synergies in combining our services and winning cultures, not only to continue supporting our customers, but to also develop a deeper understanding of how we can best enhance the services & support we provide whilst guiding them through their digital transformation journeys. I am excited to continue the journey together with our Sconce colleagues," said Johan Klingvall, CEO of the PDSVISION Group.

"With this combination of two @PTC's best in class solution provider we are growing services we provide as part of the continued expansion of our global footprint. What do our customers get out of it? Take Control! We are accelerating our mission to helping companies successfully enable their Digital Transformation Journey.It will be the foundation of a strong partnership which will benefit both customers and employees," explained Brian Bezdek, Managing Partner of Sconce.

"The acquisition is strategic, synergistic and growth oriented. Timing is good as the pandemic wave is fading and digital transformation is accelerating. Both companies have similar history, strong PTC partnership, and operate in the same eco-system. Our IPs, industry specific solutions, apps, SaaS

offerings, and customer base complement each other very well. Together, we are better positioned to help our customers to accelerate their product development process and improve operational efficiency on the PTC product suite. I am confident of a quick and smooth integration and a good growth trajectory," continued Mey Annamalai, Founding Partner of Sconce.

"I'm looking forward to working with our new global team. This partnership and the expanded expertise it brings will be a true differentiator for the combined Sconce and PDSVISION enterprise and our customers," concluded Vern Heyer, Partner of Sconce.

Company News

3D Systems & Dussur Create Joint Venture to Expand Additive Manufacturing in Saudi Arabia

29 March 2022

3D Systems, the leading additive manufacturing solutions provider, and the Saudi Arabian Industrial Investments Company (Dussur) have signed an agreement intended to expand the use of additive manufacturing (AM) within the Kingdom of Saudi Arabia and surrounding geographies, including the Middle East and North Africa. The announcement was made during a ceremony in Riyadh on March 29, 2022. The purpose of the new Joint Venture is to enable the development of Saudi Arabia's domestic additive manufacturing production capabilities, consistent with the Kingdom's 'Vision 2030,' which is focused on diversification of the economy and long-term sustainability. The Center for Innovation and Additive Manufacturing will initially focus on energy, with planned expansions into other industrial sectors as well as healthcare solutions.

Commenting on the new Joint Venture, Dr. Jeffery Graves, president and CEO, 3D Systems said, "Our partnership with Dussur will accelerate the adoption of additive manufacturing in the region, enabling diversification of the Saudi Arabian economy. While the energy segment will be one area of focus, a broad range of applications across industrial, aerospace, and healthcare segments will be addressed. We are excited about the partnership and believe it will provide a strong foundation within the Kingdom to expand local engineering and manufacturing and encourage green energy sources."

The joint venture follows a selection process in which 3D Systems was chosen due to its breadth of additive technology as well as depth of application expertise. Modeled upon 3D Systems' application development and advanced manufacturing sites located in Littleton, Colorado, and Leuven, Belgium, the new facility is expected to open in late 2022 and is meant to include a breadth of plastic and metal 3D printing technologies as well as 3D Systems application engineers who bring deep industry-specific expertise. The customer innovation and advanced application facility will benefit from the Kingdom's strategic geographic location at the crossroads of important international trade routes between three continents and represents another step to cement the Kingdom's position as a unique regional logistical hub for global seaborne trade.

"Establishing in Saudi Arabia the first Center for Innovation and Additive Manufacturing with a world-class player such as 3D Systems will unlock further localization initiatives across the supply chain," said Dr. Raed Al-Rayes, CEO, Dussur. "This partnership is linked to Dussur's mission to support the Kingdom's industrialization journey and localize disruptive technologies that will revolutionize the way we think of manufacturing. We are looking forward to commencing our work with 3D Systems to contribute to the security of supply in the region and build local capabilities for the jobs of the future."

70 experts establish strategic roadmap for BIM standardization in Germany

29 March 2022

CADENAS expert actively contributes to the German BIM standardization roadmap as co-author

CADENAS with its expertise actively contributed as co-author to the German standardization roadmap BIM, which was published at the end of 2021. The strategic plan was developed on behalf of the German Federal Ministry of Transport and Digital Infrastructure (BMVI) by about 70 experts from different industries. It defines the future direction of standardization in the field of BIM. "The BIM standardization roadmap is an important milestone and trendsetting for the digital transformation of the entire construction industry," says Karsten Spieß, head of data management MEP/BIM, at CADENAS GmbH.

Recommended actions for standardization & digitization for component manufacturers

The BIM standardization roadmap identifies the prerequisites for the broad application of BIM in practice as well as a framework for proactive, strategic and targeted standardization in this future field. The basic prerequisite for functioning Building Information Modeling (BIM) that can be applied in practice is the collaboration of all players in the various sectors and trades, according to the BIM standardization roadmap. In order to optimize this collaboration, norms and standards as well as the simple exchange of data via common interfaces play a decisive role: The BIM method is intended to increase the efficiency of collaboration between all those involved in the construction process, optimize the implementation time, and improve transparency and planning quality, according to the declared objective of the BIM standardization roadmap.

The roadmap also formulates recommended actions for standardization in the field of BIM. For example, the experts propose a comprehensive digitization of attributes and characteristics in construction standards, among other things. Creating a manufacturer-neutral, electronic component database based on OpenBIM models is also part of the roadmap.

Electronic product data exchange with VDI 3805 & Multi-CAD data

CADENAS offers an innovative solution for digital product catalogs so that manufacturers can optimally provide the information of their components for planners, architects and civil engineers. It enables the HVAC (sanitary, heating, electrical installation, building automation and ventilation/air conditioning) compliant provision of BIM product data according to the guideline VDI 3805, which is the standard for product data exchange of technical and geometric product properties for the planning, design and operation of HVAC systems.

As a rule, many different trades with their specialized planning and CAD systems are involved in construction projects, so Multi-CAD data is essential. Thanks to the flexible data model of the CADENAS technology for electronic product catalogs, component manufacturers can effortlessly provide countless combinations of BIM product data, regardless of the CAD system, level of geometry, level of information, classification or language currently required. The appropriate data can be generated on-the-fly in over 150 native and neutral CAD & BIM formats via a central database.

Accenture Joins AI4BetterHearts Data Collaborative

29 March 2022

Accenture has joined AI4BetterHearts, a global data collaborative founded by Microsoft and the Novartis Foundation, that aims to help stakeholders —from policy makers to patients — make better decisions about heart health and improve the health of entire populations.

Cardiovascular disease (CVD) is the leading cause of death globally. Three-quarters of CV deaths occur in low- and middle-income countries, and many are preventable.

AI4BetterHearts leverages heart health data from different sources, using artificial intelligence (AI) and advanced analytics to better understand the drivers of CV health, including health inequities, in large populations. Accenture joins the collaboration to further the development of AI insights that can help improve population-wide cardiovascular health outcomes.

"We are joining the AI4BetterHearts collaborative to help further its ambitions to prevent cardiovascular disease. By applying technology, we can develop data-driven insights on the true catalysts of health and equity and help drive informed decisions for policy change," said Stuart Henderson, global Life Sciences lead for Accenture. "We aim to contribute to sustainable population health by integrating innovation and emerging technologies."

Ann Aerts, head of the Novartis Foundation, said, “We’re developing new open-source AI insights that can help policy makers, health professionals and patients make better decisions about health and ultimately improve the heart health of entire populations. We look forward to welcoming new partners who share our mission and who want to leverage their data and expertise for population health impact.”

Accenture’s Life Sciences industry group helps pharmaceutical, biotech, medical technology, distributor and consumer health companies combine the latest technology with scientific breakthroughs to revolutionize how medical treatments are discovered, developed and delivered to patients around the world.

Altair and Startup India Launch Altair Startup Challenge 2022 and Name Winners of Altair Startup Challenge 2021

1 April 2022

Altair, a global leader in computational science and artificial intelligence (AI), announced the launch of Altair Startup Challenge 2022, continuing Altair’s collaboration with Startup India, a Government of India initiative to build a strong and inclusive ecosystem for innovation and entrepreneurship in India. Following a successful competition in 2021, with eight finalists chosen from a pool of 156 participating companies, the Startup Challenge gives organizations access to high-end technology, mentorship, and expert support and guidance in their quest for innovative products.

Altair seeks to identify, support, mentor, and reward budding startups with its simulation, optimization, and machine learning technologies combined with its dedicated team of mentors with extensive experience and knowledge. The award categories were simulation-driven product design and development, digital twin, and embedded systems.

The Altair Startup Challenge required startups to identify Altair technologies that would drive the design and engineering of their companies’ products – which would improve product performance, reduce product development time, and minimize cost. Eight companies were shortlisted from a pool of more than 156 applications; as a reward, Altair provided these startups with mentorship and free access to Altair technologies for four months. Winners were judged based on how they applied Altair technologies and how well they enhanced their product designs and their potential business impact. 2021’s eight finalists – Raptee, Rvemp Moto, Reevia Motors, Emote Electric, Ingo Electric, Innovmon Technologies, Creatara Mobility, and Yali Mobility – were acknowledged with a successful participation certificate at a ceremony held at Hotel Taj Wesend 25, Race Course Rd, High Grounds, Bengaluru, Karnataka.

2021 winners:

- First place – **Ingo Electric from Bengaluru** won INR 2,50,000 for successfully demonstrating the frugal product development process through virtual simulations by solving vehicle structural and dynamic problems.
- Second place – **Yali Mobility from Chennai** won INR 1,50,000 for utilizing simulation-driven design technology to solve vehicle structural and suspension design problems and improve product performance.
- Third place – **Creatara Mobility from Delhi** won INR 1,00,000 for optimizing structural components and major systems through the early product design and development phase.

"The startup ecosystem in India is buzzing with new ideas. Disruptive technologies like AI, machine learning, and additive manufacturing are rapidly transforming the way companies innovate," said Vishwanath Rao, managing director, Altair India and GCC. "Altair's motive behind collaborating with startups is to enable them to accelerate innovation with our simulation and machine learning technologies. We believe these startups will not only build an intellectual property-based economy for the country but also create an ecosystem of new industries to catalyze the vision of Make in India."

"The joy and remuneration of a mentor is seeing your mentees succeed and we are proud to support the Government of India's mission to create a humming startup ecosystem in India," said Panduranga Rao, senior vice president, technical operations and strategic initiatives, Altair India. "While working with and seeing young and brilliant startups apply Altair technologies to solve real problems, we believe that the IP created will positively disrupt and challenge the status quo of the industry. We look forward to Altair Startup Challenge 2022 to meet the next set of inquisitive minds with fresh challenges."

"Startup India and Altair enable entrepreneurs to showcase their ideas while building a network with key stakeholders," said Sana Dewan, assistant manager, Startup India. "India has the world's third largest startup ecosystem and we are proud to collaborate with Altair as together we help Indian EV startups accelerate, innovate, and accomplish their goals of product development in a structured manner."

The Altair Startup Challenge received support from IIT-M Incubation Cell, CII, and ARAI.

Capgemini collaborates with the Wharton School of the University of Pennsylvania's Venture Lab to develop clean energy solutions and sustainability initiatives

29 March 2022

Capgemini announced a multi-year-long engagement with Wharton's Venture Lab to identify and mitigate energy transition and sustainability challenges as part of the Snider Consulting Center. This initiative brings together undergraduate and graduate students at the University of Pennsylvania with experts from Capgemini's Energy and Utilities unit. The groups will explore sustainability solutions across cloud technology, analytics, and intelligent operations and how to expand greenhouse gas reduction initiatives.

Capgemini's work with Snider Consulting marks the first engagement with Wharton's entrepreneurship center. As part of the collaboration, students will work with Capgemini solution architects to identify sustainability challenges across numerous global organizations and create a supporting solutions roadmap based on interviews with Penn alumni and Capgemini clients. The joint roadmap will outline approaches to improving data in sustainability reporting, operationalizing IT, and enhancing cybersecurity measures in shared energy grids through IoT, AI, and cloud technology.

"As the entrepreneurship and innovation hub for the University of Pennsylvania, we are excited to share our knowledge, skills, and entrepreneurial spirit with Capgemini," said Trang Pham, Executive Director

at Venture Lab. *"Our engagement with Capgemini will allow our students to join the global race to create green business practices, and opens the door to new sustainability programs and partners. We look forward to this collaboration and moving towards a more sustainable future for all."*

Venture Lab is the entrepreneurship center at the Wharton School that serves all students and alumni across the University of Pennsylvania who are interested in entrepreneurship and innovation. It provides entrepreneurial tools, programs, and funding to turn innovative concepts into scalable, sustainable businesses and brings entrepreneurial development to existing companies. Snider Consulting offers students the opportunity to build their consulting skillset through engagements supported by professional advising teams.

"Capgemini is proud to work with Venture Lab as we look at shaping the next chapter of sustainability and energy transition initiatives. This engagement has great potential to provide insights on opportunities and priorities across the energy and utility sectors," said Elfije Lemaitre, Head of Energy and Utilities at Capgemini Americas. *"We are looking forward to implementing this knowledge exchange program with the staff and students at Wharton's Venture Lab."*

GRO Capital increases its investment in iPoint to support long-term growth

26 March 2022

iPoint-systems gmbh announced today that GRO Capital has further increased its majority shareholding in the company to continue iPoint's successful development. Founder and current CEO Joerg Walden is stepping down from his operational role at the end of the month to pursue new challenges as a serial entrepreneur and will continue to guide iPoint through his board position. Until a successor takes over, Peter Schmidt, iPoint's Managing Director and Chief Revenue Officer, has been appointed interim CEO.

"In 2020, after almost two decades of successful organic growth, I made the decision for an investor to further expand iPoint's strong position in Europe and deepen the markets in North America and Asia," said Joerg Walden, who founded the company in 2001 and has successfully led it ever since. "I am breaking new ground, but compliance, sustainability and social impact remain my themes."

Morten Weicher, Partner at GRO Capital, emphasizes, "We would like to thank Joerg Walden for his invaluable contribution in building iPoint over the years and for our partnership to date. Together, we have been able to build on the company's strengths – its products, its vision and its customer base. As a result, we are increasing our investment to continue iPoint's transformation into an international leader in product compliance and sustainability products and services."

Through this transaction, there will be no change in the strategy of iPoint. Together, iPoint and GRO Capital are pursuing the goal of further developing the company's innovative products in the field of product compliance, product life cycle management, and carbon footprint analysis and accelerating global growth. The company aims to consolidate its strong position in Europe while continuing to expand into the North American markets.

"The technologies iPoint has developed since its founding in 2001 under Jörg Walden are more important today than ever before," says Morten Weicher. "This is because compliance and sustainability challenges can only be met through innovative digital technologies. By expanding our investment, we want to underline our clear commitment in this direction."

Hexagon announces financial adjustments related to business operations in Russia and the acquisition of ETQ

1 April 2022

Hexagon AB, a global leader in digital reality solutions combining sensor, software and autonomous technologies, today announced financial adjustments related to a decision to freeze business operations in Russia and the completion of the acquisition of ETQ. Hexagon will take a one-off charge of approximately 63 MEUR which will impact the first quarter 2022.The majority relates to the freezing of operations in Russia, which includes both a write-off of assets in the balance sheet and personnel costs.

Freezing business operations in Russia

Due to circumstances following Russia's invasion of Ukraine, Hexagon has taken the decision to freeze all business activities in Russia. As previously communicated, Hexagon has already suspended all exports of hardware and software licenses to Russia and is now taking further steps to adapt to the current business situation. Given the uncertainty of the outlook, these steps are constantly under review and will be adjusted if the situation changes. About 2 per cent of Hexagon's annual turnover can be attributed to business in Russia, with approximately 200 people employed in the country.

Hexagon completes the acquisition of ETQ

ETQ is a leading provider of SaaS-based QMS (quality management system), EHS (environment, health and safety) and compliance management software. ETQ is expected to generate revenues of around 75 MUSD in 2022 with an adjusted operating margin of over 35 per cent (cash EBITDA margins of around 45 per cent). SaaS is expected to account for half of bookings in 2022 and has been growing at a trailing 3-year Compound Annual Growth Rate (CAGR) of 60 per cent. The transaction is expected to generate sales synergies of over 40 MUSD, with very strong incremental margins, by 2026. Completion of the transaction was subject to regulatory approvals and other customary closing conditions, which have now been obtained. ETQ will be consolidated as of 1 April 2022 and will operate within Hexagon's Manufacturing Intelligence division.

Transaction details

- Total purchase price of 1,200 MUSD on a cash and debt free basis
- The cash consideration is fully financed via existing and new debt facilities and the proforma net debt to EBITDA ratio based on the fourth quarter 2021, including the transaction, amounts to approximately 2.0
- Surplus values in the purchase price allocation (PPA) are estimated to be 250 MEUR and will be amortised over 13 years, beginning in the second quarter 2022
- A deferred revenue adjustment of 5 MEUR will impact the income statement over the next three quarters, beginning in the second quarter 2022

iPoint Systems - Donation campaign for Ukraine

29 March 2022

At the beginning of March, iPoint-systems launched an internal donation campaign for Ukraine: If iPoint employees donate to aid organizations for the Ukraine, iPoint will double this amount and donate it to respective aid organizations. Many employees showed their solidarity through their financial and social commitment. In total, iPoint's campaign raised almost €5,500 in donations. iPoint founder and CEO Joerg Walden doubled this amount privately and donated it to three aid organizations: Ukraine Humanitarian Fund, The UN Refugee Agency (UNHCR) und Aktion Deutschland hilft. The financial

support goes to the people in Ukraine as well as in the countries of refuge.

Many thanks to all of our employees for their support as well as to the aid organizations that are taking care of the people affected. A big thank you also to Joerg Walden for his generous private donation. Especially in such difficult times it is important to stick together and help each other!

Learn more about the three aid organizations:

Ukraine Humanitarian Fund (UHF)
The Ukraine Humanitarian Fund (UHF) was established in 2019 by the United Nations Emergency Relief Coordinator (ERC) to provide funds directly to the most effective humanitarian partners on the ground in Ukraine. The UHF is a very important channel to support relief efforts in the country and ensure that much-needed humanitarian assistance reaches the people of Ukraine. Donations to the UHF are collected in a single fund and made available on the ground to a number of carefully vetted and trusted aid partners who are there on the front lines and closest to people in need.

The UN Refugee Agency (UNHCR)
UNHCR, the United Nations Refugee Agency, is a global organization working to save lives, protect rights, and build a better future for refugees, displaced persons, and stateless people. UNHCR has continued to scale up its operations and capacity in Ukraine and neighboring countries since the outbreak of war in March 2022 to support and provide protection to those affected in Ukraine and countries in the region.

Aktion Deutschland hilft
Aktion Deutschland hilft (Action Germany helps) is an association of more than 20 German aid organizations. As part of "Nothilfe Deutschland" (Emergency Aid Ukraine), they support people affected by the war and refugees in Ukraine and neighboring countries, provide essential goods, medicines, clothing, emergency shelter, and psychological assistance. Furthermore, the relief organization cares for people who have fled to Germany and left Ukraine because of the war.

L&T Technology Services earns recognition as a John Deere "Supplier of the Year" & "Partner-level Supplier"

29 March 2022

L&T Technology Services Limited, a leading global pure-play engineering services company has earned recognition as Supplier of the Year and also named Partner-level supplier for 2021 in the John Deere Achieving Excellence (AE) Program.

The Partner-level status is Deere & Company's highest supplier rating. India-based LTTS has been selected for the honor in recognition of its dedication to providing products and services of outstanding quality as well as its commitment to continuous improvement.

LTTS is a provider of multiple services to John Deere, including engineering services spanning areas like digital, product simulation, embedded software development & validation, mechanical design, cost management and analysis.

Suppliers who participate in the Achieving Excellence program are evaluated annually in several key performance categories, including quality, cost management, delivery, technical support and wavelength, which is a measure of responsiveness. John Deere Supply Management created the program in 1991 to provide a supplier evaluation and feedback process that promotes continuous improvement.

Abhishek Sinha, Chief Operating Officer and Board Member at L&T Technology Services said, "We feel humbled to be the recipient of Supplier of the Year 2021 recognition from John Deere. Our

technology-led, collaborative approach has helped strengthen our relations with a strategic customer like John Deere. This recognition reinforces our resolve to offer the best-in-class solutions and outstanding quality for our global customers."

Lectra strengthens its relationship with Microsoft

29 March 2022

Lectra, worldwide leader of Industry 4.0 in the fashion, automotive and furniture markets, expands its commercial and technological relationship with Microsoft.

"*Along with Kubix Link, which we introduced in 2020, Fashion On Demand by Lectra is now part of our collaboration with Microsoft, marking an expanded relationship between our two companies*," says Maximilien Abadie, Chief Strategy Officer at Lectra.

Fashion On Demand by Lectra combines a high-performance single ply fabric cutter with a smart digital cutting software hosted on Microsoft Azure. Designed as a turnkey solution for fashion companies, Fashion On Demand by Lectra automates the on-demand production of garments, from receipt of order to cutting. This gives brands and manufacturers complete control of all the steps in their on-demand process, whether they are producing small series or customized items.

This groundbreaking offer also helps them respond to the challenges of Corporate Social Responsibility (CSR) that fashion industry players must now face. Consumer concerns for environmental, social and economic issues now have a direct impact on their purchasing behavior. These challenges impact both the textile sector and local governments. The introduction of an anti-waste law in France on January 1, 2022, is a prime example of this.

With Fashion On Demand by Lectra, brands and manufacturers now have the choice. They can produce single and/or personalized orders, and are therefore able to market the right quantity of products so they actually sell, as they meet customers' needs and requirements. They can also adopt a more agile production process to manufacture products in small quantities, increasing their profitability. In this way, they manufacture just the right number of products and minimize unsold items without affecting sales.

This flexibility allows fashion companies to adapt their offer in real time, without compromising on productivity, fabric consumption – which can account for up to 60% of the production costs of a garment – or agility.

"*Through this collaboration with Microsoft, Lectra drives technological innovation, accelerating the digital transformation of fashion brands and manufacturers*," explains Gilles d'Aramon, General Manager Global Partner Solutions at Microsoft France.

Requirements Traceability Measured & Benchmarked for the First Time

24 March 2022

Jama Software, the leading requirements management solution provider, released the Requirements Traceability Benchmark – the first-ever large scale, empirical study to measure Traceability ScoresTM and the impact different levels of requirement traceability have on quality and cycle times. The benchmark dataset includes over 40,000 projects spanning numerous industries. Requirements traceability across the entire systems development lifecycle is a core tenant of the systems engineering discipline and underpins industry standards to ensure higher quality, faster cycle times, and less costly rework.

- The Requirements Traceability Benchmark found a statistically significant relationship between Traceability Scores and cycle time and quality. Specifically:
- Higher Traceability Scores were found to correlate to faster test case execution and defect detection. Top quartile performers outperformed bottom-quartile counterparts by **2.5X**.
- Higher Traceability Scores were found to correlate to more tests being completed and a higher percentage of passed tests. Top quartile performers outperformed bottom-quartile counterparts by nearly **2X**.

Additional findings include:

- The top 10% of performers achieve an average Traceability Score of **87%**
- Top quartile performers have a **7x** higher average traceability score than bottom quartile performers
- Performance varies across projects within companies with **57%** of companies having projects in more than one quartile

"Process improvement requires measurement," said Marc Osofsky, Jama Software's CEO. "The engineering process needs to catch up to other business functions in terms of process measurement. Traceability Scores now provide a great way for companies to baseline current performance and measure improvement over time."

Sage and The BOSS Network announce 35 awardees of the 2022 Sage Invest in Progress grants

31 March 2022

Sage, the leader in accounting, financial, HR and payroll technology for small and mid-sized businesses, in partnership with The BOSS Network, an online community of professional and entrepreneurial women, announced the 35 awardees of the 2022 Sage Invest in Progress grants to support black women entrepreneurs in their first five years of business.

The Sage Invest in Progress grant is a three-year, $1.5 million commitment by Sage (via the Sage Foundation) to support the newly announced BOSS Impact Fund, which is focused on investing in black women-led businesses and preparing entrepreneurs to build scalable, growth aggressive companies. The goal of the BOSS Impact Fund is to raise investment funding for 500 + black women entrepreneurs over the next three years.

Initially scoped to award 25 grants, the overwhelming response of more than 12,500 applicants nationwide encouraged Sage and The BOSS Network to expand the program with 10 additional grants in the Sage Invest in Progress program. These 35 awardees represent entrepreneurs from around the country and in various industries, including Beauty & Self-Care, Consumer Goods, Professional Services, Healthcare/Wellness, and Food and Beverage.

As part of the BOSS Impact Fund, the Sage Invest in Progress grant includes a 12-month program of entrepreneurial mentorship and education focused on knocking down barriers to business success and guiding these businesswomen to reach their full potential.

Each Sage Invest in Progress grant awardee receives :

- $10,000 USD in funding
- Quarterly business training courses through BOSS University sponsored by Sage, focusing on Marketing, Finance, Customer Service, and Business Strategy

- Access to The BOSS Network online community
- Complimentary Sage Business Cloud Accounting software

"This is such an outstanding moment for The BOSS Network," said Cameka Smith, Founder and CEO of The BOSS Network. *"The launch of our first BOSS Impact Fund, as well as our incredible partnership with Sage, are not only a testament to the strength of The BOSS Network brand, but also the power of our community of entrepreneurs and business owners. We are ecstatic for the 35 awardees and look forward to guiding them on their road to success."*

"We are surprised by the overwhelming response to our inaugural Invest in Progress grant. It's apparent there is immense need to remove the capital investment barrier for black businesswomen," said Aziz Benmalek, interim president, Sage North America. "Sage is committed to supporting these women and continuing to invest in underrepresented communities for an equitable future."

Invest in Progress Grant Awardees

Here is a listing of the 35 initial Invest in Progress grant awardees, including their business and location :

- Josie Santiago, Akili Well, based in Emeryville, CA
- Iris Hoses, Festively, based in Hacienda Heights, CA
- Tracey-Renee Hubbard, Scotchbonnet !, based in Hayward, CA
- Briantria Smocks, Levi&Toonk, based in Lakewood, CA
- Aaliyah Nitoto, Free Range Flower Winery, based in Livermore, CA
- Diondraya Taylor, Mindset & Milestones, based in Los Angeles, CA
- La'Dayshia Hunt, Divinity Remedy, based in San Francisco, CA
- Lydia-Carlie Tilus, SageFemme Wellness, based in San Mateo, CA
- Kevnesha Boyd, Quality Counseling, based in Hamden, CT
- Naomi Dubissette, Urbanoire, based in Norwalk, CT
- Janese Laster, Gut Theory Total Digestive Care, based in Washington, D.C.
- Brianna Ross, Brown Rose Essentials, based in Apopka, FL
- Courtney Gavin, Xelda Company, based in Boca Raton, FL
- Monique Caradine-Kitchens, OverFlow Enterprises, based in Atlanta, GA
- Beverly Iseghohi, SBR4Life, based in Atlanta, GA
- Jaquacer Middlebrooks, box it UP designs, based in Conyers, GA
- Dianna King, Eat UNrestricted, based in Lithonia, GA
- Ja'Nique Blocker, Sconnet, based in Marietta, GA
- Marnetia Amaning, Sincerely Tied, based in Snellville, GA
- Janeen Harrell i, iJ DESIGN STUDIO, based in Chicago, IL
- Yewande Odusanwo, Zora Digital, based in Chicago, IL
- Shanika Valcour-LeDuff, Labor and Love, based in New Orleans, LA
- Natasha Brown-Wainwright, B'More Made with Pride, based in Baltimore, MD
- Jessica Austin, Creative Carvings, based in Grand Rapids, MI

- Mashell Lawson, Soul Stretch Yoga & Wellness, based in Warren, MI
- Nijalon Jackson-Causey, Afredanz Dance Center, based in Moss Point, MS
- Kiera Gardner, Blend of Soul, based in Chapel Hill, NC
- Nancey Harris, Vontelle, based in Brooklyn, NY
- Samantha Sinclair, Pathway to Purpose, based in Brooklyn, NY
- Cathleen Trigg-Jones, iWomanTV, based in New York, NY
- Amber Hammond, Ciela Handmade, based in Columbus, OH
- Nimilolu Fafowora, The Beem Box, based in Medford, OR
- Shunta Grant, Best Today, based in Greer, SC
- Janita Gilliam, Jabber Talk Speech and Consulting, based in Prosper, TX
- Tosin Ojo, CITSAP Consulting, based in Richmond, T

The funding for the Sage Invest in Progress grant program is managed through the Sage Foundation, which was established in 2016 to bring to life Sage's ambition for social impact. Working with Sage colleagues, customers, and partners, the mission of the Sage Foundation is to tackle societal and economic inequality through investments in education, technology, and the environment to give individuals, communities, and our planet the opportunity to thrive.

Simulations Plus Receives $1.7 Million Grant for BIOLOGXsym(TM) Macromolecule Safety Software

29 March 2022

Simulations Plus, Inc., a leading provider of modeling and simulation software and services for pharmaceutical safety and efficacy, announced that it has received a Phase II SBIR NIH grant for the further development and validation of its novel BIOLOGXsym™ platform, which is quantitative systems toxicology (QST) software focused on complex macromolecule liver safety. The grant provides approximately $1.7 million for both software development and wet lab work, which will be accomplished via a partnership with the University of Pittsburgh Drug Discovery Institute (UPDDI). The UPDDI will utilize its human vascularized Liver Acinus MicroPhysiology System (vLAMPS), a next-generation organ-on-a-chip system that allows for comparison of liver toxicity in liver cells collected from healthy versus liver-diseased donors, to screen for signals related to liver safety mechanisms and provide that as input data for BIOLOGXsym simulations. Principal Investigator (PI) on this project is Dr. Kyunghee Yang . The combined *in vitro* laboratory data plus software offering will be available commercially following the 2-year development and testing period.

Dr. Paul Watkins , the Director of the Institute for Drug Safety Sciences at University of North Carolina and consultant for the project, said: "The liver QST software provided by Simulations Plus, DILIsym ®, is now used to improve the safety of many drugs in development. BIOLOGXsym will serve a similar purpose for large molecules and will incorporate the novel information that can be obtained from vLAMPS. This collaboration with UPDDI will expand the spectrum of drugs in development that will benefit from QST to include therapeutic proteins, monoclonal antibodies, and potentially viruses used in gene therapy. Importantly, it will pioneer application of QST software to the evolving 'human-on-a-chip' systems."

Dr. D. Lansing Taylor, the Director of the University of Pittsburgh Drug Discovery Institute and Co-PI on the project, stated: "The integration of testing biologics in human liver microphysiology systems

containing four or more liver cell types organized to mimic the liver acinus, coupled through the BioSystics™ Analytics Platform (formerly the Microphysiology Systems Database) to the BIOLOGXsym computational modeling and simulation software creates a powerful QST platform. Dr. Lawrence Vernetti, a Co-PI on the project, will lead the project at the UPDDI."

Brett Howell , President of the DILIsym Services division of Simulations Plus, added, "We are excited to receive this NIH grant, one of the largest ever procured by SLP, which validates our plan for focusing on the liver safety of complex molecules as an important market need, and also allows us to expand our software and services offerings to a rapidly growing side of therapeutic development."

Funding for this collaboration is made possible by the National Institutes of Health through grant R44TR003535. Views expressed in this press release do not necessarily reflect the official policies of the Department of Health and Human Services; nor does any mention of trade names, commercial practices, or organization imply endorsement by the United States Government.

Stratasys Collaborates With Lockheed Martin to Qualify Material for Space and Aviation End-Use Parts

29 March 2022

Stratasys Ltd., a leader in polymer 3D printing solutions, announced that it is providing the public with baseline material qualification data for Antero 840CN03 filament material in collaboration with Lockheed Martin and Metropolitan State University of Denver. The release of this qualification data allows those in the industry to use the material for additively manufactured aerospace parts, such as those on the Orion spacecraft, using Stratasys production-grade 3D printers.

"We want to demonstrate a new model for how industry, manufacturers and academia can collaborate to gather and release material qualification data that helps accelerate the adoption of additive manufacturing across the aerospace industry," said Foster Ferguson, Director of Aerospace for Stratasys.

Designed for space-ready performance, Antero 840CN03 is a blended and functionalized PEKK-based high-performance, ESD thermoplastic composite material developed specifically for production-grade Stratasys FDM® 3D printers that meets ESD performance and NASA outgassing requirements while also exceeding the flame, smoke, and toxicity (FST) characteristics required for aviation applications.

During this first phase of qualification, a baseline set of data was collected by printing over 280 test coupons in Antero 840CN03 on Stratasys Fortus® F900® 3D printers at Lockheed Martin in Littleton, Colo., and Stratasys Direct Manufacturing in Belton, Texas. Coupons were tested for tensile strength properties which is a key mechanical property for design. Data collected confirmed the high performance of the Antero material as well as the consistent mechanical properties which have been previously shown in academic studies. Future phases of testing will expand to additional relevant properties, giving design engineers additional data to work with in applying Antero to other part types and environments.

"We are continually looking for ways to drive innovation for flight-qualified materials and additive manufacturing is key to that endeavor," said Cris Robertson, Associate Manager of Advanced Manufacturing at Lockheed Martin Space. "Through our collaboration with Stratasys and MSU Denver, we have collected the data necessary to qualify Antero 840CN03 for flight parts and we are now able to expand our use of the material beyond our initial applications on the Orion vehicle."

MSU Denver is educating and training the manufacturing workforce of the future using additive and subtractive manufacturing that can reduce costs and increase application capabilities.

"These types of research and development collaborations with leading companies like Stratasys and Lockheed Martin enable our students to be well prepared to help their future aerospace employers with adopting the latest technology in the industry," said Mark Yoss, Director of the Advanced Manufacturing Sciences Institute at MSU Denver. "By publishing this material qualification data, we can help move the aerospace industry forward by establishing more standards in additive manufacturing."

Stratasys and Lockheed Martin previously worked together to collect and release material characteristics data. Most recently in 2018, as members of America Makes, the companies released allowable data for SABIC ULTEM™ 9085 resin printed on a Stratasys Fortus 900mc 3D printer. By continuing to publicly release material qualification data, the companies hope to enable further adoption of additive manufacturing in aerospace applications and use-cases.

"Through our collaboration with Lockheed Martin and MSU Denver, we hope to provide confidence in our preferred materials, demonstrate the repeatability of the F900 3D printer and deliver process documentation that supports qualification specifications for flight applications," said Ferguson.

The Stratasys and Lockheed Martin teams will both be present at this year's Space Symposium in Colorado Springs, Colo.

Xometry Obtains Certification for Medical Device Manufacturing

31 March 2022

Xometry, the digital marketplace for manufacturing, announced it has obtained ISO 13485 certification, enabling the company to expand the breadth of medical device manufacturing on the Xometry marketplace.

The certification significantly broadens Xometry's already large footprint in the medical industry. Xometry currently works with 86 percent of Fortune 500 medical product and equipment companies, providing prototyping and manufacturing support.

The Xometry marketplace helps companies across all industries develop and deliver next-generation products that are fueling tomorrow's economy.

Event News

Simulations Plus Hosts the 2022 Model-Informed Drug Development (MIDD+) Scientific Conference

24 March 2022

Simulations Plus, Inc., a leading provider of modeling and simulation software and services for pharmaceutical safety and efficacy, announced record-setting attendance and virtual content delivery for the 2022 MIDD+ Scientific Conference which was held February 16–17, 2022. The conference was focused on delivering real-world case studies using modeling and simulations. Tracks included dedicated sessions covering all stages of the drug development process, including Discovery, Pre-clinical, Clinical, and Post-Approval/Generics.

Shawn O'Connor , chief executive officer of Simulations Plus, said: "We were pleased with the momentum that carried forward from our inaugural MIDD+ event last year resulting in the record-setting attendance at this year's MIDD+ Scientific Conference. As a leader in providing software tools and services to support the industry and our clients in their efforts to leverage modeling and simulation

for more efficient and timely drug development, we were pleased to provide this virtual forum."

The conference opened on February 16, with Rajanikanth Madabushi, Ph.D., Associate Director for Guidance and Scientific Policy, Office of Clinical Pharmacology, OTS/CDER at the U.S. Food and Drug Administration (FDA), delivering his keynote talk entitled, "Advancing Model-Informed Drug Development (MIDD): A Holistic and Integrative Approach." On day two, speakers worldwide, including representatives from the U.S. FDA, the Brazilian regulatory agency ANVISA, Health Canada, and MHRA-UK, provided attendees with case studies and global regulatory perspectives on the development and validation of MIDD.

Other session topics ranged from building and validating machine-learning models and using population PK/PD approaches to support late-phase dose selection. Of note, the Women in Science roundtable, led by Cognigen's Divisional President, Jill Fiedler-Kelly, highlighted meaningful topics for women within the scientific pharmaceutical industry including the power of mentorship, closing the STEM gap, and bringing your "authentic self" to the workplace. All talks are available for replay in the Simulations Plus Resource Center.

TRACE SOFTWARE WILL BE AT SOLAR SOLUTIONS INTERNATIONAL IN AMSTERDAM

28 March 2022

Trace Software International announces its participation in **Solar Solutions International,** leading solar energy trade fair in western Europe. The event will be held from **April 12 to 14, 2022** at the **Expo Haarlemmermeer in Amsterdam** in the Netherlands.

The **Dutch solar energy sector** is one of the **largest in Europe**. The market has been growing over the past few years and there is no sign of it stopping. Every year more and more private individuals, companies and institutions are going solar, increasing the demand for innovative solutions to meet this need.

With more than 250 exhibitors, over 80 speakers and a hundred conferences, Solar Solutions International covers all areas of photovoltaics and offers professionals an **overview of the major trends, innovations and the future of solar energy**.

Trace Software will showcase **archelios™ Suite** software solution dedicated to the study and design of photovoltaic installation projects.

Trace Software will be welcoming visitors at the stand E23

archelios™ Suite PV software: responding to the new trends of solar energy.

With archelios™ Suite, Trace Software offers a unique software solution for professionals who design and maintain photovoltaic installations of all types: **on roofs, ground-mounted plants, connected to the grid or in isolated sites, in self-consumption with or without energy storage.**

The software suite is composed of:

- **archelios™ PRO:** feasibility, design and sizing
- **archelios™ CALC:** calculation, verification and compliance to international standards

archelios™ Suite helps you design the entire photovoltaic installation project, from feasibility study, bankability, 3D design, compliance and calculation notes, to installation. The Suite **is the most complete software solution for photovoltaic design**.

TRACE SOFTWARE WILL SHOWCASE AT BIM WORLD PARIS ON 5 AND 6 APRIL 2022

28 March 2022

Trace Software International will participate in BIM WORLD 2022 which will be held in Paris Expo Porte de Versailles on April 5 and 6, 2022.

BIM World is the essential meeting place for professionals and local authorities for the use of BIM and digital technology to serve the uilding industry.

Aimed at small and large companies, public and private contractors, the BIM World exhibition and conferences offer a showcase of the best solutions and best practices to meet these new challenges.

Trace Software will showcase the innovations elec calc™ BIM

Join us

April 5th and 6th on stand H40 / I41 for the exhibition

elec calc™ BIM: electrical BIM design made easier

Trace Software will showcase the new version of elec calc ™ BIM, a software that enables the integration of electrical calculation in a collaborative Open BIM process with the exchange of information through a digital model.

The evolutions of this new version are mainly focused around the recovery of data from a Revit® digital model.

Many professionals use Revit® for the design of electrical installations. The Revit® plugin, integrated in elec calc™ BIM to meet this need, allows to automatically handle the communication between the elec calc™ calculation engine and the Revit® model.

With this version of elec calc™ BIM, Trace Software has gone further in the developments to simplify and increase the productivity of electrical installation design.

Financial News

CENIT AG 2021: EBIT INCREASES SIGNIFICANTLY BY 71.7% TO EUR 6.2 MILLION

31 March 2022

2021 indeed was another difficult year for the CENIT Group, still marked by the effects of the Corona pandemic but despite the unfavorable environment, CENIT proved in 2021 how resilient and adaptable its business model is.

In 2021 the CENIT Group achieved sales of EUR 146,071 k (before change in method of accounting from principal to agent for revenue from software licenses, revenue would have amounted to EUR 155,130 k) and EBIT of EUR 6,234 k (+71,7%). The main reason for this was the high-margin increase in sales of own software solutions in the areas of Product Lifecycle and Enterprise Information Management. In the fourth quarter of 2021, which is strong in terms of revenue, deals with our customer companies in the financial services, aviation and digital factory segments made a significant contribution to the positive result.

Results in detail

During the 2021 business year, CENIT group generated sales revenues of EUR k 146,071 (prior year:

EUR k 142,129/+2.8%). Sales of CENIT's proprietary software rose by 11.1% at EUR k 17,688 compared to EUR k 15,927 previous year. Sales revenues in CENITs consulting and services segment totaled EUR k 39,822 and thus grew by 3.5% on-year (2020: EUR k 38,491). Sales of third-party software increased by around 1.3% to EUR k 88,543 (2020: EUR k 87,402).

The gross profit (operating output less cost of materials) amounted to EUR k 79,797 (2020: EUR k 73,020), representing an increase of 9.3%. CENIT achieved EBITDA of EUR k 11,278 (2020: EUR k 9,594/+17.6%) and EBIT of EUR k 6,234 (2020: EUR k 3,631/+71.7%). Earnings per share were EUR 0.51 (2020: EUR 0.28/+82.1%).

Orders Development
During the 2021 business year, orders received by CENIT Group totaled EUR k 148,845 (2020: EUR k 132,742). Orders in hand on December 31, 2021 amounted to EUR k 40,610 (2020: EUR k 37,836). This indicates the catch-up effect of customers in the area of digitalization.

Asset and Financial Situation
On the balance-sheet date, the company's equity capital was EUR k 43,645 (2020: EUR k 42,723), representing an equity ratio of 47.0% (2020: 51.2%). On the balance-sheet date, bank deposits and liquid assets totaled EUR k 26,361 (2020: EUR k 26,056). The operative cash flow was EUR k 8,236 (2020: EUR k 12,278). Furthermore, in 2021, cash and cash equivalents were mainly influenced by returns of leasing liabilities in amount of EUR k 3,286, dividends paid in amount of EUR k 3,933 and investments in the amount of EUR k 892.

Employees
On December 31, 2021, CENIT group employed 685 (2020: 711). Consolidated personnel expenditures during the reporting period were EUR k 59,686 (2020: EUR k 54,815). CENIT currently provides training for 32 young professionals in a variety of occupations. Trainees include informatics and economics students from the Dual University of Baden-Württemberg (DHBW) and vocational trainees in the field of information technology.

Dividend
At the Annual General Meeting on May 20, 2022, in consideration of the strong EBIT performance, the Management and Supervisory Boards will propose to distribute a dividend of EUR 0.75 per share from CENIT AG's unappropriated profit of EUR k 9,877.

Outlook
We generally assume another year of growth for the 2022 financial year and therefore expect sales of around EUR 150,000 k and EBIT of around EUR 6,700 k. The forecast does not include any possible acquisition effects and is based on the premise that the current Ukraine conflict will not have a significant negative impact on our business and our main customer segments.

The complete 2021 Annual Report is available in a German and English version on the CENIT homepage.

Hg joins EQT and TA Associates as investors in IFS and WorkWave

30 March 2022

IFS, the global cloud software company, announced that Hg, a leading software and services investor, has agreed to become a significant minority shareholder in IFS and WorkWave.

Long-term investor EQT remains the majority shareholder, with Hg and TA Associates as significant minority shareholders. The transaction values IFS and WorkWave at $10bln USD and sets both

companies up to further grow their position as leading players in growing sectors.

IFS is the software vendor for organizations who want to differentiate on service. The IFS Cloud platform is fully composable, with a broad industry depth, and packed with innovation so that companies can be their best when it matters to their customers — at the Moment of Service. With thousands of the world's most respected brands as customers, IFS is a recognized provider across multiple sectors including Service Management (both Field Service Management and Enterprise Service Management), Enterprise Asset Management (EAM) and Enterprise Resource Planning (ERP).

WorkWave's suite of products empower service-oriented companies in its target verticals to reach their full potential through scalable, cloud-based software solutions that support every stage of a business life cycle, including marketing, sales, service delivery, customer interaction and financial transactions.

Following consecutive years of consistent growth at both IFS and WorkWave, the combined investment from EQT, TA and Hg, an investor with over 20 years' focus on software business across Europe and North America, will help the companies further accelerate growth organically and inorganically through acquisition.

Darren Roos, CEO of IFS and Chairman of WorkWave, said: "We're proud to have built two amazing software brands – and we continue to go from strength-to-strength. We are structured to scale, we have outstanding technology, and our people and partners remain obsessed with our customers' success. These have been the foundations of our success at both IFS and WorkWave, and now with the additional backing and software expertise of Hg alongside EQT and TA, we have the ability to accelerate even faster."

Nic Humphries, Senior Partner and Head of the Saturn funds at Hg, said: "We have spent well over 20 years with a strong focus on enterprise software. As a result we have followed IFS' success for several years and recognize it as a very high-quality cloud business. Its consistent performance and growth are a result of a compelling and differentiated proposition, built by a strong management team led by Darren. Both IFS and WorkWave offer very strong cloud products in verticals which are growing rapidly and we therefore see clear runway for sustained growth for the business."

Johannes Reichel, Partner at EQT added: "IFS is well positioned to take advantage of several global thematic trends, including customers wanting to digitalize their core operations enabling them to deliver even better service to their customers as well as more sustainable usage of their resources and assets. We believe there are long-term growth opportunities that IFS can capitalize on, especially with the combined support of EQT, Hg and TA helping fuel growth."

Naveen Wadhera, Managing Director at TA, said: "As industries and enterprises push to digitize and streamline their core operations, it presents even greater opportunity for innovative software leaders. We have been impressed by IFS' and WorkWave's strategic response to this market opportunity and believe the companies are well positioned for sustainable, accelerated growth, with a focus on strengthening product capabilities and expanding in targeted industry verticals. We are thrilled to continue supporting the development journey of IFS and WorkWave, together with Darren and the management team, EQT and now Hg."

The transaction is subject to customary conditions and approvals and is expected to close during Q3 2022.

Arma Partners acted as exclusive financial adviser to the sellers on this transaction alongside White & Case (legal), Kirkland & Ellis (legal) and PwC (financial and tax).

Lantek consolidates its market leadership with a 40% increase in turnover over the last three years

24 March 2022

Lantek, a multinational company that develops and markets CAD-CAM/MES/ERP solutions and pioneer in the digitization of companies in the sheet metal sector, once again consolidates its leading position in the market after announcing its turnover for 2021. Despite the pandemic, the company **has set a record turnover** of 26.6 million euros, increasing sales to machine tool manufacturers by 40%.

2020 was a record year record for the company, despite the Covid-19 crisis and its tough restrictive measures. Now, in 2021 in the face of the continued pandemic, the Spanish multinational has gone on to set a further all-time sales record, achieving total growth of 26% above 2020 levels.

The number of active customers at the end of the year exceeded 29,000, with 3,400 new customers across 100 countries during 2021.

International leadership

Lantek continues to strengthen its growth in international markets with an increase in sales volume of 42% in Asia, 13% in America and 19% in the EMEA region, while growth in countries such as Germany with 33% and Italy, with 25.6%, are stand out results.

In Italy, the company has further consolidated its presence with the construction of a new building. This new facility, located in Turin, has a surface area of over 1,200 m2. For both solutions and digitization sales volumes, Italy has achieved rapid growth making it one of the main markets for these Lantek products.

A commitment to innovation

To build on its technological leadership even further, Lantek has already started a long-term R&D growth and investment plan that extends to 2025.

"In 2022, we're making the largest investment in the history of our company: In this first phase of our Strategic Expansion Plan, we have increased our commitment to research and development by 70%. Our workforce will grow by 50%, with a special emphasis on the R&D area and our international customer service team," concludes López de Biñaspre, the company's CEO.

Implementation Investments

Central Ohio Transit Authority Drives Digital Transformation with Infor

28 February 2022

Infor, the industry cloud company, announced a successful go-live with Central Ohio Transit Authority (COTA), the public transit system and mobility solutions provider for greater Columbus and Central Ohio, with Infor CloudSuite applications developed for the public sector. Working alongside Infor Global Professional Services (GPS), the organization utilized the Infor on-premises to Infor Cloud upgrade program, which will help COTA further align to its mission of focusing on the future, using modern enterprise software that will allow its teams to be more nimble, informed and efficient. By moving operations to the cloud, COTA is able to focus less on administrative tasks and more on providing quality, affordable resources for the community it supports.

"COTA is an organization working to solve mobility problems through innovative strategies, and that means we need a cloud-based enterprise resource planning system that works efficiently and effectively

for employees to provide the best service for our customers," said COTA Chief Financial Officer Angel Mumma. "Infor CloudSuite helped us streamline our financial reporting, asset management and supply management. We are thankful for Infor's technical support and training to make this launch successful."

With Infor CloudSuite applications, COTA has integrated its core business processes, enabling the organization to automate tasks, including confirming sufficient parts inventory to help ensure COTA transit vehicles stay in service. The organization has also increased productivity, streamlined the financial budgetary edit process, and improved financial reporting, both internally and externally. Supply chain applications provide better visibility into daily transactions and cash flow, and teams have streamlined previous timeworn processes that had more steps than necessary into single interfaces. Additionally, Infor's cloud applications work to eliminate duplicate data entry and increase visibility within business lines, allowing for reduced costs and complexity, increased collaboration, reduced risk of data loss, and lowered costs of operation and ownership.

Infor Public Sector applications are cloud-enabled, agile, secure and highly flexible. Organizations are able to support multi-facility operations, help ensure security and reliability, improve performance, realize a speedier time to value and capitalize on Infor innovation such as best-in-class mobile, collaboration and analytic capabilities. The suite of applications designed specifically for the public sector industry keeps organizations running at maximum efficiency, so users can focus on delivering quality solutions to the communities they serve.

"Public sector organizations, including transportation, continue to face myriad challenges. The need to properly maintain and manage assets while simultaneously controlling costs, managing staff and putting community needs at the forefront is a lot to juggle without a strategic technology partner to assist," said Matt Breslin, Infor executive vice president. "Infor applications are designed to automate functions and manage an organization's most vital resources: people, supplies, data, and assets. Users are able to eliminate expensive servers and hardware, and redirect teams to more strategic activities. We are proud that Infor was chosen to be a part of this digital transformation and are looking forward to continuing to help COTA find success through technological innovation."

Throughout the implementation process, Infor Global Professional Services helped COTA realize the benefits that Infor's modern solutions enable for its business. They plan to partner again to deploy additional solutions in the future, including Infor Global HR and Infor Payroll, which will be rolled out in phases along with new functionality in finance, supply chain and talent management.

Cheops Technology selects HPE GreenLake to expand and enhance cloud services portfolio for its customers

30 March 2022

Hewlett Packard Enterprise announced that Cheops Technology, one of the leading cloud computing and service providers in France, has selected the HPE GreenLake edge-to-cloud platform to introduce a new flexible, secure cloud storage service for its SMB and healthcare customers. The new offering expands Cheops Technology's iCod® portfolio of managed cloud services to meet increased demand from end customers to scale services to support mission-critical data growth.

Cheops Technology specializes in delivering modernized infrastructure and technologies, cloud services and network security to a range of SMB and healthcare customers. Over the past 18 months, the COVID-19 pandemic has triggered increased demand from its customers for new, reliable services that can scale and be flexible to support their mission-critical data growth.

To address this, Cheops Technology wanted to find a way to efficiently and quickly expand its service

catalogue and onboard new customers, without delays. Additionally, Cheops Technology wanted to expand and scale its offerings while minimizing upfront capital investment.

"We needed a solution that would easily complement our existing iCod offering with built-in flexibility and additional scale-up capacity to allow us to respond immediately to new customer orders," said Nicolas Leroy-Fleuriot, Cheops Technology. "The HPE GreenLake platform gives us the potential scope to expand future services in line with our customers' needs, and meet our customer demands for exceptionally high levels of availability and security."

Building on the existing iCod offering, HPE created a HPE GreenLake cloud service to deliver intelligent storage for missions-critical applications, enabled by HPE Primera, as the foundation for Cheops Technology's new storage cloud services. The service is also based on usage-pricing and by accessing the HPE GreenLake Central, a centralized portal for managing and monitoring services, while gaining real-time insights on usage, Cheops Technology can improve budget predictability and easily match revenues and costs. The additional buffer capacity also allows the company to reduce time-to-market for additional services and gain any new capacity without requiring over-provisioning.

For its end customers, the scalable cloud service from HPE GreenLake allows Cheops Technology to manage fluctuations from its customers while maintaining a robust, high availability solution. The cloud service will be hosted in data centers based in Bordeaux, France to ensure business continuity and data sovereignty which are important to Cheops Technology's customers.

"The HPE GreenLake edge-to-cloud platform enables our partners to build on to their existing resources to meet new demands for flexible and advanced technologies, while allowing them to scale as their business, and their customers' businesses, grow," said Paul d'Alena, Channel Director, HPE. "We look forward to continuing our partnership with Cheops Technology to expand and bolster its offerings using HPE GreenLake and deliver new experiences to its customers."

Previously, HPE also worked closely with Cheops Technology to design and implement a modernized technology platform for Salomon, a leading outdoor sports equipment manufacturer, also using the HPE GreenLake platform to meet Salomon's increased demands for flexibility.

Close Brothers Asset Finance and Leasing Taps OpenText for Customer-Oriented Digital Transformation

28 March 2022

OpenText™ announced it is providing Close Brothers Asset Finance and Leasing, a leading UK asset funder, with strategic content and customer communications management to support their Transformation initiative. The solutions will be delivered and managed in the OpenText Cloud, enabling Close Brothers Asset Finance and Leasing to implement strategic, group-wide document management, and provide its customers with secure, modern interactions.

Close Brothers Asset Finance and Leasing is a division of Close Brothers, which was established in 1878 and provides lending, deposit taking, wealth management services, and securities trading. The banking group is a FTSE250 company, employing over 3,700 people, principally in the UK.

"Within Close Brothers Asset Finance and Leasing, we focus on developing our digital strategy and adopting cloud technology to meet customers' evolving expectations," said Peter Millard, Commercial Director. "The cloud-based OpenText content management platform will span our enterprise and deliver critical capabilities that will help improve experiences for our customers securely and efficiently."

Close Brothers Asset Finance and Leasing will implement OpenText Extended ECM, which enables

organizations to share, collaborate, and analyze information for more informed decision-making while mitigating risk through improved governance, compliance, and security. Close Brothers will also leverage OpenText Extended ECM to integrate content services with vital business applications like Salesforce, which bridges silos, expedites information flows, and expands governance for enhanced business processes.

To modernize customer experiences, the financial institution will also use OpenText's Digital Experience (DX) offering, OpenText Exstream, which leverages data and existing content within the organization to deliver omnichannel communications that empowers customer decision-making.

"By removing information silos, Close Brothers Asset Finance and Leasing has the comprehensive view needed to better serve its customers and improve operations," said Ted Harrison, Executive Vice President, Enterprise Sales, OpenText.

These offerings will be delivered as a managed service in the OpenText cloud and will include integrations into Salesforce and other key business applications.

EPS Tech Sets its Sight on Success with Infor

28 March 2022

Infor, the industry cloud company, announced that EPS Tech, a leading Israeli provider of advanced embedded electronic systems to the defence and industrial markets, has chosen Infor CloudSuite High Tech & Electronics and Infor PLM to improve process efficiencies across the business. The multitenant cloud, enterprise resource planning (ERP) solution — powered by Amazon Web Services (AWS) — and delivered by Infor's partner, Intentia Israel, will span all business processes at the firm's Tzur-Yigal facility, delivering real-time visibility and increased collaboration across the end-to-end supply chain.

EPS Tech went through a thorough assessment of the market and a competitive tender process before choosing Infor CloudSuite High Tech & Electronics for its industry-specific functionality. An integral part of the implementation will be its Product Lifecycle Management (PLM) capabilities, designed specifically for discrete manufacturers, which will be fully integrated into EPS Tech's production and assembly processes, providing full transparency across the product lifecycle.

"Our highly-skilled electronic hardware, software, and mechanical engineering teams offer a unique foundation for innovative, agile and reliable technology to our customers, and we were looking for an ERP solution that reflects that," said Daniel Applebaum, EPS Tech CEO. "The industry-specific capabilities of the Infor CloudSuite High Tech & Electronics make it the ideal solution for our business. It will help us significantly improve our process efficiencies right across the organization, from planning and engineering through to production, assembly and quality control."

"The teams at Intentia Israel and Infor are both very experienced not only in the high-tech electronics space but in the defence sector, too. Infor understands our business and our customers' businesses, which gives us confidence in their ability to deliver exactly the right solution not only for EPS Tech, but for our customer base as well," Applebaum added.

"Infor CloudSuite High Tech & Electronics comes ready equipped with best-practice processes for the high tech and electronics industry," said Arik Mifano, Intentia Israel's VP of sales. "The solution offers built-in modules such as PLM and CPQ (configure price quote), which, unlike other systems on the market, don't require any further integration. For EPS Tech, this is a significant advantage, meaning that the business can hit the ground running when it comes to solution implementation, working alongside the experienced teams at Intentia Israel and Infor to rapidly deliver a tangible return on investment."

“Infor solutions for the Israel industry verticals are fully localized for Israel and can serve mega-clients as well as SMB customers,” said Meni Davidov, Infor Israel’s business and sales leader. “Infor is continuing to see the Israeli market as an area for growth and provides one of the top modern, multitenant ERP solutions currently on the market.”

“High tech and electronics manufacturers across the world rely on Infor’s ERP solutions to get products to market faster,” said Henning Dransfeld, Infor’s strategy director for high tech electronics and defence. “By leveraging real-time visibility into the end-to-end supply chain, they can achieve higher agility levels to cope with uncertainty and change, which has become an integral part of our business. EPS Tech’s investment in Infor CloudSuite High Tech & Electronics underpins its commitment to delivering the very best products to its customers, supported by the industry-specific functionality needed to simplify, streamline and unite operations.”

German Institute of Technical Physics uses Zemax to design a USB-powered nanosatellite thruster

28 March 2022

The market for nanosatellites has gained momentum in recent years. Large satellites use a variety of methods for generating thrust, from the familiar chemical rocket thruster to more recent advances such as the Hall-effect thruster. But as satellites have become miniaturized, these methods have proven to be less practical, clearing the way for scientists to develop new kinds of thrust technology.

The German Aerospace Center (Deutsches Zentrum für Luft- und Raumfahrt, or DLR) is Germany's national center for aerospace, energy, and transportation research. At the Institute of Technical Physics (ITP), an institute within DLR, scientists, engineers, and technicians design and conceive optical systems that help to advance scientific knowledge within the aerospace industry. In 2020, they prototyped a new technology for maneuvering miniature satellites. The project's goal was to show how it's possible to propel nanosatellites with *laser ablative propulsion*, which generates thrust by evaporating material with a focused laser beam.

Using Zemax, ITP conceived its design for laser-ablative propulsion and successfully demonstrated its viability under the strict requirements of satellite miniaturization. This story takes a look at what those limitations were, how ITP produced an optical system to overcome them, and the role OpticStudio played in helping them produce and perfect their design. For designing a crucial custom asphere for the prototype, ITP used the modeling functions in OpticStudio to experiment until finding the best possible result.

"We didn't know which properties would be best for getting a suitable tilt angle that would sufficiently protect the system," said Raoul Lorbeer, a research scientist at ITP who played a key role in the organization's thruster design. "We used a simulation toolchain that integrated directly with OpticStudio, so that we could perform all of the modeling we needed within the software, instead of conducting manual experiments."

HCL Technologies Expands Global Partnership with Novo Nordisk

28 March 2022

HCL Technologies (HCL), a leading global technology company, has been selected to provide global service desk and on-site support to Novo Nordisk. Through the partnership, HCL will help Novo Nordisk transform its IT operations and create world-class end-user experiences and drive efficiency across its workforce.

HCL will implement a multilingual and omnichannel digital workplace solution for Novo Nordisk. Using the knowledge-centred service (KCS) methodology and its next-generation automation and self-service capabilities, HCL will support more than 48,000 end-users in 20 languages, across 58 countries and offer on-site IT services throughout the United States, Asia and Europe.

"We're delighted to be expanding our current application management and modernization services engagement with Novo Nordisk through this new deal," said Pankaj Tagra, Corporate Vice President and Nordic and DACH Head, HCL Technologies. "The strength of our partnership with Novo Nordisk is testament to HCL's continued growth and leadership in the Nordics and reinforces our value proposition in Life Sciences and Healthcare."

Her Majesty's Passport Office Taps DXC Technology for Digital Transformation

31 March 2022

DXC Technology, a leading Fortune 500 global IT services provider, has been selected to transform and run the mission-critical IT infrastructure for Her Majesty's Passport Office (HMPO) in the U.K.

Building on a 12-year relationship between DXC and HMPO, the organizations have signed 5-year agreement worth up to $37 million, through which DXC will provide HMPO with digital platform services to meet the growing demand for British passports.

HMPO issues between 6 and 7 million passports each year to British nationals living in the UK and overseas. Commencing April 2022, DXC will provide support, maintenance and development of HMPO's digital platforms within its "Digital Future Services" programme.

Philippa Manley, Digital Services and Projects Director at HMPO said "for more than 12 years, DXC has exhibited its commitment and dependability across a broad scope of services, understanding our operating environment and sharing our commitment to providing social value. In this latest phase of modernisation, we will further enhance the efficiency and security of our IT infrastructure, supporting the delivery of more user-centric experience to citizens."

"We are delighted to strengthen our position as trusted partner to UK government", said Steve Turpie, EMEA President, DXC Technology. "With this agreement, we are helping to ensure that HMPO has the silent IT operations it needs to deliver mission-critical services to UK citizens."

Infor Helps Triballat Noyal Overhaul its Computer Systems

29 March 2022

Infor, the industry cloud company, announced that the family-owned Triballat Noyal group, leader in organic ultra-fresh products and pioneer of soy in France, has deployed Infor M3. The adoption of a new enterprise resource planning (ERP) solution is part of a large-scale project to overhaul its information systems and its teams.

The Triballat Noyal family group was founded in 1951, following the takeover of a small dairy company in Noyal sur Vilaine, near Rennes. Strongly rooted in pillar values for three generations, the company has been committed to organic, sustainable and local farming methods since the 1970s, and is a pioneer in the ethical and sustainable food industry.

Today, the group has more than 1,300 employees spread across 17 sites in France and achieved a turnover of €335 million in 2020. Among the group's flagship brands are Sojasun, Vrai, Petit Billy, Merzer and Terres et Céréales.

Due to the development of its activities in France and neighbouring Spain, Italy, Germany and England,

the group questioned a large part of its business processes and decided to rationalize its activities using an IT solution capable of improving the steering of operations and the management of the production facilities, shortening the time required to close its accounts and supporting its international development.

"Our growth ambitions have prompted an in-depth review of our organization's transformation, both in terms of tools and human capital," says Pierre Galeron, Triballat Noyal's information systems director. "Until recently, our operations were managed using an ERP system that was certainly efficient, but which, after 25 years of specific developments, had reached its limits. We chose to replace it with Infor M3, a modern solution designed for the requirements of the food industry and capable of supporting our future developments."

The project to overhaul the ERP system was handled by Infor and its partner LTTD Consulting, whose teams supported the 30+ employees of Triballat Noyal's IT department. There were multiple challenges in terms of infrastructure as well as security, support, functionalities, business applications and data management. The requirements and specificities of the activities of the various business units and markets addressed by the Triballat Noyal group (desserts and sweet pleasures, beverages and cooking, catering, consumer cheeses and traditional cheeses) have all been taken into account in the project.

"The choice of Infor M3 was made on the basis of dedicated food industry functionalities, of course, as the solution is very well referenced in the agri-food sector. In addition, the solution's ability to interface with our third-party solutions and to meet our requirements in terms of financial management, sales administration, logistics (transport and warehouse management) and production finally convinced us unequivocally," Galeron said.

The project benefited from the support of all of Infor's teams in France and up to the highest levels of management internationally, as well as its integrator partner LTTD Consulting. "We accompanied Triballat Noyal to guarantee a total understanding of the stakes involved in the transformation project for each employee, while affirming at each step our continuous support and commitment to the success of the project," comments Thierry Bigot, LTTD Consulting's sales director.

From Infor's side, satisfaction is high around this customer relationship, which commenced in June 2018 and, despite difficult conditions during the pandemic, was able to complete the project on time. "We are very happy to be associated with a brand that is known and respected by French consumers," says Jean-Lucien Meunier, Infor general manager in France. "The project mobilized our know-how in a food industry that is constantly under pressure and whose resilience we admire, especially in times of crisis. With this type of collaboration, we are able to integrate more functionalities and innovation into our solutions to best meet our customers' requirements."

Japan Airlines engineering division selects IFS solution for aircraft fleet maintenance

29 March 2022

IFS, the global cloud enterprise software company, announced the Japan Airlines maintenance and engineering subsidiary, JAL Engineering Co., Ltd., has selected IFS to support fleet-wide long range maintenance planning. The IFS solution, to be deployed in the cloud, will provide long range planners with the unified information insights they need to quickly develop and share regulatory-compliant fleet maintenance plans that best support aircraft availability, task yield, and hangar utilization for nearly 200 aircraft.

The IFS fleet planning solution replaces a JAL Engineering Co., Ltd. legacy fleet maintenance planning process that required extensive manual intervention. The IFS solution will allow the engineering team to manage more aircraft with reduced human intervention due to an efficient user experience, reduction in

manual processes, real-time alerts, and automated processes.

Deployed in the cloud, IFS's planning and maintenance solution will improve visibility across the organization by providing real time planning updates. JAL Engineering Co., Ltd. staff will now be able to effectively examine the impact of key strategic decisions in the organization – such as modifying aircraft induction/retirement, adjusting resource levels or changing utilization levels – while also comparing key performance indicators.

IFS continues to grow its footprint in the Asia-Pacific commercial aviation and maintenance, repair and overhaul (MRO) market, adding JAL Engineering Co., Ltd. alongside China Airlines, Qantas, TAE Aerospace and more.

"After an extensive market review, JAL Engineering Co., Ltd. selected IFS for its experience in the industry, strong existing reference customers and its complementary fit with our long-term MRO strategy," explained Ryo Tamura, President, JAL Engineering Co., Ltd. "With IFS fleet maintenance planning software JAL Engineering Co., Ltd. can automate processes that were previously manual and labor intensive, improve team collaboration by allowing planners to work on a single plan simultaneously, and ultimately decrease aircraft downtime and maximize task yield."

Gerry Fosnick, President, IFS Japan, added "This latest selection affirms the fact that IFS is trusted by some of the world's leading airlines and MRO providers to support fleet-wide maintenance planning and operations. We look forward to working with JAL Engineering Co., Ltd. to better manage its long-range fleet maintenance plans now and into the future."

Konica Minolta selects IFS Cloud to transform Field Service Management performance

31 March 2022

IFS, the global cloud enterprise software company, announces that Japanese multinational technology company Konica Minolta will implement IFS's Field Service Management software to future-proof its service operations.

Konica Minolta currently have around two million customers in 150 countries. The company is a leading provider of digital workplace services, commercial and industrial printing, and optical systems for industrial use, which means the company has a large field service operation with 3,250 employees.

With the IFS solution, Konica Minolta will transition to a predictive maintenance model that will allow them to plan the deployment of field service staff more efficiently across ten national operating companies (NOCs) across Europe. IFS Cloud will also ensure maximum equipment uptime, reduce engineer call outs, and achieve a heightened customer experience.

As part of their 'Next Generation Field Service Management' objective – to be completed by the end of 2023 - AI-supported planning and scheduling optimization will enable employees to align schedules and optimise and deploy resources in real-time, allowing them to automatically allocate work orders.

Also, the proactive evaluation of IoT generated data, for example by production printers and systems for medical image diagnosis, is another application the IFS solution supports. This enables service technicians to predict whether defects are imminent or unscheduled maintenance is due.

The use of mobile technology can provide a competitive edge in field service – access to all relevant data at all times is essential for successful field service operations. IFS Cloud's Field Service Management capabilities provide the same user experience on iOS, Android or Windows, which means employees can check the availability of spare parts on a smartphone or tablet and create invoices and

quotations on site at the customer. This not only increases the efficiency of the service, but also provides great Moments of Service.

IFS Cloud will replace Konica Minolta's ClickSoftware installation and works seamlessly with existing enterprise applications. Konica Minolta uses SAP software in parts of their business, which will have a bidirectional integration with the IFS solution.

Glenn Arnesen, President Europe North & Central at IFS, on the cooperation with Konica Minolta: "We are proud that a renowned company like Konica Minolta wants to future-proof its field service management with IFS Cloud. Our solution supports the company with services related to the installation of systems and equipment."

Ged Cranny, Senior Consultant at Konica Minolta: "With the IFS solution, we can realize our vision of Next Gen Field Service Management. The first pilot project in Belgium and the Netherlands with around 130 employees is going very promisingly. In the next step, we will make the new solution available to around 1,000 field service technicians in ten national operating companies across Europe. In IFS, we have found a partner that provides us with excellent support in offering our customers even better service and accompanying them on their way to becoming a digital company."

Luca Faloni Selects CGS's BlueCherry® as its End-to-End Global Supply Chain Solution

29 March 2022

CGS, a global provider of business applications, enterprise learning and outsourcing services, today announced Luca Faloni, a provider of exceptional Italian craftsmanship and style, has selected the award-winning, industry-leading BlueCherry® Enterprise Suite as its end-to-end ERP and PLM solution to support and expand its aggressive global growth strategy.

"Our dream since day one has been to provide everyone – regardless of geography – with superior Italian craftsmanship from local artisans, who take exceptional pride in everything from their fabrics to their style," said Phillipe Mensh, CEO for Luca Faloni. "Your business is only as efficient as the systems you use to manage and support it. **We chose CGS not only for BlueCherry Enterprise Suite and their focused expertise in fashion and apparel, but also for their best-in-class implementation team**. This combination of product, people and process is exactly what's needed in a partner – one with a global footprint, yet feet on the ground to understand the local market requirements. We look forward to a long and mutually successful relationship with the CGS team."

Luca Faloni's promise is to source the finest materials from the most prestigious Italian producers. The company only sources pure cashmere and silk-cashmere from Cariaggi, linen from one of the oldest Italian mills, brushed cotton from Grandi & Rubinelli, piqué from an historic mill in Veneto and full grain leather from Santa Croce, in Tuscany. These producers rely on a long history of traditions and expertise to produce sustainable fabrics, offering the highest durability, comfort and quality, able to stand the test of time for each of our designs. The result is superior craftsmanship and a true 'Made in Italy' proposition available directly to customers worldwide.

M31 Speeds Delivery of Silicon IP by 5X Using the Cadence Library Characterization Solution in the Cloud

30 March 2022

Cadence Design Systems, Inc. announced that M31 Technology Corporation has adopted the Cadence® CloudBurst™ platform to complement its existing Cadence Liberate™ Trio Characterization Suite infrastructure, speeding the delivery of its advanced-node silicon IP. The CloudBurst platform provided easy access to the Liberate Trio suite in a secure, ready-to-use cloud environment, reducing setup time by 25X and enabling M31 to successfully speed up overall time to market by 5X.

As a global professional IP provider, M31 is determined to rapidly provide forward-looking silicon IPs for trending applications to meet diverse IC design needs. M31 has been using the trusted Cadence library characterization portfolio for many years, and the Liberate Trio suite provided optimal scalability, speed and reliability with this latest design project. To deliver its high-quality silicon IP, M31 required additional hardware compute resources to complement M31's on-premises infrastructure, so adopting the CloudBurst platform was the next logical step. Moving design work to CloudBurst meant M31 didn't need to make up-front capital expenditures or devote dedicated IT resources to setting up the equipment, saving both time and money. M31 benefitted from having the ability to address peak design requirements while reducing the delivery timeline, hardware costs and risks. Also, the Liberate Trio suite features Bolt technology, an integrated job distribution system, which provided M31 with reliable characterization in the cloud across 10,000 CPU cores in parallel.

"M31 has been committed to delivering differentiated silicon-proven IP to our customers on schedule, and our multi-year collaboration with Cadence ensures that we stay ahead of aggressive time-to-market demands," said Scott Chang, CEO of M31. "By combining the Cadence CloudBurst platform with our existing production-proven and foundry-certified Liberate Trio environment, Cadence delivered a secure, cloud-based characterization solution that enabled M31 to quickly scale production to meet our time-to-market goals."

The Cadence Liberate Trio suite and CloudBurst platform support the company's Intelligent System Design™ strategy, enabling SoC design excellence.

Mark Fairwhale Drives Total Digital Transformation with Centric PLM™

28 March 2022

Mark Fairwhale, China's top fashion menswear brand, has successfully implemented Centric Software's Product Lifecycle Management (PLM) solution, and Centric is celebrating with the release of a success story. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Headed by internationally renowned designer Mark Cheung, Mark Fairwhale is an original Chinese fashion brand founded in 2001. Brands under Mark Fairwhale include DEBRAND, RESHAKE, CAMEL ACTIVE, and 5th SPACE. Mark Fairwhale owns more than 2500 brick-and-mortar boutiques, online flagship stores and online-to-offline new retail stores.

Mark Fairwhale has embraced a total digital transformation strategy, driven by a desire to turn data into assets that create value and realize the potential of in-house R&D and innovation. To achieve this, Mark Fairwhale selected

Centric Fashion PLM in March 2021 and completed implementation just three months later.

Mr. Ma Jun, Project Manager at Mark Fairwhale, says, “Implementing Centric PLM has enabled the digitalization of business units of planning, design, and supply chain, and the dots have been connected to transform the entire business. In the future, channel, sales, inventory, and external data will be introduced to support the network-level and ecology-level digitalization of Mark Fairwhale.”

With the PLM project, Mark Fairwhale has reorganized business processes, enhanced employees’ digital mindset, standardized cross-departmental collaboration, and improved the ability of teams to anticipate demand and respond quickly to decisions.

“Digitalization throughout the value chain is a massive project,” explains Mr. Yang Kuntian, CEO of Mark Fairwhale. “We have now taken the first step of digitizing the links from product planning to supply chain, but we still have a long way to go. The future is promising. With the in-depth application of PLM and the implementation of more digital strategies, I believe Mark Fairwhale will unleash its unlimited potential at all levels; business, data and management.”

“We are delighted to announce that Mark Fairwhale has successfully implemented Centric PLM, and is experiencing the positive impact of digital transformation,” says Chris Groves, President and CEO of Centric Software. “Mark Fairwhale has made their end-to-end digitalization strategy a reality, and we look forward to working with them in the future to gain maximum efficiencies from everything Centric PLM has to offer.”

Petroperú Selects Honeywell Forge Solution to Support Employee Training

31 March 2022

Honeywell announced that Petróleos del Perú S.A. (Petroperú) has implemented Honeywell Forge Workforce Competency solutions to train its workforce for safer and more efficient operations.

Petroperú is investing in digital transformation as a key part of the refinery modernization megaproject at its 100+ year old Talara Refinery. The company has implemented Honeywell Forge Workforce Competency to provide realistic training simulations, on-demand desktop training and customized competency learning.

"We are investing heavily in our Talara modernization project to ensure that Petroperú has industry-leading production capacity, quality and advanced technology to deliver world-class products to our customers and support the economic growth of Peru," said Arturo Rodriguez Paredes, corporate manager, Talara Refinery. "It's critical that our Talara workforce is well trained on our new control platforms, so we trust Honeywell Forge Workforce Competency to ensure that our workers have the best training to learn critical systems and tackle any knowledge gaps."

Honeywell worked with Petroperú to develop dynamic training simulators so that staff could learn how to control four new units at the Talara Refinery. A new training and certification program for operators and supervisors using Honeywell Forge Workforce Competency, called the Console Operators Competencies Management Program, now delivers robust competency development. The program utilizes Honeywell Forge Tutor and Honeywell's industry-leading simulator solution, Honeywell Forge Process Training Simulator, to teach Petroperú's operational staff, in a simulated environment, about the complex responsibilities needed as a control panel operator.

"Petroperú is embracing digital transformation to meet the challenge of training new employees with the needed skills in the commissioning, start-up and stabilization of new facilities," said Murali Mandi, vice president and general manager of Connected Industrial for Honeywell. "Honeywell Forge Workforce Competency has enabled advanced training with Honeywell Experion Process Knowledge System (EPKS). The realistic environment has also reduced training time, helped workers develop critical

competencies to support safe operations, increase production and improve quality at the refinery."

Honeywell Forge Workforce Competency can provide customized training in a virtual environment for organizations in most industrial settings that need training programs as well as support additional capability such as process design, engineering, and optimization. Training could include common activities such as normal unit operations and process disturbances to abnormal situations and critical-event scenarios. Using a robust solution and strategy of learning by doing enables both a competent and confident workforce.

PUTZMEISTER USES PROSTEP SERVICES TO MIGRATE DATA

31 March 2022

The Putzmeister group of companies has consolidated the CAD and PLM landscape of its French subsidiary PLM2 and integrated it into the group-wide environment support from PROSTEP. The PLM experts at PROSTEP converted the French subsidiary's Pro/ENGINEER Wildfire data, including the design history, into the NX format and migrated it to the PLM system Teamcenter, which is used throughout the group. This enables Putzmeister to eliminate the additional cost of maintaining two system environments and makes it easier to reuse components.

Putzmeister is one of the world's leading manufacturers of concrete pumps, shotcrete machines, batching plants, truck mixers, mortar machines, conveyor belts and industrial pumps. The group, which has been part of Chinese construction machinery manufacturer Sany since 2012, has also grown in recent years by acquiring smaller competitors such as the company PLM2 in France. Putzmeister decided to replace the CAD and PLM systems used by its French subsidiary and migrate its data to the group-wide environment with the aim of making it easier for the subsidiary in France to collaborate with other subsidiaries in the group.

Putzmeister used the services provided by the PLM experts in PROSTEP's OpenDESC team to convert and migrate the CAD data. They were the only ones with the appropriate tools and the know-how needed to implement the project in the tight timeframe of three months, as Helmut Kockelke, project manager at Putzmeister, points out: "Without PROSTEP, we wouldn't have been able to complete the migration project on time and on budget and ensure that the migrated data had a high level of quality. “

In addition to the correct mapping of the drawing views, one of the challenges posed by the migration project was the conversion of features. In the new environment, the users wanted to link intelligent CAD models and assemblies using knowledge about relations and have associative drawings so that they could be reused optimally. To convert the features, PROSTEP integrated the CADfeature software from its technology partner ELYSIUM in the conversion pipeline. The PLM experts also developed a postprocessor for Putzmeister that adapted the assembly structures to the group-wide standard following conversion and distributed the elements of the components over the defined layers in NX.

After a successful test run, PROSTEP converted a total of approximately 7,000 CAD models and drawings with a very high success rate. All the files were transferred with the exception of three or four models. Standard routines for PLM migration and integration provided by PROSTEP's proven OpenPDM platform also made it possible to quickly and easily import all the converted data into Teamcenter.

Thanks to its time-tested tools and high level of expertise, PROSTEP was able to adhere to the tight schedule and complete the project on time. This allowed Putzmeister to take the existing CAD and PLM systems in France out of service. This not only allows the company to save costs for licenses and system administration but also standardizes the product development methods toolbox. This makes it easier to exchange existing components and facilitates collaboration throughout the group.

Samsung Foundry Adopts Leading Voltage-Timing Signoff Solution from Synopsys and Ansys for Advanced-Node, Energy-Efficient Chips

31 March 2022

Synopsys, Inc. announced that an advanced voltage-timing signoff solution developed in collaboration with Ansys has been adopted by Samsung Foundry to accelerate the development of its energy efficient designs with optimal power, performance and area (PPA). The offering is built on golden-signoff products, including the Synopsys PrimeTime® static timing analysis, Synopsys PrimeShield™ design robustness, Synopsys Tweaker™ ECO and Ansys® RedHawk-SC™ digital power integrity signoff solutions, and delivers the industry's highest accuracy and throughput, savings weeks of time.

Samsung Foundry has reported high silicon correlation using the integrated solution. "Dynamic voltage-drop and power integrity are significant challenges for energy efficient design," said Sangyun Kim, vice president of Design Technology at Samsung Foundry. "The new Synopsys-Ansys voltage-timing solution shows good correlation with silicon and is especially effective in accurately estimating DVD impact on bus-pipeline paths. Samsung Foundry plans to deploy the solution on production designs at advanced nodes to prevent failures in silicon and maximize design energy efficiency."

At advanced nodes, DVD and power integrity become even more challenging, with the potential for increased variability and greater difficulties in achieving accurate delay calculations. However, inaccurate timing assessment of DVD violations can result in missed DVD-related timing silicon failures. Some design teams utilize pessimistic guard-bands and margins as a work-around, but this approach can lead to over-design, sub-optimal energy efficiency and PPA, as well as protracted design closure iterations. The new solution catches real design and silicon bugs that traditional, disjointed flows can miss, preventing over-fixing by minimizing DVD and timing pessimism.

"Building on our long-standing collaboration to enhance design implementation, we're pleased to extend our efforts to the signoff realm," said John Lee, vice president and general manager of the Electronics and Semiconductor Business Unit at Ansys. "With our RedHawk-SC technology along with PrimeTime static timing analysis solution, Ansys and Synopsys are the only two companies that can address signoff fidelity, silicon correlation and throughput at advanced nodes, accelerating time-to-market and quality-of-results."

The PrimeTime and PrimeShield solutions identify DVD-sensitive critical paths, sharing this data with RedHawk-SC, which generates critical path-aware directed scenarios and vectors to perform accurate DVD analysis. The RedHawk-SC solution also provides high-fidelity, instance-specific piecewise-linear VDD and VSS waveforms to the PrimeTime solution, which employs its advanced waveform propagation engine to compute highly accurate timing impact insights.

"Working closely with Ansys, we've solved one of the industry's toughest timing signoff-related challenges, enabling designers to reduce iterations and achieve their energy-efficiency and PPA targets weeks earlier," said Shankar Krishnamoorthy, general manager and corporate staff for the Silicon Realization Group at Synopsys. "Our PrimeTime solution has demonstrated 3% correlation to HSPICE, the most accurate in the industry, while the cloud-based architecture of RedHawk-SC delivers the speed

and capacity for full-chip analysis. From our earlier work integrating RedHawk Analysis Fusion with our IC Compiler™ II place and route solution and Fusion Compiler™ RTL-to-GDSII solutions, we're continuing to empower designers to meet their tough power integrity requirements and realize better PPA outcomes."

Sierra Space to revolutionize space exploration with Siemens' Xcelerator

30 March 2022

Siemens Digital Industries Software announced that Sierra Space, a leading commercial space company at the forefront of creating and building the future of space transportation and infrastructure for Low Earth orbit (LEO) commercialization, has implemented Siemens' Xcelerator portfolio of software and services as the foundation of its next-generation digital engineering program. The company is implementing Xcelerator to establish a fully digital environment from engineering to manufacturing through sustainment, which will help realize goals to develop the future of space transportation, commercial space destination and infrastructure, and create enabling technologies that will build a vibrant, growing and accessible commercial space economy.

"At Sierra Space, we are building a platform in space that will be the catalyst for the next breakthrough innovations to benefit life on Earth. Our revolutionary new space platform is being developed using a next generation digital engineering environment that we've created in collaboration with Siemens," Tom Vice, CEO, Sierra Space. "Siemens' solutions will significantly accelerate development of our unique space platform - the first to combine all aspects of space transportation, space destinations and space applications in a holistic ecosystem."

Siemens' tools have been foundational during the development of Dream Chaser, and Sierra Space is building on this long-standing collaboration with Siemens as the company fully embraces a digital enterprise. Sierra Space will use Siemens' Xcelerator in all phases of next-generation Dream Chaser development, including structural, thermal, mechanical, electrical, and software design, vehicle manufacture, requirements verification and complete lifecycle maintenance.

The spaceplane is uniquely capable of a smooth 1.5 low-g re-entry for crew and cargo transportation with the ability to land on compatible existing commercial runways worldwide. Representing the next generation of space transportation, NASA contracted Dream Chaser to perform cargo supply and return missions to the International Space Station (ISS), where it can deliver up to 12,000 pounds of cargo in a single trip. Sierra Space is expanding on this long-standing collaboration with Siemens as the company fully embraces the transformation to become a digital enterprise.

In addition to Dream Chaser, Sierra Space is also working to design, develop, build, operate, and support a customer-centric destination in Earth orbit. In partnership with Blue Origin, they have developed the Large Integrated Flexible Environment (LIFE) habitat, a key component in the Orbital Reef project. This modular, three-story commercial habitation and science platform and will provide opportunities for businesses including manufacturing, pharmaceuticals, and other sectors, to optimize zero gravity benefits. It can be deployed in low-Earth orbit, on the lunar surface, or lunar orbit and as a transport vehicle to Mars. Sierra Space will use Siemens' Xcelerator in all phases of LIFE Habitat development and other space destination missions.

"We are honored to collaborate with Sierra Space on its mission to democratize access to space. Our work with the team at Sierra Space is well established - we look forward to standing alongside the team as they mature the Dream Chaser product line and the LIFE Habitat with the world's most comprehensive digital twin technology at the core of their technology strategy," said Tony Hemmelgarn,

President and CEO, Siemens Digital Industries Software. "This is another in a long list of recent announcements demonstrating that the today's pioneers are adopting Siemens' Xcelerator as their platform of choice for true innovation."

Sierra Space will be presenting at the 37th Space Symposium, Colorado Springs, Colorado, April 4 to 7 2022.

Slingshot Sports Launches into Efficiency with Centric PLM™

30 March 2022

Slingshot Sports, the sport board company, has selected Centric Software®'s Product Lifecycle Management (PLM) solution, Centric PLM. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Founded in 1999 by brothers Jeff and Tony Logosz, Slingshot Sports is an innovative company that began with kite boards and expanded to wake, windsurf, stand up paddleboard, wing surfing and foils on the various boards. Slingshot's parent company, 7 Nation, brought in Ride Engine, maker of the revolutionary hard-shell, customizable form-fitting kite boarding harness. Ride Engine also has a line of watersports equipment, wetsuits, bags and accessories. The products from both companies are sold in numerous countries around the globe.

Greg Kish, Product Line Manager at Slingshot Sports describes the company's expansion into different categories. "We started with kite boarding, followed by wakeboarding, wake surfing and paddle boarding. And then a few years ago, the foil boarding trend started to really hit. That kind of shifted the business; everybody wanted hydrofoils so Slingshot embraced that with a product called the hover glide, a modular foil platform that crosses all the sports."

With the expansion of categories came the need for better project management. Kish says, "As the sports, the brands and the SKU list grew, it has become extremely difficult to manage all that information off of line cards, Excel documents, and then trying to get that into our ERP system. And manage our supply chain, suppliers, accounting and all that communication as well." Add to that the complicating factor that boards from each discipline are measured differently. Kish notes, "Wakeboards are measured in centimeters. Wind surfboards and wing surfing boards are measured in liters. Surfboards are measured in feet and inches, and all those differences must be captured and tied to the various categories."

Slingshot looked at different vendors, narrowing the field down to three candidates. After several demos where the team evaluated features and talked to references about all the potential providers, they selected Centric PLM. Centric's experience with hardgoods, the large number of references in sporting goods plus the rest of the ratings tipped the scale in Centric's favor.

Of the Centric team Kish says, "They did a great job. Our sales rep answered a lot of questions and our implementation team has been awesome—very patient with us."

Slingshot is looking forward to getting all the remote design and development information in one place, a single source of truth for product development. Says Kish, "Centric PLM provides visibility into the end-to-end process and houses data and designs so none of it is lost if someone leaves the company. Having that library of information, being able to access it and have transparency in our development process, is huge. Our hope is that we're going to be able to develop products more efficiently and at a better cost structure in the future."

Chris Groves, President and CEO of Centric Software says, "We are pleased to have such an innovative company place their trust in Centric PLM. With the complexity of Slingshot and Ride Engine's product offerings, we are excited to be working with them to meet their needs and drive efficiency into their workflows."

Product News

Autodesk Construction Cloud Introduces New Data Sharing Capabilities to Transform Construction Collaboration

29 March 2022

Autodesk, Inc. launched Bridge, a new collaboration capability that empowers construction teams to share only relevant data with project stakeholders, regardless of whether they are on the same team or building project within Autodesk Construction Cloud. Bridge gives teams control over their respective project data sets by enabling them to share select sheets, folders and files with collaborators without having to share all project information. The new collaboration capabilities delivered by Bridge lessen the need for manual data transfer and management and provide confidence that everyone is working from the same information, minimizing rework and saving teams time and money that directly impacts their bottom lines.

"Communicating relevant information with each stakeholder in a timely manner can be a manual and time-consuming process that often leads to data loss and miscommunication, putting us at risk of rework, increased costs and extended timelines," said Luis Angel Garcia, BIM specialist, SSOE Group. "On the other hand, sharing entire projects with team members can compromise privacy and requires tedious permission setting. Autodesk Construction Cloud's Bridge gives us the flexibility to automatically share relevant information with stakeholders, while still maintaining control over our project data. Bridge radically simplifies our collaboration across teams and projects so we can deliver work on time and within budget."

"Every construction project is different and our customers need flexibility to collaborate according to the needs of each project," said Sameer Merchant, vice president of product development, Autodesk Construction Solutions. "Additionally, different stakeholders need to maintain agency of the data pertinent to their work on a project. Bridge introduces a transformational new collaboration capability that gives teams the autonomy and flexibility to manage their own data. Project stakeholders can maintain their own project instances and save on the time, cost and confusion that often results from having to manage external collaborator permissions and manual 'send and receive' workflows."

Bridge connects project data for internal and external teams

Bridge empowers project members with the flexibility they need to share relevant information with different teams and projects using Autodesk Construction Cloud, facilitating smoother collaboration to complete projects on time and within budget.

- **General Contractors** have a simple solution to coordinate work between their trades and provide visibility to owners, while ensuring owned project information is documented and saved in a centralized location. Whether they are working on a large project and want to split each component into its own sub-project or want to break out projects for trades to meet privacy mandates set by owners, general contractors can now use Bridge to share data with different teams and projects from one main, easy-to-manage instance.
- **Specialty trades** can share necessary information such as project install progress with general

contractors while maintaining their respective data within their own project instances. If they have multiple ongoing projects, trade teams can also aggregate their data into one main, easy-to-manage internal location for an aggregate view that strengthens analytics and future decision making.

- **Owners** have clear visibility into project performance and construction documentation when they link data using Bridge. Information is not lost in manual "send and receive" workflows and the data needed to make timely project decisions becomes easier to find.
- **Designers** can communicate the latest design documents with owners and contractors and keep a pulse on how design intent is being upheld during construction. Bridge enables designers to protect intellectual property and share only necessary sheets and files while also reducing time spent on manual "send and receive" workflows.

Bridge is now available at no additional cost to customers using Autodesk Construction Cloud's web applications.

Automation Takes Center Stage in Tecsys' New Omni™ WMS for Digital Commerce

28 March 2022

Tecsys Inc., an industry-leading supply chain management software company, is pleased to introduce to its North American market Omni™ WMS, an agile SaaS-native warehouse management system designed to serve the evolving omnichannel market that straddles the complexities between hybrid e-commerce and traditional fulfillment modalities. From kickoff to go live, Omni™ WMS is configured for rapid implementation, speeding up the time to business value with enterprise-class WMS capabilities. Well-established as a sophisticated and bi-directionally scalable WMS solution in the automation-driven warehouses of Europe, Omni™ WMS is a proven catalyst for digital commerce execution, technology-mediated processes, and centralized visibility across multiple warehouses. Optimized for the midmarket, Omni™ WMS adds to Tecsys' SaaS WMS portfolio which also includes the visionary Elite™ WMS solution for complex distribution and specialty markets.

Omni™ WMS enables midmarket organizations to fast-track fulfillment execution to meet customer commitments, while laying the foundation for sustained warehouse productivity in the face of labor and economic volatility. The system is designed to automate processes, improve order accuracy, reduce operating costs and attain high levels of service. Critically in today's warehouse environment, Omni™ WMS is architected to integrate with a wide array of warehouse automation technologies. There is equally a focus on intuitive user experiences to create optimal working conditions and higher efficiencies on the warehouse floor.

"The expectations of the digital consumer are fundamentally changing how supply chains need to operate, and this is in turn changing the technologies that warehouses need to have to keep pace," explains Guy Courtin, vice president of Industry and Advanced Technology at Tecsys. "The dynamics of omnichannel and digital commerce, and the fulfillment flexibility needed to blaze through higher volumes of smaller orders, is a phenomenon already quite prevalent in much of Europe, so by optimizing our Omni™ WMS for the North American market, we're introducing a mature warehouse management system that has proven it can handle every wrinkle of complexity headed our way."

Many warehouses were architected for the more traditional flow of goods where containers or pallets would be received, stored, broken down and shipped at the caseload to its next destination. This conventional and linear movement of goods provided a predictable baseline from which to drive efficiency. As various forms of supply chain disintermediation – whether direct-to-consumer, drop

shipping, home delivery or other – introduce complexity at every node of the distribution cycle, the systems that underpin them are showing their limitations.

With the North American introduction of Omni™ WMS, Tecsys seeks to enable midmarket organizations to streamline today's more complex warehouse operations while prioritizing the specific characteristics of world-class warehouse management practices.

Quick and Easy Time to Value

Tecsys' Omni™ WMS delivers one of the industry's fastest customer implementation and onboarding experiences to meet the distribution challenges of small to large organizations. Configured for right-sized modular functionality, it allows distribution organizations to deploy only the features needed while providing a platform that can support operations as they become more sophisticated. The SaaS-native modular design, paired with Tecsys' proven implementation methodology, means that customers can derive a high degree of system value in under 30 days of work. This low risk and rapid deployment requires no special handheld terminals and no time-consuming hardware configuration. All you need is Wi-Fi.

"We went live in September and the implementation process was the best I have experienced in my 20 years in the industry. There was pressure to meet deadlines, but we made it. Tecsys and the rest of our supplier partners were flexible and contributed in the best possible way." – **Morten Høilund, CEO, Prime Cargo Kolding**

Automation-Ready Architecture

Omni™ WMS presents new opportunities to streamline your operations and improve safety by integrating to automated systems and robots to stay ahead of the competition. Already active across one of Europe's largest AutoStore automated storage and retrieval system (AS/RS) 3PL deployments, Omni™ WMS communicates to a network of 45 robots on an intelligent grid rail system where each item is, and in which order the boxes must be collected and delivered so that the process runs smoothly and efficiently.

"We can have three times as many products in the same place and employees spend a third of the time they used to spend on each shipment. With the increased capacity, we are well-equipped to serve our customers' growth and bring in new customers." – **Morten Høilund, CEO, Prime Cargo Kolding**

Designed for an Omnichannel Market

Omni™ WMS accommodates the proliferating complexity that comes with omnichannel distribution, micro-fulfillment, large networks of distributed warehouses, dark stores, and other folds in the traditional distribution environment. From the orchestration of multiple and shared warehouses, buildings and zones to inventory quarantining and virtualization, returns and relevant traceability, Omni™ WMS is able to support the operational flexibility needed to meet a maturing digital commerce landscape.

"It has been easy and intuitive, and during September 2018 alone we installed nine stores. We have managed the task ourselves with minimal need for support from Tecsys." – **Kristian Friis-Hansen, IT Manager, Illums Bolighus**

Fast, Efficient and Accurate Fulfillment

Omni™ WMS offers highly intuitive task management to enable you to automate inventory management and optimize warehouse workflows. The system leverages batch picking, pallet picking, single and multi-pick algorithms to make picking both faster and smarter. Streamlined and accurate order picking reduces variable labor costs and builds customer satisfaction.

"We implemented the WMS just before Christmas shopping would start, and I remember a day when we had received a lot of orders. Normally it would have taken our warehouse workers a whole day to process that many orders, but after two hours it was all picked and packed. At that moment, I knew the system would pay off quickly." – **Lars S. Sorensen, CEO, Eventyrsport**

"In a normal warehouse, the WMS system will be sure the item is available on the shelf, but in a store, a customer may have taken the item and be on their way to the checkout. The system must respect this, as the physical customers have priority. That's why Tecsys has built-in features to help the picker find an alternative location to pick the item from." – **Anton Danielsen, E-commerce Manager, Illums Bolighus**

Enterprise-Caliber Business Intelligence

Omni™ WMS features quick and accurate business performance data through executive dashboards, provides instant visibility of stocking levels, and enables shorter turnaround on orders. These tools lead to improved customer satisfaction and increased productivity.

"[Omni™ WMS] has increased the data quality of the warehouse, so we are now very close to zero errors, both in terms of deliveries to customers, but also the warehouse audit, without a traditional stock count being made at the end of the year." – **Sicco Roorda, Head of Supply Chain, Sika Footwear**

Omni™ WMS manages the complexity that plagues midmarket warehouses. As the general population is further influenced by the digital fraying of distribution channels, supply chain organizations face the undeniable reality that traditional models and the legacy software that powers them, are inadequate. Omni™ WMS is Tecsys' answer to this challenge; an agile, quick-to-deploy, digital commerce and automation-ready WMS with world-class capabilities in an out-of-the-box package.

"The WMS industry has not kept up with market needs," continues Courtin. "The solutions are rigid, they are either not robust enough or too complicated, and they do not scale to accommodate a business' needs for today and challenges of tomorrow. Omni™ WMS meets these challenges head on while rewriting the enterprise software playbook. This is an enterprise-grade system that assumes enterprise-level complexity with the dexterity you expect of a cloud-native solution."

Canvas GFX Launches new consumer and single-user graphics and sharing solution, Envision .evONE

30 March 2022

Canvas GFX, Inc, the leading provider of graphics software and visual collaboration solutions, announced the launch of Envision .evONE, a consumer and single-user version of its interactive content and collaboration platform, Canvas Envision.

Envision .evONE enables users to quickly and easily create a range of visual assets, including interactive content, and share it to the web for consumption and review.

The new offering blends 2D drawing and image editing, 3D visualization, text handling, flow-charts, and a host of smart tools with instant online sharing in a single, intuitive desktop app. Able to import and handle file formats from PDF to 3D CAD, Envision .evONE is perfect for creating everything from marketing flyers, to presentations, and even interactive instructions and technical material. It offers an unbeatable combination of versatility, functionality and affordability.

The .evONE instant share function allows users to publish their content to the web through the Envision Cloud and invite peers, co-workers and others to view and review. And it makes any 3D elements contained in the content interactive in the viewer's browser.

The launch of Envision .evONE comes as increasing numbers of people are embracing freelance or portfolio careers and digital nomad working habits, and working with distributed teams.

"We are delighted to be launching Envision .evONE today," said Patricia Hume, CEO at Canvas GFX. "We've witnessed an increase in independent and freelance workers across multiple sectors and we wanted to create the most comprehensive and easy to use graphics and visual communication solution available - at a price point that serves this market. Envision .evONE gives any user, regardless of prior experience, the ability to create professional visual assets and share them instantly with their intended audience."

Release Announcement of 3DxSUITE EX9.0.14

29 March 2022

Elysium has released 3DxSUITE EX9.0.14.

Key Enhancement

Changed support of CAD versions

Product	Versions added in EX9.0.14	Supported Versions
CATIA V5 (Plug-in) Importer / Exporter	R32(V5-6R2022)	R19 – R32(V5-6R2022)
3DEXPERIENCE (Plug-in) Importer / Exporter	R2022x	R2017x – R2022x
NX (Plug-in) Importer / Exporter	NX 2007 Series	NX9 – NX 2007 Series
SOLIDWORKS (Plug-in) Importer / Exporter	2022	2015 – 2022

Updated Daimler CATIA V5 to/from JT Package

- Enhanced to translate mass property of JT body nodes in Creo Parametric to PLM XML/JT translation

Rockwell Automation Provides Lowered-Cost HMI Software with New Features

31 March 2022

FactoryTalk® View Site Edition (SE) HMI V13 software delivers new features along with simplified licensing and a lower-cost pricing model

V13 introduces more options for what data is displayed and how it is presented to operators. Collected data can now be displayed in a tabular format with data grid, and plot two sets of production data against one another in a new XY plot.

This release also improves system extensibility through .NET object support, server-side scripting, and client-specific tags that allow functionality specific to each client/user session in a distributed system.

New tools for application maintenance add value by providing better interaction with devices and servers in a system. The new system status portal provides a web-based overview of all FactoryTalk® application servers and their status. This release provides deeper interaction with Logix controllers with a new capability to drive HMI animation for automatic diagnostics, and new mobile access to automatic

diagnostics messages through FactoryTalk® ViewPoint web clients.

The latest version also makes it easier to select and purchase a FactoryTalk View SE system. Customers will experience unlimited display counts, distributed bundles that include the server and options for 5, 10 or 25 clients, and an integrated HMI web solution with unlimited FactoryTalk ViewPoint clients now included with every FactoryTalk View SE system. A station-life option remains available for small applications with a smaller display count requirement.

SAP Signavio Leverages Experience Data to Expand the Value of Business Process Transformation

28 March 2022

SAP SE announced availability of experience-driven journey to process analytics.

The new offering correlates experience data from user surveys (whether customer, supplier or employee) with underlying IT systems, giving companies the ability to understand how best to optimize their end-to-end business processes for both operational excellence and customer experience. The company also announced that SAP Signavio will be a brand of SAP, reflecting SAP's commitment to this market segment.

With business pressures intensifying as markets become more volatile and consumers become more unpredictable, managing change will be one of the toughest and most important problems businesses face today. While business process management (BPM) solutions provide a starting point for managing change and understanding interconnectivity among operational systems, they often can't paint the full picture. By connecting experience data with operations data, our customers can now uncover the impact of process changes on end users and have the tools they need to optimize outcomes.

The journey to process analytics capabilities within SAP Signavio software recently completed beta testing with over 25 companies globally, with immediate availability to customers through the SAP Signavio Process Transformation Suite. SAP Signavio customers can join the early adopter program to get their experience data in SAP Signavio solutions for the full journey to process analytics functionality.

"Without customers, you cannot gather and understand the value of analyzing and improving processes," said Rashmeer Pahlad, business analyst, NTT Ltd. "The outcome of improving processes is to streamline and improve the way we as a business work and, as a result, improve the way operations deliver quality and value to a customer."

"Connecting internal process flows with customer sentiment can help us understand how customers perceive our operating model and optimize our internal processes accordingly," said Alexander Roettcher, director, Industries and Markets, Endress+Hauser Group Services.

Based on the success of the recently launched SAP Signavio Journey Modeler solution, SAP is expecting significant uptake and will be working closely with its go-to-market partners to meet anticipated demand.

Demand for Business Process Transformation Drives New Growth for SAP Signavio Solutions

Following the acquisition of Signavio by SAP in March 2021, the combination of SAP and Signavio solutions created the most comprehensive business process transformation portfolio on the market. The past year demonstrated that sophisticated, simple process management solutions provide customers a more rapid and robust ROI on their transformation initiatives, leading to strong triple-digit growth for SAP Signavio solutions. This market uptake has allowed for more than doubling development resources

and faster delivery of innovative new technology, including the new journey to process analytics capabilities.

“Consistent feedback from customers validates our beliefs when we joined with SAP just over a year ago,” said Gero Decker, a co-founder of Signavio and now co-general manager, SAP Signavio, SAP. “Our business process transformation portfolio is giving organizations a new, data-driven way of identifying touch points where they can remove friction and create delight for employees, suppliers and customers.”

“With the availability of journey to process analytics, we are taking the first step in demonstrating the profound effect of bringing Signavio into SAP,” said Rouven Morato, co-general manager, SAP Signavio, SAP. “Bringing experience data into the equation gives our customers previously missing insights into how internal operations impact end users. The new SAP Signavio brand represents our belief that business process transformation is foundational to creating the agility, resilience and responsiveness required in today’s world.”

SAP Signavio is a key component of the RISE with SAP solution, the SAP offering designed to help every enterprise develop new business models to avoid being disrupted, gain efficiencies to fund innovation and transform mission-critical systems without business risk.

Synopsys Launches Industry's First Broad-Scale Cloud SaaS Solution to Transform Chip Development Landscape

30 March 2022

To drive significantly greater productivity and efficiency for increasingly complex chip designs, Synopsys, Inc. announced a new cloud-optimized electronic design automation (EDA) deployment model that delivers unparalleled levels of chip and system design flexibility via a single-source, pay-as-you-go approach. Synopsys Cloud provides access to the company's cloud-optimized design and verification products, with pre-optimized infrastructure on Microsoft Azure to address higher levels of interdependencies in chip development.

"Semiconductor companies are increasingly challenged to quickly deliver both complex functionality and energy efficiency to meet growing requirements for more compute," said Mark Papermaster, executive vice president and CTO, AMD. "AMD is delivering high-performance processors across a wide range of workloads. Innovative approaches like Synopsys Cloud built on the Microsoft Azure HBv3 cloud platform – now powered by the latest 3rd Gen AMD EPYC™ Processors with 3D V-Cache™ technology – can provide access to optimized compute and EDA tools in the cloud, further adding to our innovative chip design capabilities."

Flexibility to Address Dynamic Chip Design and Verification Workloads

Chip development in the cloud represents a way forward for an industry grappling with exploding computational demands along with continued time-to-market pressure. From innovative design houses to large systems companies to small startups, more chipmakers are migrating workloads to the cloud to take full advantage of the faster time-to-results, enhanced quality-of-results and better cost-of-results that cloud-based design and verification technologies provide. It has, however, become more challenging to forecast compute needs, leading engineers to underestimate the compute and EDA resources they need while experiencing growing systemic complexity.

Collaboration with Microsoft Azure to Enhance Chip Development with SaaS Approach

In recent years, chip development teams began leveraging a "bring your own cloud" (BYOC) approach

offered by Synopsys and other EDA vendors, where chip development teams are required to source compute infrastructure from public cloud service providers and are frequently constrained by pre-defined design and verification capacity. Synopsys is working closely with its preferred cloud partner, Microsoft, to transform the landscape through a software-as-a-service (SaaS) chip development solution on the Microsoft Azure cloud computing platform. With the SaaS approach, customers can directly access and pay as they go for cloud compute resources and for any Synopsys cloud-enabled design and verification product.

Customers who already have cloud resources through a BYOC model can also take advantage of Synopsys Cloud and its pay-per-use cloud-enabled EDA tools. The collaboration with Microsoft Azure will enable design teams to benefit from flexibility and faster time-to-market, addressing today's systemic complexities in chip design and verification.

Streamlining the Foundry Collateral Process

Synopsys is working together with major foundries to streamline access to required manufacturing collateral for use with its cloud-optimized products. The roadmap for the collaboration aims to provide customers with a flexible, cloud-optimized approach for accessing and managing foundry collateral.

"Our new Synopsys Cloud offering promises to be transformative, providing designers the ability to scale up or down in response to their dynamic chip design and verification needs," said Sassine Ghazi, president and chief operating officer at Synopsys. "As more design flows incorporate AI, requiring even more resources, the virtually unlimited compute and EDA access we're providing will lay the foundation for new levels of semiconductor innovation while delivering a flexible, secure chip development environment for future demands."

Rani Borkar, Corporate Vice President, Azure Hardware Systems & Infrastructure at Microsoft added, "Addressing systemic complexity along with interdependent design flows in chip design requires more compute and EDA resources than ever before. Microsoft Azure continues to scale its high-performance computing infrastructure with the availability, affordability and capacity to handle advanced chip design and verification workloads. The Synopsys Cloud software-as-a-service solution has been purpose-built on Microsoft Azure for EDA workloads, delivering a flexible design and verification environment to foster the productivity that design teams need."

Tecsys Takes Store Fulfillment to the Next Level with Omnichannel Store-as-Warehouse Functionality

28 March 2022

Tecsys Inc., an industry-leading supply chain management and omnichannel commerce software company, is pleased to announce a major advancement in its Omni™ solution suite's capacity to enable micro-fulfillment functionality with its new store-as-warehouse application. Tecsys' Omni™ solution seamlessly ties back store to front store operations, enabling retailers to leverage multiple physical locations and inventory nodes to process and fulfill orders to meet rising consumer expectations.

With digitally empowered consumers as the catalyst driving retailers to revamp their fulfillment strategies, omnichannel retailers can no longer operate at scale with siloed fulfillment operations. Today, stores are being leveraged for order picking, packing and fulfillment to meet consumers' ever-growing demands. This places added responsibilities on store personnel, thereby requiring more robust logistics software that Tecsys' Omni™ solution provides.

"We are serving a shifting marketplace where digital consumers shop for products differently than they did before," says Bill King, chief revenue officer at Tecsys. "But as in-person and digital shoppers

consume the same resources, it is increasingly important to leverage the people, processes, technology and infrastructure to one's advantage. Tecsys' solution is geared toward those retailers and brands that understand that to serve their customers best, they must be process-oriented, nimble, connected, and equipped with the right information at the right time."

At the heart of Tecsys' solution is the enablement of the in-store micro-fulfillment process, sometimes referred to as store-as-warehouse. Store associates act as "pickers" and are directed to all accessible inventory, whether in the back room or the showroom. The store, similar to a warehouse, has its inventory positions mapped and presented to the pickers through myriad tools such as handheld terminals and scanners. Retail operations can also opt for RFID technology or automation solutions such as AS/RS, integrated to the Tecsys Omni™ solution, to enhance the efficiency and accuracy of the order workflows.

"Retailers need to take advantage of all the fulfillment nodes they have at their disposal to meet changing consumer expectations," explains Guy Courtin, vice president of Industry and Advanced Technology. "Wherever, whenever and however those consumer expectations change, retailers with the right tools to adapt quickly will gain brand loyalty and market share."

Seamless Shared Stores

The omnichannel shopping experience involves customers interacting with a brand across online and offline channels with an expectation of a seamless experience. As stores are used to catering to a mix of order processing and in-store consumer activity, store operations must consider how to preserve positive shopping experiences for the customer. Tecsys' intuitive software considers these 'shared' spaces, orchestrating in-person customers with fulfillment operations efficiently and at scale.

Optimized Pick Sequencing and Segmentation

Orders with several line items may have inventory across multiple locations. Tecsys' streamlined order picking can split orders into optimized picking tasks and sequences organized by store section for speed and efficiency. With optimized picking of several orders at the same time, efficiency gains of up to 30% can be achieved, ensuring fast order turnaround and quick commerce expectations.

Increased Inventory Accuracy

The exacting demands of today's consumer provide little room for inaccuracies. Tecsys eliminates common inventory margins of error with its intuitive receiving functionality that maintains visibility of all stock in stores, and automatically updates inventory levels. Integrated to a retailer's point of sale (POS) system, Tecsys' system allows for up-to-date store inventory adjusted in real time as goods are sold, regardless of which channel captures the sale.

"Most retail order management systems weren't set up with micro-fulfillment volumes or complexity in mind. Most warehouse management systems weren't set up with co-mingling store associates and in-store shoppers in mind," adds King. "Tecsys is giving retailers the ability to cater to a diverse network of customers, both digital and in-person, by leveraging their store locations as fully operational micro-fulfillment centers. The complexity associated with handling e-commerce orders requires a system of differentiation, fine-tuned for the nuances of the omnichannel world in which we live. As digital commerce continues to mature, Tecsys is helping retailers get ahead of the curve to be able to delight customers efficiently and consistently."

Velo3D Announces Flow 3.0 to Support Print Preparation for Larger Parts

29 March 2022

Velo3D, Inc., a leading metal additive manufacturing technology company for mission-critical parts, announced the release of its Flow 3.0 print preparation software. The new version supports larger models of parts that are able to be manufactured on the company's Sapphire XC (Extra Capacity) printer, which can produce parts that are up to 400% larger than the Sapphire printer. Flow 3.0 also supports the scheduling of additional lasers to maximize the efficiency of the Sapphire XC's eight 1,000 W lasers and increase productivity by up to 5x compared to Velo3D's Sapphire printer.

"By providing an end-to-end solution we are able to let engineers focus on building the mission critical parts they need," said Daniel Russel, Velo3D Director of Engineering. "The 3.0 release brings support for the sorts of large models that can be printed on Sapphire XC, warnings and guidance to customers during build preparation, along with tools for managing build preparation on clusters, Amazon Web Services, and many other improvements. The initial feedback we've heard from our customers has been very positive."

Velo3D's Flow 3.0 print preparation software is unique in the additive manufacturing industry. It enables engineers to simply upload a traditional CAD file of a part they want to print, rather than having to spend additional resources designing the part for additive manufacturing (DfAM). By eliminating the need for DfAM, Velo3D enables its customers to freely design the mission-critical parts they want and then print them with precision.

low 3.0 accomplishes this by utilizing a generalized set of recipes to precisely prescribe and simulate the layer-by-layer build for the desired part. The software's composer detects geometric features and applies the corresponding process to achieve that desired outcome. Unlike other software offerings, Flow 3.0 uses information from previous layers to inform the print strategy for subsequent layers, resulting in better parts and greater design freedom.

"When we are building new features into Flow we aim to simplify the experience for engineers who want to create parts using our additive manufacturing technology," said Victorien Menier, Velo3D Senior Software Engineer. "Our team is extremely proud of all that Flow 3.0 has achieved throughout the beta period. The revised scheduling rules make it so Sapphire XC can reach 98% efficiency with its eight lasers, which is a big contributor to its ability to achieve a 5X improvement in performance."

With Flow 3.0, the print preparation software can reliably generate and leverage meshes of models containing up to hundreds of millions of triangles. The capability is made possible by offloading the computation of larger files to Amazon Web Services. The customer sends a CAD file and receives back a compacted file that can be used on any printer to build the part.

The software also includes revised scheduling rules to achieve 98% efficiency of the Sapphire XC's eight lasers, contributing to the printer's 5x productivity improvement.