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## CIMdata News

### *PLM Road Map EMEA & PDT Europe 2023 – Highlights from Paris*

27 November 2023

PLM Road Map EMEA & PDT Europe recently took place in Paris to a sold-out crowd of #PLM Professionals. Here is a glimpse at what happened. Don't miss the next one, and plan now to join us in 2024! (May in Washington DC and October in Gothenburg, Sweden)

Watch the video on YouTube: <https://www.youtube.com/watch?v=Lc73G57kgIU>

Watch the video on LinkedIn:

<https://www.linkedin.com/feed/update/urn:li:activity:7134900082402873344/>

### *The week after PLM Roadmap / PDT Europe 2023*

26 November 2023

Jos Voskuil continued his blog series with the second part of his impressions from CIMdata's PLM Roadmap/PDT Europe conference. Jos says, "There is nothing wrong with conventional PLM, as there is still much to do within this scope. A model-based approach for MBSE (Model-Based Systems Engineering) and MBD (Model-Based Definition) and efficient supplier collaboration are not topics you solve by implementing a new system.

Ultimately, to have a business-sustainable PLM infrastructure, you need to structure your company internally and connect to the outside world with a focus on standards to avoid a vendor lock-in or a dead end."

Read the full blog post here: <https://virtualdutchman.com/2023/11/26/the-week-after-plm-roadmap-pdt/>

### *The weekend after CIMdata PLM Roadmap / PDT Europe 2023*

20 November 2023

Jos Voskuil attended the CIMdata PLM Roadmap / PDT Europe conference in Paris, France and has written a blog post detailing his experience there. Jos says, "Looking back to the conference, there were two noticeable streams.

- The stream where people **share their current PLM experiences**, traditionally the A&D action groups moderated by CIMdata, is part of this stream. This part I will cover in this post.
- There were **forward-looking presentations** related to standards, ontologies, and federated PLM—all with an AI flavor. This part I will cover in my next post(s)."

Read the full blog post here: <https://virtualdutchman.com/2023/11/20/the-weekend-after-cimdata-plm-roadmap-pdt-europe-2023/>

## Acquisitions

### *Accenture Acquires Ocelot Consulting to Expand Data Engineering and Cloud First Capabilities in North America*

28 November 2023

Accenture has acquired Ocelot Consulting, a cloud consultancy specializing in full-stack development, data engineering, data science, and strategy and execution for cloud modernization. The addition of Ocelot Consulting expands Accenture's Amazon Web Services (AWS) engineering skills in the Midwest to help clients in North America accelerate cloud transformation—including making cloud the data backbone of the enterprise and the engine for AI-driven business reinvention. Financial terms of the transaction were not disclosed.

"Ocelot Consulting increases our talent base of multi-skilled engineers to help clients build a strong digital core—powered by cloud, data and AI—and to achieve new performance frontiers," said Andy Tay, global lead of Accenture Cloud First. "Cloud is the place where most technology innovation is happening, and this acquisition is all about expanding our cloud engineering skills to help clients modernize their enterprise and accelerate business growth and innovation."

Ocelot Consulting's skilled engineers, with cloud certifications on multiple major cloud platforms, bring their experience in migrating enterprise applications and data for organizations in the utilities, financial services, agriculture and consumer goods industries to Accenture's Cloud First practice. Combining Ocelot Consulting's data engineering, data science and AI expertise with Accenture's approach for using modern data platforms on cloud bolsters Accenture's full-stack development capabilities, spanning design, user experience and system architecture to create valuable and sustainable solutions.

"For the past seven years, we have focused on sharing our transformational lessons learned in agility, cloud, security and development operations with other companies in the region," said Tyler Robert, co-founder and president of Ocelot Consulting. "By joining Accenture, we can continue to grow our presence together regionally and nationwide."

"The combined strength of Accenture and Ocelot Consulting will accelerate client growth in industries including utilities, banking, insurance, agriculture and consumer goods," said Taliya King, office managing director—St. Louis, Accenture. "We welcome the Ocelot Consulting team to Accenture's Midwest region where we will deliver highly specialized capabilities at scale and at speed."

Founded in 2016 and based in St. Louis, MO, Ocelot Consulting's team of approximately 100 technologists joins the Accenture AWS Business Group, that consists of more than 28,000 certified professionals holding over 35,000 AWS certifications, and is recognized by AWS with 27 competencies. Accenture AWS Business Group is part of Accenture Cloud First, Accenture's industry-leading business group focused on redefining how organizations operate and create value by using cloud, data and AI for total enterprise reinvention.

## *Accenture Completes Acquisition of Solnet to Expand Cloud First Capabilities in Aotearoa New Zealand*

27 November 2023

Accenture has completed its acquisition of Solnet, an IT services provider with deep technology consulting experience for New Zealand government and private organizations across multiple industries. This acquisition expands Accenture's local cloud and infrastructure engineering capabilities, helping clients take advantage of a full continuum of technology expertise to accelerate their digital transformation.

The acquisition of Solnet, previously announced on November 16, 2023, adds more than 100 cloud technologists to the Accenture Cloud First organization across New Zealand. Terms of the deal were not disclosed.

With headquarters in Wellington, New Zealand, Solnet offers a range of solution delivery capabilities, including cloud-native development and migration expertise, supporting organizations to scale rapidly and navigate change. Its advisory services focus on developing strategies and delivering the potential of new technologies. Solnet is also a local leader in intelligent automation, with solutions to help clients design, automate and optimize complex business processes.

## *Accenture Expands its Salesforce Capabilities with Acquisition of Incapsulate*

28 November 2023

Accenture has acquired Incapsulate, a leading digital transformation consulting firm that specializes in Salesforce solutions. Financial terms of the transaction were not disclosed.

Founded in 2008, Incapsulate designs and implements Salesforce solutions for organizations in the public sector and financial services industries. As a Salesforce Platinum Consulting partner, Incapsulate fortifies Accenture's Salesforce capabilities, which focus on helping clients use data and AI-driven insights to transform how they connect with customers and meet their ever-evolving needs.

Headquartered in Washington, D.C., Incapsulate also has offices in Boston and Toronto, as well as in Ahmedabad and Hyderabad, India. Its team of more than 275 Salesforce practitioners and software engineers, who hold over 1,100 certifications, are joining the Accenture Salesforce Business Group within Accenture Technology.

"Incapsulate's Salesforce capabilities, industry acumen and client-centric approach make them an ideal fit to complement our existing capabilities," said Emma McGuigan, senior managing director and Enterprise & Industries Technology lead at Accenture. "With Incapsulate onboard, we have strengthened our Salesforce services, particularly in the insurance and public sector industries, enhancing our ability to accelerate digital transformation and unlock business value for our clients."

"For 15 years, our clients have relied on us to deliver high-quality solutions that not only meet their technical requirements but, more importantly, their underlying business needs," said Ajay

Batish, CEO, Incapsulate. “By joining forces with Accenture, we can further scale both our industry and Salesforce expertise and experience to support an even broader spectrum of clients, while offering new growth opportunities for our people. We are excited for this launchpad for innovation, service enhancement and boundless opportunities, propelling both our clients and our exceptional staff into an exciting future.”

## *Accenture to Acquire Ammagamma to Help Italian Companies Advance Use of AI Technologies*

28 November 2023

Accenture has agreed to acquire Ammagamma, an Italy-based firm that helps companies advance their uses of AI and generative AI technologies. The transaction is part of Accenture’s investment of \$3 billion to accelerate clients’ transformation through the large-scale application of AI.

Ammagamma has a multidisciplinary team consisting of 90 experienced AI professionals, many specializing in generative AI, along with expertise that includes engineering, mathematics, economics, historians, philosophers and designers. Founded in 2013, with the aim of harnessing AI to improve the productivity and performance of Italian businesses, it is already making a major contribution to understanding the potential, implications and impact of this technology. Ammagamma will join Accenture’s growing network of AI professionals as part of its Advanced Center for AI in Europe.

Headquartered in Modena, Ammagamma operates in a region that has a decisive role to play in the country’s economic development, hosting key supply chains serving the automotive and pharmaceutical sectors. Since 2021, it has doubled its team of professionals and increased revenue, working alongside leading companies in the energy, insurance, banking, utilities and media sectors.

"We look forward to bringing Ammagamma on board with Accenture as part of our drive to further accelerate our country’s economic growth," said Mauro Macchi, president and CEO of Accenture Italy. "AI technology plays a key role in enabling businesses to take a distinctive approach to strengthening their digital core. Italian organizations need to strategically invest in cloud, in the use of data and in AI to boost market competitiveness and to help improve the country’s technological capabilities. Ammagamma marks a crucial investment in Italian excellence that will allow us to create a specialist hub in Emilia-Romagna able to retain and attract talents that Accenture will involve in the innovation projects of leading Italian and international players."

“This is a proud moment of growth and advancement, but also of recognition for the human-centric approach that has always distinguished us and for our clear vision of artificial intelligence as 'simple' applied mathematics, capable of bringing positive impact to people, to businesses, and to society,” said Fabio Ferrari, president of Ammagamma. “Becoming part of Accenture is the best possible recognition for the pioneering path that we have taken so far.”

The terms of the transaction have not been disclosed. Completion of the acquisition is subject to customary closing conditions.

## *Accenture to Acquire Rabbit's Tale to Strengthen its Creative & Digital Customer Experience Capabilities in Southeast Asia*

29 November 2023

Accenture has agreed to acquire Rabbit's Tale, a Bangkok-based creative and digital experience agency. The move will significantly strengthen the regional creative, brand and data capabilities of Accenture Song—the world's largest tech-powered creative group—and help our clients build and optimize digital experiences across the entire customer lifecycle for growth in Thailand.

Recognized as one of Thailand's most prominent advertising agencies, including being named among the top three agencies of 2022 at the Adman Awards by the Advertising Association of Thailand, Rabbit's Tale brings credibility in crafting impactful brand strategies, driving digital content, and executing data-driven experiences. The agency has grown some of the world's most influential brands across consumer goods & services, automotive, communications and media, financial services, and digital and technology sectors, including Honda Motorcycle, CP Group, Ajinomoto, Doi Kham, GQ Apparel, Electrolux, Neo Corporate and Siam Commercial Bank.

The move will take advantage of the growing importance of digital ad spending for brand differentiation and customer connection. Thailand is one of the top three focus markets in the Asia Pacific region, and its digital ad spend increased by 9.12% from 2021 to reach a thriving US\$3.6 billion in 2022.

"Consumer and employee expectations have drastically changed, leading businesses to seek partners with the scale and skills for delivering unique yet powerful engagement and connections. They are also looking for creative solutions and transformative programs to advance growth," said Thomas Mouritzen, Southeast Asia lead for Accenture Song. "Rabbit's Tale will add more firepower to Accenture Song's regional market excellence and business strategy, leveraging data, innovation, and creativity. This reaffirms our unwavering investment and commitment in Southeast Asia, enhancing our offerings, capabilities and talent base to help clients achieve tangible outcomes in their brand, marketing and experience transformation journeys."

Patama Chantaruck, country managing director, Thailand at Accenture, said: "This acquisition will help Accenture empower local businesses and nurture homegrown talent to create meaningful and highly personalized digital experiences that cater to the unique needs and preferences of the local market. Technology, when integrated with creativity, can significantly enhance how businesses interact with their customers and people, driving differentiation and fostering greater customer satisfaction and loyalty. Rabbit's Tale's talent and expertise will strengthen our positioning to help grow Thailand's private sector with unparalleled solutions to some of its most complex challenges. Our combined talent and expertise will propel Thailand as a thriving hub of technological advancement and digital innovation in the region."

Founded in 2010, Rabbit's Tale offers digital customer experience solutions, from retail experiences to customer relationship management and loyalty programs, hyper-personalized marketing to experience designs and digital platform development. Rabbit's Tale's team of approximately 120 employees across advertising, data & interactive and customer experience solutions business groups will join Accenture Song in Thailand and build upon Accenture's world-class strategy, design, performance, technology and large-scale operations capabilities to help clients navigate and create transformational change.

Sunard Thanasanakorn, CEO of Rabbit's Tale, said: "To combine unconventional creativity and breakthrough technology to solve our clients' problems have always been our aspiration. We are thrilled that our next chapter of growth will be with Accenture Song, where its industry-leading position and creativity-led approach backed by data and technology has helped businesses across industries set new benchmarks."

Rabbit's Tale is the third acquisition that Accenture Song has made in Southeast Asia after Romp and Entropia to bolster its ability to help clients grow, innovate and sustain relevance. Other global acquisitions include ConcentricLife, Fiftyfive5 and The Stable.

Note: Zero Publishing Ltd and Rabbit's Tale Public Relations are not part of the acquisition and will continue as independent businesses. Rabbit's Tale Public Relations will be rebranded to Moonshot Digital Ltd.

Terms of the transaction have not been disclosed. Completion of the acquisition is subject to customary closing conditions.

### *Launch of the tender offer filed by Keysight Technologies on ESI Group's shares*

30 November 2023

ESI Group SA ("**ESI Group**") announces that the tender offer for the shares of ESI Group at a price of 155 euros per share initiated by Keysight Technologies Inc. (NYSE: KEYS), through its fully owned subsidiary Keysight Technologies Netherlands B.V. ("**Keysight**") (the "**Offer**") will be opened from December 1, 2023 (included) to January 8, 2024 (included).

On November 28, 2023, the Autorité des marchés financiers ("**AMF**") declared the Offer to be compliant and granted its approval (visa) to Keysight's offer document (the "**Offer Document**") and to ESI Group's note in response (the "**Note in Response**"), under numbers 23-492 and 23-493 respectively. The Offer Document, the Note in Response and the documents detailing other information relating to the legal, financial and accounting characteristics of Keysight and ESI Group have been made available to the public on November 29, 2023, in accordance with article 231-28 of the AMF's general regulations.

The Offer Document, the other information relating to Keysight's legal, financial and accounting characteristics, the Note in Response, and the other information relating to ESI Group's legal, financial and accounting characteristics, may be consulted on the websites of the AMF ([www.amf-france.org](http://www.amf-france.org)) and ESI Group (<https://investors.esi-group.com/>), and may be obtained free of charge from:

ESI Group – Investors relations  
3 bis Rue Saarinen  
Immeuble le Séville  
94528 Rungis Cedex  
France

A toll-free number is available to ESI Group's individual shareholders residing in France for any questions concerning the Offer (open Monday to Friday, 9:30am to 5:00pm): 0805 38 57 78.

Georgeson is acting as information agent for ESI Group's institutional and individual shareholders (contact : M. Matthieu Simon Blavier - [msb@georgeson.com](mailto:msb@georgeson.com) et Mme. Christine Genin - [christine.genin@georgeson.com](mailto:christine.genin@georgeson.com)).

### *OpenText to Divest Application Modernization and Connectivity (AMC) Business to Rocket Software for \$2.275B*

28 November 2023

OpenText™ announced that it has reached a definitive agreement to divest its AMC business to Rocket Software, Inc., a Bain Capital portfolio company ("Rocket Software"), for US\$2.275 billion in cash. OpenText's AMC business provides market leading mainframe modernization and connectivity software to more than 10,000 customers enabling them to run mission-critical business applications in hybrid cloud environments. Benefits of the transaction include:

- Reinforces and expands OpenText's focus on Cloud and AI
- Results in more predictable growth
- Increases focus on cloud growth opportunities
- Accelerates de-leverage plan, expect to be under 3x Consolidated Net Leverage Ratio<sup>(1)</sup> within 90 days of closing
- Returns OpenText to capital flexibility, including potential future share buybacks

*"The growth prospects for Information Management have never been better. We are divesting our mainframe business so we can singularly focus on the powerful Cloud and AI opportunities within Information Management. This divestiture will better position us to move with more speed in higher organic growth areas such as Cloud capabilities and AI, strengthens our balance sheet to achieve our deleveraging targets ahead of schedule and returns the company to capital flexibility. This divestiture supports our focus on creating value for our shareholders."*

-Mark J. Barrenechea, OpenText CEO & CTO

#### **About the Transaction:**

- \$2.275B all-cash purchase price before taxes and fees
- Sale price of 4.6x AMC's F'23 revenue of approximately \$500M<sup>(2)</sup>
- Sale price of 8.3x AMC's F'23 Adjusted EBITDA of approximately \$275M<sup>(2)</sup>

- Net proceeds to reduce debt, to be applied to the Acquisition Term Loan and Term Loan B
- Expect to close in OpenText's fourth fiscal quarter ending June 30, 2024, subject to regulatory approvals and customary closing conditions

The combination of AMC and Rocket Software's highly complementary product portfolios will create one of the world's largest IT and mainframe modernization and connectivity software companies. Under the terms of the agreement, the software, associated services, and approximately 750 employees of AMC will be integrated into Rocket Software.

Until closing, OpenText and Rocket Software will continue to constructively collaborate to protect customer investments and expand offerings for joint customers.

Goldman Sachs & Co. LLC is serving as sole financial advisor to OpenText and Cleary Gottlieb Steen & Hamilton LLP is acting as legal advisor to OpenText.

### *Schaeffler AG and Vitesco Technologies Group AG Sign Business Combination Agreement*

27 November 2023

Schaeffler AG (“Schaeffler”) entered into a Business Combination Agreement (“BCA”) with Vitesco Technologies Group AG (“Vitesco”) to jointly create a leading Motion Technology Company. Under the BCA, Vitesco will constructively support the overall transaction including the ongoing public tender offer by Schaeffler and the subsequent merger of Vitesco with Schaeffler.

#### **Creating a joint Motion Technology Company**

By joining forces, Schaeffler and Vitesco will be able to complete and broaden their business and technology portfolios along four focused “pure-play” divisions with leading positions in their respective end markets. The combined company will offer a complete range of products, particularly in the area of electrification, to leverage the accelerated growth potential of e-mobility.

The combined company will have annual Pro-forma sales of around 25 billion euros and employ more than 120,000 people. Schaeffler still assumes that the business combination offers significant synergy potential with an expected EBIT effect of 600 million euros per year, which should be fully reached in 2029. In the best interest of the combined company, Schaeffler and Vitesco will strive to achieve both, revenue and cost synergies.

Klaus Rosenfeld, CEO of Schaeffler AG, said: “At Schaeffler, we are fully convinced that both companies ideally complement each other and will thus be stronger together. We are pleased that, after intense and, in part, for both sides challenging discussions, we came to a business combination agreement, which now lays the ground for a swift and effective integration. This is an important milestone on our way to creating a leading Motion Technology Company.”

#### **Nine-member Management Board planned**

Recognizing that it is the responsibility of the Supervisory Board to appoint the members of the

Management Board, Schaeffler and Vitesco agreed on a nine-member Management Board, which will be led by Schaeffler CEO Klaus Rosenfeld. The Management Board will also include the four functional leaders CFO, CHRO, CTO and COO as well as the four divisional CEOs of the newly formed divisions.

As provided in the Schaeffler steering model, the Management Board together with the four regional CEOs will form the Executive Board of the combined company. It is agreed that the strategically particularly important E-Mobility division will be headed by Thomas Stierle, who currently leads Vitesco's Electrification division. The remaining members of the Executive Board are listed in the table at the end of this release. In addition, it is planned to adjust the composition of the Supervisory Board of Schaeffler taking into account the needs of the combined company.

For filling management positions below the Management Board, the basic principle in the combined company shall be the idea of "Stronger Together". With the BCA, an integration process has been agreed upon, which, on the one hand, allows to combine the strengths of both companies in the best possible way and, on the other hand, ensures that the operating businesses of both companies can continue as smoothly as possible. These are important prerequisites to be even more successful together and achieve the objectives of the business combination. Where a selection is necessary, it should generally be carried out with the overriding aim of appointing the person who is best suited for the respective management task.

#### **Integration committee with equal representation**

In the BCA, Schaeffler and Vitesco also agreed to establish an integration committee to ensure a smooth integration process within the combined company. The committee will have equal representation and consist of six members, involving the respective CEOs, CFOs and CHROs of both companies. Led by the integration committee, both parties will prepare a joint business plan for the combined company by mid-2024 the latest. The first meeting of the integration committee will take place in December 2023 already. In the best interests of customers, the integration will be carried out in such a way that ongoing business is not affected. This applies in particular to critical production ramp-ups.

It was further agreed that the combined company will be named Schaeffler AG. The company's headquarters will be in Herzogenaurach. The allocation of the divisional headquarters will be further discussed between the parties. In this regard, Schaeffler recognizes the importance of Vitesco's current locations for the combined company, with Regensburg in particular playing an important role for the e-mobility business.

#### **"Zukunftsvereinbarung" agreement with IG Metall**

Schaeffler and Vitesco will engage in a constructive dialogue with the employees of both companies and their representatives in order to develop attractive and competitive working conditions with the aim of maintaining the excellent employee base and corporate culture. The parties agree that a committed and motivated workforce is the basis for the current success of the two companies and the future success of the combined company.

This belief is also reflected in the joint commitment to maintain the „Zukunftsvereinbarung“ agreement that Schaeffler agreed on in 2018 with IG Metall union also in the combined company. It reflects several agreements, inter alia, on site locations and tariff commitments.

### **Schaeffler increases offer price to final price of 94 euros**

Independent of the BCA negotiations with Vitesco, the Management Board of Schaeffler, with consent of the company's Supervisory Board, today decided to increase the offer price for the ongoing tender offer from 91 euros to a best and final price of 94 euros per Vitesco share. The increased offer price represents an even more attractive premium of around 24.8 percent on the closing price on October 6, 2023, the last trading day prior to announcement of the offer, and a premium of around 23.4 percent on the 3-month volume-weighted average share price prior to announcement.

The decision to increase the offer price was made after careful consideration of the prevailing market sentiment, and underscores Schaeffler's confidence in the expected synergies and value creation potential of the business combination with Vitesco.

### **Swift completion of the overall transaction envisaged**

The acceptance period for the tender offer expires on December 15, 2023. After the expiration of the acceptance period, Schaeffler intends to convene an Extraordinary General Meeting, which is expected to be held in early February 2024. At this EGM, Schaeffler shareholders will be allowed to vote on the intended conversion of non-voting common shares into common shares with full voting rights. The subsequently planned merger of Vitesco Technologies Group AG into Schaeffler AG will in turn require the approval of the respective Annual General Meetings of both companies.

The exchange ratio of Vitesco shares into Schaeffler shares for Vitesco shareholders will be determined by both companies on the basis of a valuation of Schaeffler and Vitesco conducted by PVT Financial Advisors SE (ValueTrust) as a joint independent valuation expert in accordance with recognized valuation principles and will be agreed in the merger agreement. The exchange ratio will be confirmed by a court-appointed merger auditor jointly proposed by the parties. The completion of the overall transaction is expected to take place in the fourth quarter of 2024.

## Company News

### *Accenture and AWS Collaborate to Help Clients Accelerate Adoption of Amazon Q's Advanced Generative AI Technology*

29 November 2023

Accenture and Amazon Web Services (AWS) have announced the two companies will collaborate to help developers and enterprise customers accelerate the adoption of advanced generative AI technology launched this week at AWS re:Invent 2023.

Generative AI shows incredible promise in transforming software development and application modernization. Building on its AI-focused strategic collaboration, the two companies will offer

accelerators, hands-on expertise and best practices within Accenture's Center for Advanced AI to help clients bring use cases from concept to production, using Amazon Q and other AWS AI services.

As part of this initiative, AWS AI services will be integrated with Accenture's automation platforms, infusing AI into systems and applications across the software development lifecycle. For example, Accenture's own data reports up to a 30% boost in development efforts using Amazon CodeWhisperer, while enhancing security, quality and performance. Over the next two years, Accenture will enable up to 50,000 development engineers with AWS AI services including Amazon Q and Amazon CodeWhisperer.

"Accenture and AWS are helping clients hit the ground running with powerful tools like Amazon Q which can be tailored to their organization," said Karthik Narain, group chief executive, Accenture Technology. "Companies will realize the most value from these tools by taking the right steps to prepare application environments for an AI-assisted future. We've industrialized our own experience and learnings from deploying over 300 generative AI projects in the last year and expanded investments in training to help companies realize the value of generative AI-powered software development faster."

Nearly all (97%) C-suite executives surveyed by Accenture expect generative AI to be transformative and that same percentage expects to increase market share as a result. With the rise of generative AI, embracing change and investing in a strong digital core with data at the center is essential for organizations to adapt to the now and prepare for the future.

"Generative AI will have a positive and transformative impact on almost every organization, from startups to enterprises and the public sector, and the launch of Amazon Q will be a strong catalyst in that shift," said Matt Garman, senior vice president of sales, marketing, and global services, AWS. "Working alongside Accenture, we are setting up our joint customers for success as they accelerate innovation within their organizations and move towards a generative AI-powered future."

Accenture's Center for Advanced AI is already helping joint customers harness AWS's data and AI services, such as Amazon Bedrock, Amazon CodeWhisperer and now, Amazon Q. One of these customers is the European Commission's Directorate General for Maritime Affairs and Fisheries (DG MARE), which is responsible for managing the EU policy on fisheries and maritime affairs. In collaboration with Accenture, DG MARE is striving to modernize its systems, making them radically faster and more cost effective by using AWS AI services and its integrated, cloud-native platform. In this context, DG MARE was able to generate code for their business rule engine based on existing documentation. Generating a new business rule using AI took about one minute and resulted in high-quality code, with greater than 90% accuracy when validating with developers. In the future, DG MARE aims to extend this use case to other code generation use cases.

With a 15-year relationship, Accenture and AWS—through its Accenture AWS Business Group—brings together collective resources to help companies build a modern digital core essential to capitalize on new capabilities and meet the high computing demands of generative AI. Accenture has more than 26,000 AWS certified specialists who hold over 33,000 AWS

certifications. Accenture most recently obtained AWS competencies in resilience, advertising and marketing technology, and automotive on top of its 25 AWS competencies.

## *Accenture Expands Partnership with SAP to Help Clients Establish Responsible and Resilient Supply Chains*

28 November 2023

Accenture announced it will collaborate with SAP SE to help organizations reinvent their supply chains with a comprehensive supply chain nerve center that can reduce risk, enhance visibility and support sustainability goals. Additionally, Accenture and SAP plan to co-develop new capabilities for the SAP® Integrated Business Planning for Supply Chain (SAP IBP) solution to help further enhance an organization's ability to quickly and cost-effectively respond to changes in supply, demand and inventory.

Using cloud, data, artificial intelligence (AI) and analytics, the supply chain nerve center provides n-tier transparency, allowing organizations to identify risks beyond tier one and tier two suppliers by giving deeper visibility into their network of suppliers and subcontractors. It turns data into actionable insights and improves decision-making by sensing factors such as whether suppliers align with an organization's Environmental, Social and Governance (ESG) goals.

With an initial focus on the consumer products, high tech, industrial manufacturing and automotive industries, the supply chain nerve center features assets, accelerators and assessments. It includes a supply chain resilience stress test, developed by Accenture and the Massachusetts Institute of Technology (MIT), to identify potential points of failure, assess related financial exposures, and define appropriate mitigation strategies and actions. Additionally, digital twin simulation software from Cosmo Tech helps organizations see the vulnerabilities in their supply chain, simulate the behavior of their supply chain under heavy loads, and build robust mitigation plans throughout their planning process. Enterprise Navigator, a data-driven Accenture tool, identifies where to focus to capture the greatest business value, finding opportunities to standardize across processes, data, people and technology.

Accenture has developed more than 30 industry use cases for the supply chain nerve center. Through its recently announced generative AI collaboration with SAP, the company is exploring how generative AI and Large Language Models (LLM) can further augment the solution's capabilities.

"To build intelligent and resilient supply chains, organizations need a strong digital core that is powered by the cloud, data and AI," said Caspar Borggreve, senior managing director and lead, Accenture SAP Business Group, Accenture. "By collaborating on the supply chain nerve center, and helping SAP develop new capabilities for its SAP IBP solution to accelerate its long-term roadmap, we are enabling organizations reinvent their supply chains to deliver more value."

Accenture and SAP have already collaborated on hundreds of supply chain transformations for clients across industries, using SAP IBP and components of the supply chain nerve center. One global high-tech client is realizing greater visibility into component supply data across its

partner ecosystem, enabling it to prioritize its build-plan, optimize resources and improve production. A global consumer products company identified and resolved large risks within its supply chain and enhanced existing business continuity plans after conducting a stress test.

“Teaming with Accenture on the co-development of new capabilities and functionalities of SAP IBP will help our customers realize a greater return on their investment, while offering significant enhancements to the supply chain nerve center,” said Dominik Metzger, Head of Digital Supply Chain, SAP. “Together, we are helping to define an intelligent path to achieve responsible and risk resilient supply chains.”

In addition to integrating with the SAP IBP solution, Accenture’s supply chain nerve center offering can interface with other SAP solutions such as SAP S/4HANA® Cloud, SAP Business Network, SAP Business Technology Platform (SAP BTP), and the SAP Datasphere and SAP Analytics Cloud solutions. Thanks to an open architecture and composable technology approach, the offering integrates with SAP software-compatible industry solutions from other ecosystem providers.

### *Addnode Group establishes the company Icebound with focus on the forest sector and other basic industries*

27 November 2023

**Addnode Group announced that the offering to the forest sector in the subsidiary Sokigo will form a new company under the name Icebound. The ambition is to create an international market-leading player in digital solutions for the forest sector and other basic industries. Already now, the new company has a strong position in the forestry industries in Sweden and Europe, an experienced organisation and net sales of SEK 60 million.**

Based on its existing product portfolio, as well as its competence and experience in geographic information systems (GIS) and geodata, Icebound will offer digital solutions that streamline processes and business flows for the forestry industry and other basic industries. The product range mainly consists of Sokigo Forest, which is a broad software suite for the forestry industry, ProLocate for the contracting industry, and a number of basic offers in geodata and real estate data.

*"It feels right in every way to launch Icebound just now, as traditional industries currently are accelerating the transformation of their operations with focus on digitisation and automation. There is a great need for Icebound's products and expertise. We see great opportunities for significant development of the company's offering, as well as broadening of it to other industries such as the mining and energy sectors, both organically and through acquisitions,"* says Andreas Wikholm, Division President Process Management, Addnode Group.

*"Demand for our current offer for planning and raw material flows in the forest is growing rapidly. Our goal is to be able to deliver highly efficient digital products and services to more parts of the forestry industry, but also to other basic industries such as the mining and energy sectors. We look forward with excitement to continuing to develop our offer and our operations as an independent company,"* says Staffan Bygdén, incoming CEO of Icebound AB.

The new company Icebound will be operational from January 2024. The head office will be located in the north of Sweden, Lycksele, and with local presence in other locations in Sweden. Like Sokigo, Icebound will be a wholly owned subsidiary to Addnode Group in its division Process Management.

## *Ansys and Carnegie Mellon University Name Professor Rebecca Taylor to Inaugural Ansys Career Development Chair in Engineering*

21 November 2023

CMU and Ansys deepen their longstanding partnership, appointing Professor Rebecca Taylor to the inaugural Ansys Career Development Chair in Engineering. The title recognizes engineering faculty at CMU who conduct education and research in fields related to Ansys or integrate Ansys solutions into research projects and curricula.

Preparing students for manufacturing's biggest challenges requires hands-on experience in nano, micro, and macro fabrication techniques. As manufacturing moves toward Industry 4.0, engineers must be equipped with skills to efficiently test, build, and assemble products to move them to market faster. As part of this effort, Ansys supports students by integrating cutting-edge tools into undergraduate and graduate curricula — empowering them to build creative, optimized, and reliable solutions once in the workforce.

Professor Taylor is a faculty member in mechanical engineering with courtesy appointments in biomedical engineering, and electrical and computer engineering. Her research combines microfabrication and nanofabrication to create hybrid top-down, bottom-up fabricated sensors and actuators. In addition, she investigates the use of DNA structures as engineering material. She will use Ansys LS-DYNA to teach fundamental mechanics concepts, how to simulate micro and nanoscale structures in fluids, and methods for self-assembly. Students will employ Ansys solutions in assignments and research projects, using the maker space in Ansys Hall to bring their innovations to life.

“The endowment from Ansys will play a major role in the future of mechanical engineering curricula at CMU,” said Rebecca Taylor, Ansys career development associate professor at Carnegie Mellon University. “For example, my lab is working to address the advanced manufacturing challenges that will enable the combination of both top-down engineering processes with bottom-up engineering processes. Using Ansys software in my lab and classroom will help prepare my students to use self-assembly as a powerful tool for advanced manufacturing.”

The endowed chair adds to notable developments made possible through Ansys and CMU's longstanding partnership. Earlier this year, Ansys opened its first office in Africa, neighboring the CMU-Africa campus in Kigali, Rwanda. In addition, CMU's Pittsburgh campus is home to Ansys Hall, a four-story, 36 thousand square foot mixed-use building that incorporates a maker assembly space.

“Ansys academic packages help break down the barrier to give every student an opportunity to change the world,” said Prith Banerjee, chief technology officer at Ansys. “Simulation is

increasingly important in all aspects of modern engineering, so it's critical that the next generation is well versed in the concepts and software. Our education products are designed to empower teachers to champion excellence by giving students the best hands-on experience possible, so they are well prepared to enter any industry."

### *Autodesk appoints Joe Speicher as its first chief sustainability officer*

28 November 2023

Autodesk, Inc. announced the appointment of Joe Speicher as the company's first chief sustainability officer, which took effect in July. During his tenure at Autodesk, Speicher has held various leadership roles across the sustainability and Foundation organization. In his new role, Speicher reports to Autodesk's chief financial officer. His appointment reflects the increasing importance of the chief sustainability officer's role in achieving sustainability outcomes and driving growth.

Autodesk imagines a better world designed and made for all. The company's impact strategy is focused on managing its own environmental, social, and governance (ESG) opportunities and risks; enabling its customers to achieve better sustainable outcomes, and investing in innovations that will advance the industries Autodesk serves.

"Appointing Joe as Autodesk's first chief sustainability officer reinforces our commitment to and action toward achieving our larger impact strategy and driving meaningful change in the industries we serve," said Debbie Clifford, chief financial officer. "Integrating sustainability within the finance organization enables us to fold this work into core business functions and direct resources to innovations that address the world's most pressing challenges."

As chief sustainability officer, Speicher oversees the development and implementation of Autodesk's sustainability and impact strategy, metrics and reporting, and cross-industry initiatives focused on sustainability capabilities for customers. Speicher continues to lead the Autodesk Foundation, a philanthropic organization dedicated to supporting innovative solutions to the world's most pressing social and environmental challenges. He also chairs Autodesk's ESG Steering Committee, ensuring that Autodesk assesses and addresses issues that are relevant and specific to our external ESG objectives, including materiality assessment, measurement, management, and disclosure.

Whether they operate in housing and infrastructure, products and components, or games and filmmaking, Autodesk customers are being asked to do things faster and more sustainably while at lower cost and higher quality. Yet companies are often stuck using antiquated tools and processes, unable to compete in an increasingly digital and automated world fueled by artificial intelligence (AI). By synchronizing data, insights, and automation through connected workflows, Autodesk's Design and Make Platforms can reduce rework and waste generation and deliver more sustainable outcomes and fewer emissions.

"Autodesk sits at the junction of the most creative and impactful industries in the world. We have seen a dramatic shift in market dynamics favoring sustainable outcomes in the last few years—and Autodesk is leading the way," said Speicher. "We are building a platform for democratizing access to complex technologies and data for industries that are carbon-

intensive—because we believe this is our best opportunity to help address the implications of climate change."

## **BREGAL ANNOUNCES FORMATION OF BUILDTEC SOFTWARE GROUP AND PARTNERSHIP**

22 November 2023

With the assembly of iconic construction technology brands such as SEMA Software ("SEMA"), Compass Software ("Compass"), WGsystem, and Hausmann & Wynen products Powerbird and Sitara, the fund advised by Bregal Unternehmerkapital ("BU") has announced the formation of BuildTec Software Group ("BuildTec" or the "Company"), a leading European platform for innovative construction software solutions.

The Company is also announcing its latest partnership with E-KOMPLET A/S ("**E-Komplet**"), a Denmark-based software provider of a full-suite craftsmen-specific project management software, supporting Danish small and medium businesses in the trade verticals. Terms of the transaction were not disclosed.

E-Komplet, founded in 2012 and headquartered in Aalborg, Denmark, is leading software provider supporting a variety of local trade businesses such as electrical, plumbing, painting, masonry, carpentry, grouting, and other service industry companies. Since its formation, E-Komplet has made it their mission to help digitize and optimize critical workflows and support business growth for its customers, including access to a financial accounting model. This mission is of critical importance to those in the trade industry who, despite seeing record high project volume, still face several industry headwinds. E-Komplet and BuildTech are united in their goal to help solve the trade industry challenges and support its continued growth.

With the addition of E-Komplet, BuildTec Software Group is now complemented by another leading company in a promising market segment, which is already strongly positioned in the market and is well on its way to becoming a broadly positioned construction tech player. With more than 20,000 customers, members of the BuildTec Software Group include SEMA, one of the world's leading providers of CAD/CAM software solutions for timber construction, staircase construction, sheet metal working, and partner companies; WGsystem, commercial industry software provider with a focus on timber construction, carpentry, and roofing; Compass, software provider for staircase, timber and window construction with a focus on CNC connections and workshop organization; and Hausmann & Wynen, ERP solutions provider for electricians and others in the trade industry.

*"The BuildTec Software Group is thrilled to welcome the team from E-Komplet. This partnership will bring together the valuable expertise of several iconic brands in the construction-tech world, and we believe the capabilities of the E-Komplet platform will be highly relevant to customers in other European markets, further increasing our ability to service our existing and future customers,"* said Alexander Neuss, CEO of BuildTec Software Group.

*"Our team is incredibly excited to be joining the BuildTec Software Group,"* added Karsten Mandrup Nielsen, CEO of E-Komplet. *"We believe that our software solutions are of critical*

*importance to our customers in the trade industry, particularly as the market continues to evolve. As a part of BuildTec, we look forward to having the opportunity to further strengthen our product offering as we continue to expand into new geographies."*

### *Cyncly announces opening of AI Innovation Center*

21 November 2023

Cyncly, the leading global provider of software and content solutions that help make spaces amazing, announced the opening of its AI Innovation Center, an AI strategy and engineering resource that will develop and integrate AI solutions across a range of Cyncly products. The Innovation Center will add substantial technical expertise and development resources to Cyncly's global team, helping accelerate ongoing programs to make its products smarter and enhance the customer experience through the application of AI techniques.

Cyncly is adding the power of AI across its solution portfolio, which covers every stage of the consumer value cycle: project inspiration, design, sales, manufacturing, and delivery. The Center will work in collaboration with Cyncly's industry experts to leverage insights from the company's global team, bringing new technologies that help customers improve the consumer experience, achieve greater efficiency and earn higher margins.

"I'm thrilled for the opening of Cyncly's AI Innovation Center as the company executes on its plan to lead the spaces-for-living industry," said Hetal Shah, Chief Technology Officer. "We are bringing together a team with world-class talent, leveraging industry insights and data from our long history supporting customers, so we can deliver the next generation of innovative products."

The Center will apply the latest technologies to support customer workflows, including Generative AI and ML, enabling Cyncly to deliver innovative product capabilities, more immersive product experiences and higher quality outcomes faster and more consistently.

"Cyncly's AI strategy is built on our deep industry focus, our engineering resources, and the quantity and quality of data we have from every stage of the consumer journey," said Manish Bhatia, VP of Engineering. "We are excited to have the Innovation Center as an additional resource, supporting our growing team of AI and subject matter experts across the organization, to fulfill Cyncly's growth strategy and solve unique business challenges for our customers."

### *DXC Technology and ServiceNow Expand Strategic Partnership to Transform Service and Workflow Management for Customers*

28 November 2023

DXC Technology, a leading Fortune 500 global technology services company, and ServiceNow, the leading digital workflow company making the world work better for everyone, have expanded their strategic partnership to transform service and workflow management for customers globally. The companies will integrate ServiceNow advanced analytics and enhanced

AI capabilities from its ITSM Pro and process mining solutions into DXC Platform X, to drive new levels of innovation for joint customers.

DXC, a ServiceNow Global Elite partner, is deepening the alliance by becoming a preferred partner for ServiceNow Professional Services and ServiceNow Impact, an AI-powered solution designed to help reduce client time to value and maximize return on investment. Through this partnership, DXC will deliver Enterprise Applications Value Optimization services, extending the DXC reach across Global Business Services (GBS) and into Global Infrastructure Services (GIS) with end-to-end services to support customers along their digital maturation journeys.

DXC will use ServiceNow as the preferred workflow partner for DXC Platform X, a data-driven, intelligent automation platform that helps detect, prevent, and address issues before they happen with resilient, self-healing IT estates. Integrating advanced analytics and enhanced AI capabilities from ServiceNow's Now Platform will significantly improve the ability to generate proactive insights to boost productivity and drive greater operational efficiencies for the more than 500 customers running on Platform X.

"Over the last 18 months, DXC's ServiceNow Strategic Business Group has continued to evolve its world-class ServiceNow practice and demonstrated market leadership through recognition from industry analysts such as Everest Group, PAC, and HFS," said **Brian Miller**, Global Lead for Enterprise Applications, DXC Technology. "We are pleased to leverage our deep industry expertise and further expand our advisory services to help more customers realize greater value from their ServiceNow investments."

"DXC is a valued partner whose expertise and commitment to professional and managed services aligns with ServiceNow's mission to bring market-leading innovation to customers," said **Erica Volini**, senior vice president, global partnerships at ServiceNow. "Together, we will continue to execute a joint strategy and shared vision to deliver AI innovations that increase efficiency and productivity for customers around the world."

DXC and ServiceNow will also align efforts to expand their global reach in critical geographies. Globally, DXC has more than 1,900 ServiceNow certifications, over 1,000 accreditations, and continues to make a significant investment in talent: hiring, training, and developing employees through a robust ServiceNow focused Training Academy.

### *Eviden and Amazon Web Services (AWS) create new collaboration to accelerate creation of AI-driven, secure and sustainable industry solutions on AWS Marketplace*

28 November 2023

Eviden, the Atos Group business leading in digital, cloud, big data and security, announces a new Strategic Collaboration Agreement (SCA) with Amazon Web Services (AWS). Building on a 12-year history, the SCA is a joint commitment for Eviden and AWS to deliver a multi-faceted program of solutions, consultancy and innovation support to help customers quickly access critical expertise for cloud and AI transformation projects and increase their time to value.

Through the SCA data-driven solutions will be created to tackle business challenges specific to key verticals including Financial Services, Automotive and Manufacturing, Energy & Utilities, Health Care and Life Sciences, and the Public Sector. Leveraging the power of AWS Marketplace, Eviden will build and host their entire portfolio of industry solutions and accelerators on AWS to provide customers with a simple mechanism to curate end-to-end solutions and services, accelerating digital transformation and speed to value.

AWS and Eviden will enable Eviden's customers to co-create new data, AI-driven and secured industry solutions benefiting from Eviden's expertise spanning AI, modernization, security and net zero transformation. Joint investment will include a new AWS Innovation Studio in Pune, India, offering Eviden's customers a unique opportunity to accelerate innovation and modernization, with direct access to AWS technologies and Eviden experts. One of these customers is Carrier Global Corporation, global provider of sustainable home, building, and refrigeration solutions.

*"Carrier has teamed up with Eviden to help accelerate digital capabilities related to dashboards and reporting and as a GTM (Go-To-Market) collaborator to facilitate the introduction of our digital solutions to the market. Our collaboration with Eviden and AWS empowers us to meet the growing needs of our customers and offer our solutions seamlessly with Eviden integration services available on the AWS Marketplace. This collaboration serves as a new channel for us, facilitating broader accessibility to our solutions."* Said Tim Johnson, Head of Digital Alliances, Carrier Global Corporation.

This collaboration will leverage Eviden's dedicated AWS Business Group, which has longstanding experience in working with AWS and has demonstrated business excellence in developing solutions for its customers, and serves clients across the globe, like OCC (Options Clearing Corporation), Stellantis, RheinEnergie, Safran and Keyloop. The collaboration will also include joint go-to-market activities along with the training and enablement for Eviden's teams to achieve an additional 10,000 AWS certifications over the next 5 years. Eviden, with Atos, has also recently been recognized as the Winner of the GSI Partner of the Year for North America, a Finalist of the GSI Partner of the Year for Asia-Pacific-Japan and Eviden is a Finalist for GSI Security Partner of the Year – Global.

Tanuja Randery, VP EMEA and Eviden Exec Sponsor at AWS, said: *"We are delighted to build upon the 12-year relationship with AWS Premier Partner, Eviden. This transformative collaboration means AWS can bring the highest level of security, net zero transformation and data and AI-driven cloud native expertise to an even wider audience with Eviden, significantly accelerating the pace of global cloud adoption. I am excited by Eviden's focus on the co-creation of new AWS industry accelerators and solutions with Eviden's customers that will be complemented by AWS ISV partners available through the AWS marketplace."*

Michael Liebow, Global Head of Cloud at Eviden, Atos Group, said: *"We are thrilled about this agreement with AWS and excited about co-developing new industry solutions, bringing innovation to some of the major industry sectors. The AWS Marketplace is front and center of our cloud strategy and as a cloud-native company, we want to bring these benefits to our customers."*

## *HCLTECH AND PROSTEP GROUP ENTER A GLOBAL PARTNERSHIP*

29 November 2023

PROSTEP has entered a partnership with HCLTech, a leading global technology company, to enable enterprises to accelerate their digital transformation journey. As part of this cooperation, HCLTech will offer its clients OpenPDM and OpenDXM GlobalX, PROSTEP's PLM integration platform and data exchange solution. The leading German PLM consulting and software company expects this strategic partnership to significantly expand its customer base, especially in Northern Europe, North America, and Asia.

HCLTech and PROSTEP enjoy a long-standing partnership that has matured and expanded with time. Initially, HCLTech provided software implementation services for large customer projects in the automotive sector as a PLM Services partner. "The recent sales partnership follows a successful customer project where HCLTech utilized PROSTEP's PLM integration platform, OpenPDM, while implementing the Teamcenter PLM solution for a leading manufacturing company based in Sweden," explains Peter Pfalzgraf, Head of Partner Management at PROSTEP. The project involved migrating the inventory data from the older PLM applications to the new environment. This success laid the foundation for an expanded partnership to include sales and business development.

Under the recently signed cooperation agreement, HCLTech will sell, implement and support the OpenPDM platform and the data transfer exchange solution OpenDXM GlobalX in Europe, North America and Asia.

"We are delighted to expand our partnership with PROSTEP and look forward to enabling digital thread and digital twin across our clients' extended enterprise with the seamless PLM integration and efficient data exchange that PROSTEP's solutions offer. Together, we will help clients accelerate their digital transformation journey, unlock greater efficiency and productivity, and enhance their competitive position," says Narendra Pitre, Senior Vice President and Head of Digital Technologies, HCLTech.

## *HCLTech and Roadzen to drive adoption of next-gen insurance tech in the auto industry*

29 November 2023

HCLTech, a global technology company, and Roadzen, a leading AI-driven auto insurance technology company, announced a collaboration to harness the power of AI and data engineering to deliver benefits to both auto insurance carriers as well as their customers.

This partnership will help auto owners preserve the value of their assets, improve safety and reduce insurance premiums. At the same time, it will help carriers with better insights into driver behaviors and improve loss ratios.

"Partnering with Roadzen aligns with our commitment to constantly evolve and offer unparalleled services to our insurance customers. We see AI as a transformative power in the insurance sector and believe the combination of HCLTech's trusted delivery capabilities with

Roadzen's AI leadership creates a solution that all our clients will be excited to engage with, to redefine insurance experiences," said Srinivasan Seshadri, Chief Growth Officer and Global Head, Financial Services, HCLTech.

The HCLTech-Roadzen partnership underscores the significance of telematics, computer vision and AI in the auto insurance industry. The collaboration draws on and significantly enhances HCLTech's domain expertise in auto insurance and related service offerings, positioning HCLTech as a forward-looking provider of next-gen insurance technology to clients.

"We are thrilled to collaborate with an industry leader like HCLTech. This synergy perfectly embodies Roadzen's mission to revolutionize insurance through AI and tech-forward solutions," said Rohan Malhotra, Chief Executive Officer and Founder of Roadzen.

### *HONEYWELL APPOINTS MICHAEL W. LAMACH TO BOARD OF DIRECTORS*

28 November 2023

Honeywell announced that its board of directors has elected Michael W. Lamach, 60, former executive chair of Trane Technologies plc, to its board of directors as an independent director and Audit Committee member, effective December 1, 2023.

Lamach served as executive chair of Trane Technologies from July 2021 until his retirement in December 2021, having previously served as both chairman and chief executive officer following the company's February 2020 separation from Ingersoll-Rand plc. After joining Ingersoll Rand in 2004, Lamach held several leadership roles, including chairman and chief executive officer from June 2010 to February 2020. Prior to working at Ingersoll Rand, Lamach spent 17 years in a variety of management positions at Johnson Controls International.

Lamach currently serves on the board of directors of PPG Industries, Inc. as independent lead director as well as the board of directors for Nucor Corporation.

"Mike brings a wealth of industry knowledge and customer experience to the Honeywell board," said Vimal Kapur, chief executive officer of Honeywell. "His demonstrated leadership and expertise, particularly in automation and the industry's shift to greater energy efficiency, make him a valuable addition to our board."

Lamach holds a bachelor of science degree in engineering from Michigan State University. He also earned a master's of business administration from Duke University, where he currently serves on the Fuqua School of Business' board of visitors.

### *IBM Collaborates with AWS to Launch a New Cloud Database Offering, Enabling Customers to Optimize Data Management for AI Workloads*

27 November 2023

IBM announced at AWS re:Invent 2023 that it has been working with Amazon Web Services (AWS) on the general availability of Amazon Relational Database Service (Amazon RDS) for Db2, a fully managed cloud offering designed to make it easier for database customers to manage data for artificial intelligence (AI) workloads across hybrid cloud environments.

Businesses are turning to AI to unlock insights that can lead to more informed decisions, automation of repetitive tasks, and greater efficiencies. These AI technologies are powered by massive amounts of data that require modern data stores residing on cloud-native architectures to provide scalability, cost optimization, enhanced performance, and business continuity.

Amazon RDS for Db2 customers now have the option to modernize on premises, on AWS, or to deploy a hybrid cloud architecture, to optimize AI workloads. For customers moving to AWS, Amazon RDS for Db2 can help them to migrate their existing, self-managed Db2 databases to the cloud — helping to automate time consuming database administrative tasks such as provisioning, backups, software patching, and monitoring.

"Digital transformation is a strategic imperative for nearly every one of our clients. By working with AWS to bring Db2 to Amazon RDS, we're helping companies prepare for the next generation of applications, analytics, and AI workloads that will power the modern economy," said Dinesh Nirmal, Senior Vice President of Products, IBM Software. "IBM and AWS are redefining the possibilities of cloud database innovation, removing the complexity of modernization and empowering organizations to realize the full potential of their data."

Amazon RDS customers have seen significant business value by moving to a fully managed service. Results of an AWS and IDC study of RDS users found study participants who moved to a managed database on Amazon RDS were able to manage on average up to 60%<sup>1</sup> more databases per DBA and estimated an average of 39%<sup>1</sup> lower database operational costs over three years – enabling DBAs to focus on high value work like application modernization or query optimization.

"We are pleased to collaborate with IBM to make it easier for customers to manage and modernize the highly-regarded and trusted IBM Db2 database in the cloud," said Jeff Carter, VP Databases & Migrations, AWS. "For over a decade, Amazon RDS has offered hundreds of thousands of customers proven operational expertise, security best practices, and best-in-class managed database services for their mission-critical workloads. With Amazon RDS for Db2, customers can offload time-consuming database administrative tasks, such as provisioning, backups, patching, and monitoring, and use Amazon RDS multi-AZ deployments for high availability and durability. Customers can also easily take advantage of the broad portfolio of AWS services, including ability to accelerate their generative AI priorities."

Amazon RDS for Db2 combines the operational expertise and ease of use of Amazon RDS to automate database administration with IBM Db2's decades of experience running mission critical workloads for some of the largest banks, supply chain operations, and retail/e-commerce businesses in the world. Many long-time customers who participated in the private beta already see the value of this offering and are looking forward to accelerating productivity and modernization initiatives.

"The IT leaders at our cross-industry clients see this as a compelling value proposition," said Frank Fillmore, owner of The Fillmore Group, an IBM business partner that participated in the beta. "Amazon RDS for Db2 brings together the foundational expertise of IBM in relational

database technology and the cloud innovations of AWS to help deliver the best of deployment efficiency, elastic scaling, and cost savings."

As Amazon RDS for Db2 customers accelerate their modernization and AI initiatives, they will be able to leverage an array of IBM's integrated data and AI capabilities on AWS to manage data and scale AI workloads. This includes IBM's entire portfolio of commercial databases, data fabric solutions, and watsonx data, AI, and select AI governance capabilities — all of which can help customers build, scale, and run the next generation of trusted AI applications. Amazon RDS for Db2 customers will now be able to unify, transform and share transactional data for AI, using Amazon RDS for Db2's native integrations with Db2 Warehouse and watsonx.data open data lakehouse on AWS.

### *Informatica Broadens Relationship with AWS, Announces Deeper Integrations Across Generative AI, AWS HealthLake and Amazon S3*

28 November 2023

Informatica, an enterprise cloud data management leader, unveiled a trio of new integrations with Amazon Web Services (AWS) at AWS re:Invent 2023, the annual conference underway this week in Las Vegas. The announcements are built on a relationship that has had notable momentum in the last 12 months, further bolstering Informatica's footprint within AWS and providing trusted data for global customers' tier-one analytics and generative artificial intelligence (AI)-powered workloads.

#### **Trusted Data and Data Management for Generative AI Investments**

With Amazon Bedrock now generally available, Informatica has taken steps to develop deeper integrations with the generative AI service. Amazon Bedrock is a fully managed service that makes foundation models (FMs) from leading AI companies accessible via an API to build and scale generative AI applications. With the broad data management capabilities of Informatica's AI-powered Intelligent Data Management Cloud (IDMC) – catalog, integration/engineering, API/App integration, quality/observability, master data management/360 applications, governance/privacy and marketplace – the platform supports Amazon Bedrock customers with trusted data and enriched context to improve the accuracy of key generative AI use cases.

#### **Industry-Focused Integration with AWS HealthLake**

Informatica has earned AWS certification for IDMC integrations with AWS HealthLake, a HIPAA-eligible service that provides Fast Healthcare Interoperability Resource (FHIR) Application Programming Interfaces (APIs) to help healthcare and life sciences companies securely store, transform, transact and analyze health data in minutes to give a chronological view at the patient and population-level. In addition, with IDMC Master Data Management Healthcare accelerators for Provider/Payer 360, customers can harmonize master data for AWS HealthLake, providing 360-degree view of consumers, providers, and health plans. This connected view of healthcare entities bolsters patient engagement, optimizes provider networks costs and enhances clinical outcomes. This certification, only available to a handful of partners, supports and maintains the strictest industry compliance standards, such as FHIR and Health Level Seven (HL7).

This announcement builds on the AWS Competency designations Informatica announced earlier this year. Additionally, Informatica previously launched IDMC for Healthcare and Life Sciences, among other key verticals, that provides holistic, industry-specific data capabilities, such as:

- A golden record of patient data through cloud-first master data management
- Out-of-the box healthcare accelerators and extensions to reduce time to value, including MedPro, Veeva, Salesforce Health Cloud and others
- Data quality rules to improve patient health and compliance with regulations

"Like every enterprise on the planet, we are actively leveraging analytics and AI to find ways to reduce overhead, increase employee productivity and better serve our customers with more simplified and tailored services," said **Anand Sivaramakrishnan, Group Manager Data & Analytics, Yamaha Motor Finance**. "To leverage its full power and potential, our underlying data must be clean, secure and properly governed. With these powerful, new integrations from Informatica with AWS, we can expect greater security, choice and performance to make the most of the transformative potential of data."

#### **Integration with Amazon S3 Access Grants**

Informatica has been named a Launch Partner for Amazon S3 Access Grants, a new Amazon Simple Storage Service (Amazon S3) access control feature that helps customers manage Amazon S3 permissions for their data lakes at scale, with detailed audit history in AWS CloudTrail for end-user access to Amazon S3. Stored in Amazon S3 through IDMC's Cloud Data Marketplace and automated policy provisioning, the integration improves simplified self-service access to Amazon S3 data while still providing enterprise-scale governance guardrails. The integration between Informatica's AI-powered data access management and Cloud Data Marketplace capabilities, together with Amazon S3 Access Grants, will further simplify self-service access to data in data lakes built on Amazon S3. It will enable different personas within an enterprise data community to easily share and deliver data products with Informatica's marketplace into Amazon S3, with centrally managed security and privacy controls in place, and in accordance with modern data governance principles.

"We are incredibly encouraged by how our collaboration with AWS continues to mature, while our combined expertise and co-innovation addresses our shared customers' most acute cloud, data and AI pain points," said **Jitesh Ghai, Chief Product Officer at Informatica**. "These latest integrations between IDMC and AWS will empower more customers and end users, especially those in heavily regulated industries, to confidently access, migrate and manage trusted data to streamline operations and inform more intelligent decisions for improved business outcomes."

**Dr. Swami Sivasubramanian, Vice President of Data and Artificial Intelligence at AWS**, said, "With AWS, Informatica is developing solutions that put data security and privacy at the forefront so customers can build and deploy data management and AI solutions. These solutions are a foundation of many modernization and generative AI-powered journeys, and Informatica's latest integrations with AWS reinforce our shared commitment to maintaining a high bar in providing transformative customer experiences."

## *L&T Technology Services Collaborates With NVIDIA to Unveil Gen AI and Advanced Software-Defined Architecture for Medical Devices*

20 November 2023

L&T Technology Services Limited (LTTS), a leading global pure-play engineering services company, has announced a collaboration with NVIDIA to develop software-defined architectures for medical devices focused on endoscopy, which will enhance the image quality and scalability of products.

This innovative solution comes as an answer to the industry-wide challenges of availability, cost, and dependencies linked to custom and proprietary hardware components. The architecture is a scalable platform that supports multiple applications, providing a real-time decision-making tool for the medical fraternity.

Developed from the ground up, the architecture boasts an image processing pipeline for noise reduction, edge and contrast enhancement, texture and color enhancement, and speckle correction. What sets it apart is its inclusion of AI/ML models developed for the detection, identification, and classification of polyps - abnormal growths often found during colonoscopies. The solution further impresses with its user-friendly interface and seamless integration of the image processing pipeline for visualization. It promises low-latency data transfer, superior image processing without performance bottlenecks, and scalability.

The collaboration leverages the NVIDIA Holoscan and NVIDIA IGX Orin platforms, featuring ultra-low latency in data transfer, superior image processing, and scalability to support multiple AI-enabled applications. This helps ensure enhanced visualization for image processing and AI-based decision-making support, such as for polyp detection and classification.

“The combination of LTTS’ expertise in medical-device development and NVIDIA’s full-stack edge AI computing platform delivers unprecedented value to the medical technology industry by accelerating the development of AI-enabled, software-defined medical devices,” **Shanker Trivedi, Senior Vice President of Enterprise Business, NVIDIA**. “This collaboration provides a complete solution for customers looking to transition to a software-defined business model via real-time AI applications.”

“Our collaboration with NVIDIA helps us push the boundaries of what’s possible in medical imaging,” said **Amit Chadha, CEO and Managing Director, L&T Technology Services**. “The combination of the NVIDIA Holoscan software platform for edge AI inference and the NVIDIA IGX Orin hardware platform accelerates the development of AI-powered medical imaging solutions by enhancing image quality and real-time clinical decision-making support, making clinicians more efficient and improving patient outcomes.”

## *Philippe Blache has been appointed by the shareholders of Datakit as CEO*

23 November 2023

Philippe is an experienced manager within the software engineering field. He joined Datakit several months ago and takes the position of CEO as of November 9th

following the retirement of Bernard Mathieu, former CEO. He confirms Datakit's position as a major leader in technical data exchange solutions.

Since its creation in 1994, Datakit has been developing and delivering solutions to meet the interoperability needs of design offices and software vendors. Thanks to its experience and structural and technological choices, Datakit benefits from solid experience, a worldwide recognition for quality and sound financial health.

Philippe Blache is clearly in line with continuing the company's strategy focused on R&D and support for worldwide software editors, which are Datakit's hallmarks.

He underlines "our company is well structured and our values are strong. We will keep moving forward with great confidence in an industrial world which demands ever greater interoperability.

Datakit also benefits from its employees, the vast majority of whom are partners in the company. Thanks to them, our company is and remains the benchmark in the market!"

### *Siemens and Copperleaf join forces to drive technical and economic grid planning*

27 November 2023

Siemens Smart Infrastructure has announced its collaboration with Copperleaf, a Canadian-based provider of asset investment planning software, growing its existing ecosystem of grid software partners. The strategic partnership aims to optimize investment and technical grid planning for customers, including transmission system operators (TSOs) and distribution system operators (DSOs), by combining the companies' expertise. The shift to a decarbonized energy future requires these organizations to adopt a holistic approach to planning and optimization through strategic and operational considerations. The partnership is part of the Siemens Xcelerator ever-expanding ecosystem of partners. Siemens Xcelerator is an open digital business platform that enables customers to accelerate their digital transformation easier, faster and at scale.

Siemens and Copperleaf recognize the need for a comprehensive solution that encompasses the entire energy value chain. Copperleaf provides decision analytics software solutions to companies managing critical infrastructure. Its value-based approach to decision making helps clients manage risk, deliver on their performance expectations, achieve their strategy and ESG goals, and maximize capital efficiency. The company works with many of the world's largest and most respected utilities worldwide, managing more than \$2.9 trillion assets. Siemens is a leading provider of grid planning, operations and maintenance software and brings extensive power systems and grid control domain expertise to the partnership.

"We are excited to join forces with Copperleaf. A key focus of this collaboration will be to integrate and optimize technical and investment planning to increase the potential for cost savings and improved reliability. Well-informed investment decisions help utilities take the smartest actions to increase their much-needed grid capacity. As the world embarks on an ambitious journey towards a more sustainable and decarbonized energy future, the complexities and challenges faced by the energy industry have never been greater. It is

imperative that organizations adopt a holistic approach, considering both the strategic and operational aspects of their assets and businesses,” said Sabine Erlinghagen, CEO Siemens Grid Software.

“By bringing together Siemens' domain knowledge and advanced software solutions and Copperleaf's industry-leading asset investment planning capabilities, TSOs and DSOs will gain comprehensive insights to generate capital efficiencies and maximize the value of their investments. This approach will help organizations achieve sustainable growth while meeting the increasing demands of their businesses and complying with essential environmental, social, and governance (ESG) regulatory mandates,” said Paul Sakrzewski, CEO of Copperleaf.

### *Siemens Xcelerator: Siemens and AWS simplify IT/OT convergence with an integrated edge-to-cloud experience*

27 November 2023

AWS IoT SiteWise Edge is now available on the Siemens Industrial Edge Marketplace. From there, customers can deploy it on Siemens Industrial Edge for centralized app and device management and combine it with a variety of other apps and edge devices, from Siemens and other vendors, to configure an IoT solution for their specific challenges. AWS IoT SiteWise Edge is an on-premises software that is part of the Industrial IoT services portfolio of Amazon Web Services Inc. (AWS) and can collect, process, and monitor equipment data locally, even without an internet connection.

Siemens launched its open Industrial Edge platform in 2018, and expanded it in October 2021 with the Industrial Edge Marketplace, an independent, cross-vendor app store where industrial customers can buy apps from different IoT providers. The Industrial Edge platform and Marketplace are part of Siemens Xcelerator, an open digital business platform, which creates an open ecosystem for collaboration between customers, Siemens, and complementary third parties. And as such they are also part of Industrial Operations X, an open and interoperable portfolio for automating and operating industrial production.

“The addition of AWS IoT SiteWise Edge to our Industrial Edge Marketplace creates new opportunities to deploy edge and cloud applications at scale and manage closed-loop automation workflows“, says Rainer Brehm, CEO of Factory Automation at Siemens. “Our customers are constantly facing new challenges to boost productivity, flexibility, and sustainability across their production processes. To help them, Siemens is expanding its traditional strong OT portfolio by integrating IT and software capabilities into automation with Industrial Operations X.” With Industrial Operations X, Siemens provides its customers also with an integrated portfolio of operations software combined with an open ecosystem.

#### **Leveraging edge and cloud to simplify IT / OT integration**

With AWS IoT SiteWise Edge on Industrial Edge, AWS and Siemens will accelerate and simplify the machine-to-edge and edge-to-cloud experience. Customers need less time to start ingesting data into the AWS cloud and use further AWS services, e.g., for simplified data and workflow management or Industrial artificial intelligence (AI) workflows on the edge and the cloud. Today, the majority (74%) of customer IoT projects remain isolated experiments

(Source: Beecham Research “Why IoT projects fail”), require a long period of time to deploy at scale or do not achieve the expected return on investment (ROI) due to a heterogeneous landscape of OT (Operational Technology) and IT systems. This results in data being difficult to access and use, as it is often restricted to a single machine or shop floor. Customers can now start to unlock the value of industrial data by processing it in workflows which today they must choose to run either on the edge or in the cloud. AWS IoT SiteWise Edge on Siemens Industrial Edge helps build a secure, flexible edge-to-cloud infrastructure that can deliver data where it is needed and run hybrid workflows, simplifying IT / OT convergence.

### **Rapid development, scalability, and repeatability of IIoT use-cases**

Customers using AWS IoT SiteWise Edge and Siemens Industrial Edge benefit from a wide range of industrial connectivity options, data storage and management, security capabilities, and analytics and visualization technologies across the edge and the cloud. With this offering, automation engineers, maintenance technicians, and operations managers can decide what data needs to be collected and where it is stored, processed, or analyzed. With Industrial Edge, the IoT solution development and deployment becomes easy, secure, and scalable.

### **Extracting value from industrial IoT data to optimize industrial operations**

With AWS IoT SiteWise Edge, businesses can increase production efficiencies, improve manufacturing operations by monitoring performance metrics, and optimize asset maintenance through remote asset monitoring using historical and real-time data.

The Siemens Industrial Edge Ecosystem is growing, with more and more edge apps and devices being available on the Siemens Industrial Edge Marketplace. With today’s announcement, Siemens and AWS bring the power of industrial automation (OT) and the cloud (IT) together to offer a streamlined machine-to-edge and edge-to-cloud experience to manufacturing customers.

## ***Stratasys Partners with Siemens Healthineers in Landmark Research Project to Advance Medical Imaging***

27 November 2023

Stratasys Ltd., a leader in polymer 3D printing and additive manufacturing solutions, announced it has partnered with Siemens Healthineers to carry out a landmark research project designed to develop new state-of-the-art solutions for the advancement of medical imaging phantoms for computed tomography (CT) imaging.

A critical tool in medical imaging and an almost universal resource in hospitals worldwide, CT phantoms are specialized devices used to evaluate and ensure the performance of CT scanners. Designed to simulate certain characteristics of the human body, phantoms enable the assessment of various core metrics, including radiation dose and image quality, aiding calibration and safeguarding consistent scanner performance. The joint development leverages Stratasys’ PolyJet™ technology in combination with its unique RadioMatrix™ technology, and Siemens Healthineers’ advanced algorithm aimed at translating scanned patient images into specific material characteristics with radiopacity of human anatomy. The solution will allow for tailored phantom manufacturing and the creation of ultra-realistic human anatomy

characteristics with complete radiographic accuracy of patient-specific pathology not previously possible.

This joint project will transform how phantoms can be utilized in the medical field, and in certain cases even enable device manufacturers and academic facilities to replace human cadavers with 3D printed structures. Having this capability enables critical efficiencies and minimizes inevitable human variability. This work will also produce a critical body of research data, providing key insights for advancing CT system algorithms, driving materials development, and unlocking potential new application areas – as well as identifying future research opportunities.

“The current limitations of imaging phantoms have been a longstanding challenge for the radiology community,” said Erez Ben Zvi, Vice President Medical at Stratasys. “This partnership with Siemens Healthineers will enable us to jointly explore the vast possibilities of our radiopaque materials and 3D printing technologies to overcome these barriers.”

Beginning with the manufacturing of 3D printed phantoms for smaller-scale anatomies of the head and neck region, the research will involve the production of progressively larger and complex anatomies – leading up to the Phase One endpoint of 3D printing a heart model and of an entire human torso with complete radiographic accuracy.

“Knowledge gained from this project provides a breakthrough in medical imaging that will open up new avenues for uses when it comes to 3D printing and imaging,” said Lampros Theodorakis, Head of Computed Tomography Product & Clinical Marketing at Siemens Healthineers. “We are excited about the opportunities ahead of us as a result of this partnership and believe it will have long-term impacts for medical and academic applications.”

### *Wipro Teams with NVIDIA to Bring the Power of Generative AI to Healthcare Insurance Companies*

21 November 2023

Wipro Limited, a leading technology services and consulting company, announced a collaboration with NVIDIA to help healthcare companies accelerate adoption of generative artificial intelligence (gen AI) through AI-driven strategies, products, and services.

Wipro will leverage NVIDIA AI Enterprise software for the production of AI across its current portfolio of healthcare solutions in Affordable Care Act (ACA), Medicare, and Medicaid to improve member experience, increase enrolment, and help support claims adjudication. As a result, healthcare organizations will be able to achieve faster, and easier consumption of large language models (LLMs) powered by NVIDIA AI Enterprise, leading to increased productivity, deeper member intelligence, and better operational efficiencies and paving the way for the next wave of healthcare solutions.

“We are delighted to team with NVIDIA to develop next-generation, scalable AI solutions to help our healthcare clients tap into the power of generative AI,” said **Nagendra Bandaru, President and Managing Partner, Wipro Enterprise Futuring**. “This collaboration will allow us to deliver AI-enabled innovation for the healthcare industry at scale and drive healthcare

solutions with advanced computing capabilities. We are looking forward to building healthcare specific solutions for a new era of AI-led innovation and business transformation.”

The collaboration will leverage the NVIDIA AI platform for generative, speech, and translation AI, including NVIDIA AI Foundation Models for building and customizing generative AI models for any application in the NVIDIA AI Enterprise software, such as NVIDIA NeMo and Riva, and the NVIDIA DGX platform.

The integration of these technologies with Wipro’s Enterprise Generative AI (WeGA) framework will enable Wipro to co-develop and deploy custom models for speech and translation AI, as well as other LLMs. Wipro has already developed multiple AI-first enterprise offerings across the healthcare industry leveraging the NVIDIA AI platform. These include an industry-leading billing and enrolment solution in the Medicare and ACA market segment, provider and member services leveraging gen AI capabilities, and specific offerings to improve claims processing and provider data accuracy.

“We are excited to expand on this collaboration with NVIDIA. Wipro’s deep healthcare experience, innovative AI frameworks, and platforms combined with NVIDIA’s leadership in accelerated computing and AI will help the world’s largest healthcare entities to embrace new AI capabilities and re-imagine their business,” said **Jason Eichenholz, Senior Vice President and Global Head of Ecosystems & Partnerships at Wipro**.

Wipro plans to continue building NVIDIA-powered solutions that will help automate the software development lifecycle and accelerate digital and business transformation. Through an AI Center of Excellence with NVIDIA, Wipro engineers will receive large-scale ongoing training on NVIDIA’s application frameworks in areas like generative AI, the metaverse, conversational AI, and data analytics to accelerate the development of custom solutions.

“Companies are eager to integrate multilingual, voice-enabled generative AI into business applications that are powered by the highest-performing, most energy-efficient solutions available,” said **Manuvir Das, Vice President of Enterprise Computing at NVIDIA**. “The NVIDIA AI platform supports Wipro’s ongoing commitment to provide its clients with the most advanced, secure, and reliable AI technology and services.”

Most recently, Wipro has been working with the healthcare sector in transforming the contact center experience through generative, speech, and translation AI, providing patients with accurate, contextual, personalized, and timely responses to their care needs based on their past medical records, claim history, and provider information.

### *Wipro Unveils "Lab of the Future" with AWS to Transform Lab Processes*

30 November 2023

Wipro Limited, a leading technology services and consulting company, announced that it is working with Amazon Web Services (AWS) to redefine the future of lab processes in the life sciences industry.

The life science and pharmaceutical industries have long struggled with outdated laboratory processes that hinder efficiency and increase costs. Lab technicians, lab associates, and medical

specialists often find themselves performing tasks outside of their expertise due to the fragmentation of laboratory operations across various platforms. This lack of cohesion not only results in inefficiencies but also extends the time required to bring new drugs and products to market, subsequently increasing research and development expenses.

Recognizing these challenges, Wipro began working with AWS to create the Lab of the Future. This innovative solution addresses the root issues that have plagued the industry, offering a comprehensive, cloud-based platform that streamlines laboratory processes and enhances collaboration among stakeholders.

“Our vision with launching Lab of the Future, is to deliver holistic lab performance powered by generative AI, advanced analytics, and a consultative business first approach,” said **Philippe Dintrans, Senior Vice President & Global Head of Domain & Consulting at Wipro Consulting**.

Among the key challenges facing the Life Sciences industry today are decreasing ROI for R&D (R&D returns fell to 1.8% in 2019, down from 10% in 2010<sup>1</sup>), increasing cost of bringing new drugs to the market, and the significant amount of time spent on data management, which takes 45% of data scientists’ time, according to recent surveys.<sup>2</sup>

By introducing the Lab of the Future, Wipro and AWS aim to empower the life sciences industry with a modern, efficient, and collaborative laboratory solution that has the potential to significantly reduce costs and accelerate the development of life-saving drugs and products.

*Among 12 leading large-cap biopharma companies, R&D returns fell to 1.8% in 2019—down from 10% in 2010*

<sup>1</sup><https://www.us.jll.com/en/views/real-estate-as-reagent-how-the-right-life-sciences-space-can-drive-innovation>

<sup>2</sup><https://www.datanami.com/2020/07/06/data-prep-still-dominates-data-scientists-time-survey-finds/>

“Wipro has enhanced offerings for clients across the life sciences value chain and our latest Lab innovation with AWS further illustrates our commitment to helping our clients improve business outcomes and enable cost efficiency,” said **Srini Rajamani, Senior Vice President & Sector Head – Consumer and Life Sciences at Wipro**.

The Lab of the Future offers a range of modules and solutions designed to transform laboratory operations. Among them:

- **Lab as a Service:** This module focuses on creating and optimizing labs from the ground up. It includes performance tracking and risk assessment through the Wipro Total Intelligence user dashboard.
- **Safety Notifications:** This module can deliver notifications to lab staff to alert hazardous events such as chemical spills and fires, providing immediate action plans in accordance with standard operating procedures (SOPs) and Material Safety Data Sheets (MSDS).

- **Inventory Management:** This module tracks and manages lab equipment stock, calibration cycles, utilization, wear and tear, and Internet of Things (IoT) updates, ensuring efficient inventory management.
- **Scientific Information Platform:** Provides instant access to scientific reference information with the help of virtual subject matter experts.
- **Biomarker Hub:** This module enables personalized medicine through DNA sequencing and the integration of digital biomarker data.
- **E-Lab Notebook:** Automatically records lab notes during experiments, reducing the burden of manual documentation.

## Event News

### *Ansys Chief Executive Officer to Present at the 49th Nasdaq Investor Conference*

20 November 2023

Ansyes announced that Ajei Gopal, president and chief executive officer, will participate in a moderated discussion at the 49<sup>th</sup> Nasdaq Investor Conference, held in association with Morgan Stanley at the May Fair Hotel in London on **Wednesday, December 6, 2023, at 8:30 a.m. ET or 1:30 p.m. GMT.**

A live audio webcast and archive replay of the event will be available at: <https://investors.ansys.com/events-presentations/events>

### *Elysium Summit Ends in Great Success at Huntington Beach, CA*

1 December 2023

Elysium Summit 2023 was held from October 24<sup>th</sup> to 25<sup>th</sup> at Huntington Beach, CA, USA.

It was the first full-spec in person get together in almost 4 years with many customers and partners joining to share and learn the latest technology and use cases.

Successful customer stories and the latest Elysium technologies and solutions were shared with the crowd with much excitement and in-depth discussion.

*The Elysium 2023 Summit was just fantastic. The mix of OEMs, solution providers, and service providers made for well-rounded interactive conversations. The content was carefully curated to balance input from different lenses. The Elysium leadership team was extremely open to input from industry on how to tune their products to continue to match the need.*

#### **Mike Werkheiser**

*Director of Model-Based Engineering  
Belcan*

## *Keysight Technologies to Participate in Upcoming Investor Conferences*

21 November 2023

Keysight Technologies, Inc. announced that members of its management team will participate in the following investor conferences.

Wells Fargo 7<sup>th</sup> Annual TMT Summit

Tuesday, November 28, 2023

Meetings only

Jason A. Kary, Vice President, Treasurer & Investor Relations

Paulenier Sims, Director, Investor Relations

UBS Global Technology Conference

Wednesday, November 29, 2023

Meetings only

Kailash Narayanan, Senior Vice President, President, Communications Solutions Group

Mark Wallace, Senior Vice President, Global Sales, Chief Customer Officer

## *Shaping the Digital Future: Nemetschek Group Presents with Nine Strong Brands at BIM World Munich 2023*

27 November 2023

The advancing digitalization combined with the increasing importance of sustainable and resource-saving construction methods as well as increased collaboration within the building industry will also be the focus of this year's BIM World Munich 2023. The Nemetschek Group, one of the leading software providers for the building and media industry, and nine of its brands will be presenting their solutions for the entire building lifecycle.

From November 28 to 29, the ICM at Messe München will once again be the hotspot for digital transformation in the construction industry: Over the past eight years, BIM World Munich has established itself as the leading networking platform for national and international players in the digitalization of the construction, real estate and infrastructure sectors. The event comprises a two-day international congress and a trade fair with integrated open forums. With over 200 speakers on eight stages, BIM World Munich provides valuable impulses for all those involved in the AEC/O industry.

The Nemetschek Group, together with its brands Allplan, Bluebeam, dRofus, FRILO, Graphisoft, Nevaris, SCIA, Solibri and Vectorworks as well as the horizontal, data-driven digital twin platform dTwin, which was released in autumn, will present its established product portfolio and innovative solutions aimed at promoting collaboration, sustainability, efficiency and a cloud-based way of working in the still scarcely digitalized construction industry at its joint booth (booth number 10, ground floor). Venture partner Imerso will also be exhibiting at the group stand.

“BIM World Munich is one of the most important trade fairs in Germany for the digital construction industry. We look forward to welcoming our customers and business partners to

the Nemetschek Group stand where nine of our brands will be present in addition to our new dTwin solution,” says Yves Padrines, CEO of the Nemetschek Group.

The Nemetschek Group presentations at a glance:

Tuesday, November 28, 2023

- 3:00 p.m., Congress Stage 1
  - o Nemetschek dTwin – Enabler for true Building Lifecycle Intelligence (César Flores Rodríguez, Chief Division Officer, Plan & Design Division, Nemetschek Group)
- 03:40 p.m., Congress Stage 2
  - o Nemetschek – Megatrends in the Mainstream (Matt Wheelis, SVP of Strategy, Build & Construct Division, Nemetschek Group)
- 12:15 p.m., Breakout Stage 1
  - o Graphisoft – Three ways for resource-saving and efficient planning (Holger Kreienbrink, Director Product Intelligence, Product Success, Graphisoft) (German)
- 01:45 p.m., Breakout Stage 2
  - o Nevaris/Bluebeam – BIM(M) and sustainability in the corporate context: application examples in the construction process (Heinz-Michael Ruhland, BIM(M) Evangelist, Nevaris/Bluebeam) (German)

Wednesday, November 29, 2023

- 01:15 p.m., Congress Stage 1
  - o Allplan – New business models for planners with BIM and AI (Stefan Kaufmann, Product Manager BIM Strategy and New Technologies, Allplan) (German)
- 10:00 a.m., Breakout Stage 1
  - o Solibri – Pioneers of BIM quality assurance – Past, present and future (Paul Linder, Product Manager, Solibri) (German)
- 10:50 a.m., Breakout Stage 2
  - o Imerse – Intelligent construction supervision with scan & BIM (Tilman Köberlein, Finance Director, Imerse AS) (German)

### *ZWSOFT to Debut at Japan Build 2023 with Cutting-Edge AEC Solutions*

27 November 2023

ZWSOFT, a reliable provider of all-in-one CAx solutions, is set to make its debut at Japan Build 2023, hosted at Tokyo Big Sight from December 13 to 15, 2023. This significant milestone positions ZWSOFT among industry leaders at Japan Build, a premier exhibition uniting the best in the global building and housing industries.

## Japan Build: Japan's Leading Show for Building & Housing Industries

Japan Build, held biannually in Tokyo and Osaka, serves as a vital platform for key players in the building and housing industries to showcase and discuss the latest innovations, technologies, and solutions. With eight shows covering a spectrum from smart building technology to construction technology, coupled with knowledge-packed conference sessions by thought leaders, Japan Build is the go-to event for industry professionals.

This year, visitors can explore not only the latest products from over 600 exhibitors worldwide but also the newly launched BIM Zone. This dedicated space features major construction companies specializing in building information modeling services.

## ZWSOFT Debuts at Japan Build 2023 to Showcase Its Cutting-Edge AEC Solutions

ZWSOFT is proud to present its advanced AEC solutions at Japan Build for the first time, ready to make a lasting impression. In addition to its renowned powerful 2D CAD solution - ZWCAD, ZWSOFT will also exhibit PHOENICS, the world's first general-purpose commercial CFD software, and RhinoCFD, a CFD plugin for Rhino3D.

This marks the first exhibition of ZWSOFT's CFD solutions since its acquisition of UK's CFD developer CHAM in October. This strategic move enhances ZWSOFT's capabilities, offering a broad range of technologically powerful and expanded capabilities to meet diverse industry needs. Visitors can immerse themselves in a firsthand experience of these cutting-edge solutions and gain valuable insights through discussions with ZWSOFT's expert team.

The debut appearance at Japan Build is a testament to ZWSOFT's commitment to pushing boundaries and providing solutions that resonate with the ever-evolving demands of the AEC industry. Join ZWSOFT at Japan Build 2023 and be part of the next wave of innovation in the building and housing industries.

## Financial News

### *Accenture to Announce First-Quarter Fiscal 2024 Results*

1 December 2023

Accenture will host a conference call at 8:00 a.m. EST on Tuesday, Dec. 19, 2023 to discuss its first-quarter fiscal 2024 financial results. An earnings news release will be issued before the call.

To participate, please dial +1 (877) 692-8955 [+1 (234) 720-6979 outside the U.S., Puerto Rico and Canada] and enter access code 4466414 approximately 15 minutes before the scheduled start of the call. The conference call will also be accessible live on the Investor Relations section of the Accenture website at [accenture.com](http://accenture.com).

A replay of the conference call will be available at [accenture.com](http://accenture.com) and at +1 (866) 207-1041 [+1 (402) 970-0847 outside the U.S., Puerto Rico and Canada] with access code 2507165, from 11:00 a.m. EST on Tuesday, Dec. 19, 2023 through Wednesday, March 20, 2024.

## *Hewlett Packard Enterprise reports Q4 results to close impressive fiscal 2023; raises dividend in fiscal 2024*

28 November 2023

Hewlett Packard Enterprise announced financial results for the fourth quarter and full year ended October 31, 2023.

"In fiscal year 2023, HPE clearly demonstrated that our strategic investments and extraordinary innovation across the growth areas of Edge, Hybrid Cloud, and AI are resonating with customers," said Antonio Neri, president and CEO of Hewlett Packard Enterprise. "We delivered record performance against key financial metrics this year. Our steady execution resulted in higher revenue, further margin expansion, larger operating profit, and record-breaking non-GAAP diluted net earnings per share and free cash flow. As we continue to capitalize on growing market opportunities – particularly as customer interest in AI continues to explode – I am confident in our ability to deliver substantial returns to our shareholders, hence why we are raising the dividend in FY 2024."

"The progress we're making aligned to our edge-to-cloud strategy is evident in our top and bottom-line results," said Jeremy Cox, senior vice president and interim CFO of Hewlett Packard Enterprise. "Given our disciplined execution and focus, we closed Q4 and fiscal year 2023 strong within an uneven IT market. We see promising indicators of continued demand in the areas of the market we are prioritizing, especially in AI."

### **Fourth Quarter Fiscal 2023 Segment Results**

- Intelligent Edge revenue was \$1.4 billion, up 41% from the prior-year period in actual dollars and 40% in constant currency<sup>(1)</sup>, with 29.5% operating profit margin, compared to 13.3% in the prior-year period.
- High Performance Computing & Artificial Intelligence ("HPC & AI") revenue was \$1.2 billion, up 37% from the prior-year period in actual dollars and 38% in constant currency<sup>(1)</sup>, with 4.7% operating profit margin, compared to 3.5% from the prior-year period.
- Compute revenue was \$2.6 billion, down 31% from the prior-year period in actual dollars and 30% in constant currency<sup>(1)</sup>, with 9.8% operating profit margin, compared to 14.9% from the prior-year period.
- Storage revenue was \$1.1 billion, down 13% from the prior-year period in actual dollars and 12% in constant currency<sup>(1)</sup>, with 8.1% operating profit margin, compared to 15.4% from the prior-year period.
- Financial Services revenue was \$876 million, up 2% from the prior-year period in actual dollars and flat in constant currency<sup>(1)</sup>, with 8.9% operating profit margin, compared to 11.1% from the prior-year period. Net portfolio assets of \$13.1 billion, up 4.3% from the prior-year period in actual dollars and up 2.2% in constant currency<sup>(1)</sup>. The business delivered return on equity of 15.3%, down 2.7 points from the prior-year period.

### **Dividend**

The HPE Board of Directors declared a regular cash dividend of \$0.13 per share on the

company's common stock, payable on January 11, 2024, to stockholders of record as of the close of business on December 13, 2023.

### Outlook

- **Revenue:** Estimates first quarter fiscal 2024 revenue to be in the range of \$6.9 billion to \$7.3 billion, and reiterates fiscal 2024 revenue growth to be in the range of 2% to 4% in constant currency<sup>(1)</sup>
- **ARR<sup>(2)</sup>:** Reiterates our 2023 HPE Securities Analyst Meeting ARR guidance of 35% to 45% Compounded Annual Growth Rate from fiscal 2022 to fiscal 2026
- **Diluted net EPS:**
  - Estimates first quarter fiscal 2024 GAAP diluted net EPS to be in the range of \$0.24 to \$0.32 and non-GAAP diluted net EPS to be in the range of \$0.42 to \$0.50. First quarter fiscal 2024 non-GAAP diluted net EPS estimates exclude after-tax adjustments of \$0.18 per share, primarily related to stock-based compensation expense, amortization of intangible assets, H3C income, transformation costs and acquisition, disposition and other related charges.
  - Estimates fiscal 2024 GAAP diluted net EPS to be in the range of \$1.81 to \$2.01 and reiterates non-GAAP diluted net EPS to be in the range of \$1.82 to \$2.02. Fiscal 2024 non-GAAP diluted net EPS estimates exclude after-tax adjustments of \$0.01 per share, primarily related to stock-based compensation expense, amortization of intangible assets, transformation costs, acquisition, disposition and other related charges, structural tax rate adjustments, H3C income, and adjustments related to the sale of H3C.
    - **GAAP operating profit growth:** Estimates fiscal 2024 GAAP operating profit growth to be in the range of 15% to 21%
    - **Non-GAAP operating profit<sup>(4)</sup> growth:** Estimates fiscal 2024 non-GAAP operating profit growth to be in the range of 3% to 5%
    - **Fiscal 2024 free cash flow<sup>(1)(3)(5)</sup>:** Reiterates guidance to be in the range of \$1.9 billion to \$2.1 billion
    - **Fiscal 2024 capital returns to shareholders:** Returning approximately 65% - 75% of free cash flow to shareholders in dividends and share repurchases

Download the Q4 FY23 earnings infographic [here](#).

<sup>1</sup> A description of HPE's use of non-GAAP financial information is provided below under "Use of non-GAAP financial information and key performance metrics."

<sup>2</sup> Annualized Revenue Run-Rate ("ARR") is a financial metric used to assess the growth of the Consumption Services offerings. ARR represents the annualized revenue of all net HPE GreenLake edge-to-cloud platform services revenue, related financial services revenue (which includes rental income from operating leases and interest income from finance leases), and software-as-a-Service, software consumption revenue, and other as-a-Service offerings, recognized during a quarter and multiplied by four. We use ARR as a performance metric. ARR should be viewed independently of net revenue and is not intended to be combined with it.

<sup>3</sup> Free cash flow represents cash flow from operations, less net capital expenditures (investments in property, plant & equipment (“PP&E”) less proceeds from the sale of PP&E) and adjusted for the effect of exchange rate fluctuations on cash, cash equivalents, and restricted cash.

<sup>4</sup> Non-GAAP operating profit excludes costs of approximately \$0.9 billion primarily related to stock-based compensation expense, amortization of intangible assets, transformation costs, and acquisition, disposition and other related charges.

<sup>5</sup> Hewlett Packard Enterprise provides certain guidance on a non-GAAP basis. In reliance on the exception provided by Item 10(e)(1)(i)(B) of Regulation S-K, Hewlett Packard Enterprise is unable to provide a reconciliation to the most directly comparable GAAP financial measure without unreasonable efforts, as the Company cannot predict some elements that are included in such directly comparable GAAP financial measure. These elements could have a material impact on the Company’s reported GAAP results for the guidance period. Refer to the discussion of non-GAAP financial measures below for more information.

## *Synopsys Posts Financial Results for Fourth Quarter and Fiscal Year 2023*

29 November 2023

Synopsys, Inc. reported results for its fourth quarter and fiscal year 2023. Revenue for the fourth quarter of fiscal year 2023 was \$1.599 billion, compared to \$1.284 billion for the fourth quarter of fiscal year 2022. Revenue for fiscal year 2023 was \$5.843 billion, an increase of approximately 15% from \$5.082 billion in fiscal year 2022.

"In our 37 years as a company, Synopsys has driven a roughly 10 million-fold increase in chip design productivity. This not only enabled the exponential ambition of the semiconductor industry, it, in turn, radically impacted the world," said Aart de Geus, chair and CEO of Synopsys. "Our momentum continued in 2023 as we substantially expanded our AI-driven design differentiation, our semiconductor IP portfolio, and our multi-die system solutions. We also visibly strengthened our customers' differentiation through unique and deep collaborations. Looking ahead, I have great confidence, expectations, and enthusiasm for our future as Sassine Ghazi becomes Synopsys' CEO."

"Despite global macroeconomic uncertainty, 2023 was a year of record revenue and profitability for Synopsys as silicon R&D and design-starts remain robust. I want to extend my deepest thanks to our team for their stellar execution and to our partners and customers for their commitment," said Sassine Ghazi, president and COO of Synopsys. "We start 2024 with tremendous forward momentum driven by a resilient business model, technology trends – chief among them AI – that create a rising tide for our business, and customers who continue to prioritize investments in the chips and systems that position them for the future. I am profoundly grateful for the opportunity to propel Synopsys to the next wave of growth as its CEO."

"We had strong execution and outperformed our guidance in the fourth quarter, which capped a record financial year for Synopsys. In 2023, on a non-GAAP basis, record earnings per share were up 26% year-over-year, we achieved record operating margins, and expanded our backlog

to \$8.6 billion," said Synopsys CFO, Shelagh Glaser. "We are confident in our outlook for continued, double-digit revenue growth in the year ahead based on our technology leadership, strong customer momentum and the resiliency of our time-based business model."

#### *GAAP Results*

On a U.S. generally accepted accounting principles (GAAP) basis, net income for the fourth quarter of fiscal year 2023 was \$349.2 million, or \$2.26 per diluted share, compared to \$153.5 million, or \$0.99 per diluted share, for the fourth quarter of fiscal year 2022. GAAP net income for fiscal year 2023 was \$1.230 billion, or \$7.92 per diluted share, compared to \$984.6 million, or \$6.29 per diluted share, for fiscal year 2022.

#### *Non-GAAP Results*

On a non-GAAP basis, net income for the fourth quarter of fiscal year 2023 was \$490.9 million, or \$3.17 per diluted share, compared to non-GAAP net income of \$297.7 million, or \$1.91 per diluted share, for the fourth quarter of fiscal year 2022. Non-GAAP net income for fiscal year 2023 was \$1.737 billion, or \$11.19 per diluted share, compared to non-GAAP net income of \$1.393 billion, or \$8.90 per diluted share, for fiscal year 2022.

For a reconciliation of net income, earnings per diluted share and other measures on a GAAP and non-GAAP basis, see "GAAP to Non-GAAP Reconciliation" in the accompanying tables below.

#### *Business Segments*

Synopsys reports revenue and operating income in three segments: (1) Design Automation, which includes our advanced silicon design, verification products and services, system integration products and services, digital, custom and field programmable gate array (FPGA) IC design software, verification software and hardware products, manufacturing software products and other; (2) Design IP, which includes our Design IP products; and (3) Software Integrity, which includes solutions that test software code for security vulnerabilities and quality defects, as well as professional and managed services.

#### **Financial Targets**

Synopsys also provided its consolidated financial targets for the first quarter and full fiscal year 2024. The fiscal year targets include the impact of an extra week in fiscal year 2024, which will be included in the first quarter of fiscal year 2024. These financial targets assume no further changes to export control restrictions or the current U.S. government "Entity List" restrictions. These targets constitute forward-looking statements and are based on current expectations. For a discussion of factors that could cause actual results to differ materially from these targets, see "Forward-Looking Statements" below.

#### **First Quarter and Full Fiscal Year 2024 Financial Targets <sup>(1)</sup>**

*(in millions except per share amounts)*

	Range for Three Months Ending				Range for Fiscal Year Ending			
	January 31, 2024				October 31, 2024			
	Low		High		Low		High	
Revenue	\$ 0	1,63	\$ 0	1,66	\$ 70	6,5	\$ 30	6,6
GAAP Expenses	\$ 7	1,21	\$ 7	1,23	\$ 95	4,9	\$ 52	5,0
Non-GAAP Expenses	\$ 7	1,01	\$ 7	1,02	\$ 40	4,1	\$ 80	4,1
Non-GAAP Other Income (Expense)	\$ -		\$ 2		\$ 4		\$ 8	
Non-GAAP Tax Rate	15 %		15 %		15 %		15 %	
Outstanding Shares (fully diluted)	155		157		155		157	
GAAP EPS	\$ 0	2.4	\$ 0	2.5	\$ 07	9.	\$ 25	9.
Non-GAAP EPS	\$ 0	3.4	\$ 5	3.4	\$ 33	13.	\$ 41	13.
Operating Cash Flow					~ \$1,400			

(1) Synopsys' first quarter of fiscal year 2024 has one extra week and will end on February 3, 2024. Fiscal year 2024 will end on November 2, 2024. For presentation purposes, we refer to the closest calendar month end.

### **Earnings Call Open to Investors**

Synopsys will hold a conference call for financial analysts and investors today at 2:00 p.m. Pacific Time. A live webcast of the call will be available on Synopsys' corporate website at [www.investor.synopsys.com](http://www.investor.synopsys.com). Synopsys uses its website as a tool to disclose important information about Synopsys and comply with its disclosure obligations under Regulation Fair Disclosure. A webcast replay will also be available on the corporate website from approximately 5:30 p.m. Pacific Time today through the time Synopsys announces its results for the first quarter of fiscal year 2024 in February 2024.

### *Tecsys Reports Financial Results for the Second Quarter of Fiscal 2024*

30 November 2023

Tecsys Inc., an industry-leading supply chain management SaaS company, announced its results for the second quarter fiscal year 2024, ended October 31, 2023. All dollar amounts are expressed in Canadian currency and are prepared in accordance with International Financial Reporting Standards (IFRS).

“We have made notable progress this quarter, with a 37% increase in SaaS revenue,” said Peter Brereton, president and CEO of Tecsys. “Our activities in the quarter have strengthened our market position, bolstered our customer and partner communities, and reaffirmed our commitment to innovation. We are seeing strong pipeline expansion and activity across verticals. Notably, there is accelerated demand for our pharmacy supply chain solutions, where we have multiple new customer proof points in the face of Drug Supply Chain Security Act regulation enforcement. On top of that, our user conference in Scottsdale in the month of September was excellent, with attendance up 40% and a massive increase in average customer size.”

Mark Bentler, chief financial officer of Tecsys adds, “We continue to see positive momentum with SaaS RPO up 34%, our SaaS margins continuing to expand and our partner driven pipeline up 98% from the same time last year.”

#### **Second Quarter Highlights:**

- SaaS revenue increased by 37% to \$12.1 million, up from \$8.8 million in Q2 2023.
- SaaS subscription bookings<sup>i</sup> (measured on an ARR<sup>i</sup> basis) increased by 34% to \$3.7 million, compared to \$2.8 million in the second quarter of fiscal 2023.
- SaaS Remaining Performance Obligation (RPO<sup>i</sup>) increased by 34% to \$146.7 million at October 31, 2023, up from \$109.5 million at the same time last year.
- Annual Recurring Revenue (ARR<sup>i</sup>) at October 31, 2023 was up 19% to \$84.9 million compared to \$71.2 million at October 31, 2022.

- Professional services revenue was down by 5% to \$12.9 million compared to \$13.5 million in Q2 fiscal 2023.
- Total revenue excluding hardware revenue was \$34.1 million, 8% higher than \$31.5 million reported for Q2 last year, while total revenue rose 9% to reach \$41.5 million.
- Gross margin was 44%, flat compared to the same period of fiscal 2023.
- Total gross profit increased to \$18.3 million, up 10% from \$16.7 million in Q2 fiscal 2023.
- Operating expenses increased to \$18.7 million, higher by \$3.1 million or 20% compared to \$15.6 million in Q2 last year.
- Loss from operations was \$0.4 million compared to Profit from operations of \$1.0 million in Q2 last year.
- Net loss was \$340 thousand or \$0.02 per share on a fully diluted basis in Q2 fiscal 2024, compared to net profit of \$0.7 million or \$0.05 per share for the same period in fiscal 2023.
- Adjusted EBITDA<sup>ii</sup> was \$1.0 million compared to \$2.8 million reported in Q2 last year.

#### **Year-to-date performance for first half of Fiscal 2024:**

- SaaS revenue increased by 40% to \$23.6 million, up from \$16.8 million in the same period of fiscal 2023.
- SaaS subscription bookings<sup>i</sup> (measured on an ARR<sup>i</sup> basis) decreased by 15% to \$5.7 million, compared to \$6.7 million in the same period of fiscal 2023.
- Professional services revenue was up 2% to \$27.8 million compared to \$27.2 million in the same period of fiscal 2023.
- Total revenue excluding hardware revenue was \$69.2 million, 12% higher than \$61.8 million reported for the same period of fiscal 2023, while total revenue rose 15% to reach \$83.5 million.
- Gross margin was 45% for the first half of fiscal 2024 compared to 43% for the same period in fiscal 2023.
- Total gross profit increased to \$37.8 million, up 20% from \$31.4 million in the same period of fiscal 2023.
- Operating expenses increased to \$36.5 million, higher by \$6.2 million or 20% compared to \$30.3 million in the same period of fiscal 2023.
- Profit from operations was \$1.4 million, up from \$1.1 million in the same period of fiscal 2023.
- Net profit was \$0.8 million or \$0.06 per fully diluted share compared to \$0.8 million or \$0.05 per share on a fully diluted basis for the same period in fiscal 2023.

- Adjusted EBITDA<sup>ii</sup> was \$4.2 million compared to \$4.3 million reported in the same period of fiscal 2023.

“Despite a temporary dip in professional services revenue this quarter due to project scheduling and the swift growth of our partner ecosystem, we maintain a strong backlog” added Mark Bentler “We anticipate continued growth in professional services revenue and are adequately staffed to meet these demands. As a result of that temporary slow down in professional services revenue, we are adjusting our short-term Adjusted EBITDA outlook to provide a range, while affirming our Adjusted EBITDA guidance for Fiscal 2025 and our SaaS and total revenue growth guidance for Fiscal 2024.”

**Financial Guidance:**

Tecsys is updating financial guidance as follows:

	<u>Current</u>	<u>Previous</u>	<u>Reiterate</u>
	<u>FY24 Guidance</u>	<u>FY24 Guidance</u>	<u>FY25 Guidance</u>
<b><u>Total Revenue Growth</u></b>	<b><u>10-15%</u></b>	<b><u>10-15%</u></b>	<b><u>n.a.</u></b>
<b><u>SaaS Revenue Growth</u></b>	<b><u>35-37%</u></b>	<b><u>35-37%</u></b>	<b><u>n.a.</u></b>
<b><u>Adjusted EBITDA<sup>1</sup> Margin</u></b>	<b><u>4-6%</u></b>	<b><u>6%</u></b>	<b><u>8-9%</u></b>

On November 30, 2023, the Company declared a quarterly dividend of \$0.08 per share to be paid on January 5, 2024 to shareholders of record on December 14, 2023.

Pursuant to the Canadian Income Tax Act, dividends paid by the Company to Canadian residents are considered to be “eligible” dividends.

<sup>i</sup> See Key Performance Indicators in Management’s Discussion and Analysis of the Q2 2024 Financial Statements.

<sup>ii</sup> See Non-IFRS Performance Measures in Management’s Discussion and Analysis of the Q2 2024 Financial Statements.

Second Quarter Fiscal 2024 Results Conference Call

Date: December 1, 2023

Time: 8:30am EST

Phone number: 877-224-7327 or 416-641-6705

The call can be replayed until December 8, 2023 by calling:  
800-558-5253 or 416-626-4144 (access code: 22028536)

## Implementation Investments

### *Ansys Enables NuScale Power to Develop Advanced Nuclear Technology*

27 November 2023

Nuclear technology pioneer NuScale Power integrates Ansys simulation solutions to help NuScale design the NPM, the first SMR approved by the U.S. Nuclear Regulatory Commission (NRC). Designed with critical insight from Ansys' multiphysics simulation solutions, the NuScale SMR can safely supply carbon-free energy for electrical generation, district heating, water desalination, commercial-scale hydrogen production, and other process heat applications.

NuScale used Ansys thermal and structural analysis solutions as part of NuScale's process for designing a fully passive safety system in which reactors will shut down and self-cool, without any operator or computer action, AC or DC power, or the addition of water — a groundbreaking development. NuScale engineers used Ansys solutions to determine velocities and temperatures for conjugate heat transfer and assess thermal stress and dynamic vibration. Informed by past challenges in the nuclear industry, NuScale engineered its design to mitigate or eliminate safety issues.

The NRC's approval of NuScale's design allows utilities to leverage the already approved product when applying for a combined license to build and operate a nuclear power plant. NuScale expects to deploy its SMR technology in the U.S. and Europe by the end of the decade, advancing nuclear energy solutions globally and across industries. The SMR will also benefit other sustainable energy solutions. For example, NuScale's technology can provide the process heat energy at the conditions needed to cost-effectively chemically separate hydrogen from oxygen at scale to create green hydrogen — the cleanest form of hydrogen energy.

"NuScale is revolutionizing the energy industry by creating a power source that is smarter, cleaner, safer, and cost competitive," said Carl Fisher, chief operating officer at NuScale Power. "SMRs must meet NRC requirements for structural integrity and safety, which demand complex, accurate, and reliable calculations with the highest level of quality assurance. The nuclear industry recognizes Ansys as the gold standard for performing simulations, analyses, and component qualifications, which supports a more efficient review of our design by the regulator."

"This is a milestone achievement for NuScale, the nuclear energy sector, and global energy market as a whole," said Walt Hearn, senior vice president of worldwide sales and customer excellence at Ansys. "By implementing Ansys' extensive multiphysics simulation and virtual prototyping, NuScale has made history in developing the first-ever, NRC-approved SMR. Ansys is committed to advancing sustainable energy solutions and this is a remarkable example of how we can leverage the predictive insights of simulation to create a cleaner future."

## *Bank of Commerce Selects Infosys Finacle Suite for its Core Banking Transformation*

29 November 2023

Infosys Finacle, part of EdgeVerve Systems, a wholly-owned subsidiary of Infosys, and Bank of Commerce (BankCom), an affiliate of San Miguel Corporation (SMC) group and one of the fast-growing universal banks in the Philippines, today announced the bank's decision to select Infosys Finacle Suite for its core banking transformation.

The Infosys Finacle Suite of offerings, which includes Finacle Core Banking, Finacle Liquidity Management and Finacle Customer Data Hub solutions, will replace BankCom's legacy platform and help the bank engage, innovate, and operate better to keep pace with evolving market expectations.

### **The key highlights of the digital transformation include:**

- Finacle's componentized core banking solution will allow BankCom to replace the existing legacy core systems in a risk-mitigated manner to digitally transform its business.
- The Finacle Core Banking solution will provide the bank with a comprehensive set of capabilities, including flexible product factories that will enable BankCom to unlock innovations with simple configurations to introduce differentiated products and services.
- The Finacle Liquidity Management solution will enable BankCom customers to identify, manage, and optimize liquidity across borders, currencies, and banks, on the go and on a device of their choice.
- The Finacle Customer Data Hub solution will help unify customer data management across the organization. It will empower BankCom users to have a real-time view of customer relationships across platforms and channel applications. The solution will deliver a strong digital foundation to create and deliver personalized services and experiences.

**Michelangelo R. Aguilar, President and CEO, Bank of Commerce** said, "We are pleased to have chosen Infosys Finacle due to its established presence in the Philippines, robust solutions suite, and record of reliable delivery in the market. The modernization of our core banking system is an integral part of BankCom's digital transformation journey as a universal bank in delivering a truly digital banking experience to our clients. It will enable us to operate better, innovate, and keep pace with industry best practices, regulatory requirements, and evolving expectations of the markets we serve, notably the San Miguel Group and SMC ecosystem."

**Venkatramana Gosavi, Senior Vice President & Global Head of Sales, Infosys Finacle**, said, "We are delighted to collaborate with Bank of Commerce in their digital core banking transformation journey. With Finacle's proven suite of solutions, we are confident that the bank will be able to achieve a client-focused banking platform, aligned with the bank's strategic

business and technology requirements. This partnership marks yet another milestone in our presence in the Philippines over the last two decades and underlines our commitment to helping Philippine banks stay ahead in the digital age.”

### *Besko boosts efficiency by 78% with vertical storage lifts and WMS – Roima*

29 November 2023

Besko is a wholesaler specializing in spare parts for the transportation industry and maintains a comprehensive inventory of nearly all spare parts and accessories for heavy vehicles. To enhance efficiency and optimize picking processes, the company made the strategic decision to automate its warehouse in Kolding. Investing in 6 EffiMats and 10 ClassicMats, Besko chose Roima Denmark as the supplier and implementation partner for the LOGIA warehouse management system, which seamlessly controls and integrates the vertical storage lifts.

*"The combination of LOGIA and the vertical storage lifts has significantly increased picking efficiency and the quality of the work. LOGIA makes it very simple for the operator to pick easily, quickly, and efficiently, which is a significant competitive parameter,"* says Warehouse and Logistics Manager Torben Sagan-Toft and continues:

*"With the solution from Roima, our pick cost per line has drastically decreased from around DKK 14 to approximately DKK 3. This has been extremely satisfactory and has enabled a single operator to pick 60% of our order lines, and we are reaching for 70%."*

LOGIA ensures that the capacity of the vertical storage lifts is utilized to the maximum. The warehouse management system controls picking from the machines, batch picking with picking trolleys, and a conveyor system that transports the spare parts to and from the EffiMats. Besko performs more than 260,000 picking operations per year, handles approximately 20,000 SKUs in the warehouse, and has a product catalog of 135,000 items.

Besko went live with the LOGIA solution in the summer of 2022 and sees so much potential in the system that they have decided to expand their LOGIA solution to include the entire warehouse. Thus, by the end of 2023, all warehouse processes will seamlessly integrate into a single solution. Facing an ERP system transition, Besko explored other alternatives and chose LOGIA based on the system's ability to customize and adjust nearly all parameters to fit and accommodate the company's unique warehouse processes and flows.

*"With LOGIA, we are given a very innovative WMS that allows us to streamline our goods receipt, picking, and shipping much faster compared to the solution we have today."* Torben Sagan-Toft elaborates.

### *Gilmour Space Rockets Ahead with EOS 3D Printing Technology*

29 November 2023

Australian launch services company, Gilmour Space Technologies, has selected EOS to be its additive manufacturing (AM) partner as it transitions from research and development (R&D) and prototyping, to launch and manufacturing.

The Queensland-based company is months away from attempting Australia's first sovereign orbital launch from the Bowen Orbital Spaceport in the state's north, and plans to increase its launch cadence in the coming years.

This project is part of the Australian Space Manufacturing Network, which is supported by funding from the Australian Government under the Modern Manufacturing Strategy.

*We are excited to work with EOS and Additive Australia to enhance the in-house manufacturing capability for our Australian-made orbital launch vehicles and satellites.*

-David Doyle, Program Manager for Launch Vehicles at Gilmour Space

*It is really quite amazing to see the rapid innovation from organisations like Gilmour Space. Metal additive manufacturing allows for generative design and fast production, and now we are seeing the rules for developing space launch vehicles rewritten. We are thrilled to play a part of Gilmour Space's ride to deliver satellites to low Earth Orbit.*

-Terrance Oh, Senior Vice President, EOS Asia Pacific

*Through our partnership with EOS we are proud to have worked with the Gilmour Space team to establish their metal AM facility, and we look forward to supporting them in their transition from prototyping to manufacturing.*

-Kevin Hazlehurst, Director at Additive Australia

### *Infor to Deliver CloudSuite Distribution Enterprise to ICA Sweden — Shortly the Solution Will Be Behind Every Third Product Delivery in Sweden*

29 November 2023

Infor®, the industry cloud company, announced it has signed a long-term agreement with ICA Sweden to support its logistics infrastructure and IT modernization. At the same time, the agreement strengthens Infor's position in the Swedish market for business systems in retail and distribution.

"ICA Sweden has a huge delivery responsibility towards both customers and traders, and we take that very seriously," says Richard Belec, program owner for the ERP program at ICA Sweden. "Therefore, we have been extremely careful in both selection and evaluation of the partner who will help us move our IT solutions to the cloud. With Infor, we get a good solution that is able to meet most of our needs as standard, and we feel that our cultures match each other very well and paves the way for a successful collaboration."

ICA Sweden is Sweden's leading grocery player. Its business idea is to be the leading retail company focusing on food and meals. With about 1,300 stores and a market share of about 36 percent, ICA Sweden is the leading grocery company in the country. The business is run together with independent ICA retailers who own and run their own stores and meet customers through locally adapted concepts and offers.

The agreement to deploy Infor CloudSuite Distribution Enterprise is part of this process and means that distribution and finance are placed in a cloud-based multi-tenant cloud environment. Unlike generic solutions, Infor's solutions are industry specific. For ICA Sweden,

this means that as much as 70 percent of its specific requirements are delivered right out of the box.

“Infor considers ICA Sweden as one of Sweden's crown jewels, and we look forward to an outstanding journey together,” says Malte Ekedahl, SVP and GM at Infor in the Nordics. “We expect that, together, we will create a new best practice for modern distribution solutions. We see major movements in this market right now and are in discussions with several significant players.”

### *Infosys and TK Elevator Extend Strategic Collaboration*

22 November 2023

Infosys, a global leader in next-generation digital services and consulting, announced a strategic long-term collaboration with TK Elevator (TKE), one of the world's leading urban mobility companies. As a part of the engagement, Infosys will consolidate, harmonize, and modernize TK Elevator's digital landscape. The engagement aims to continually innovate and transform the company's application and IT environment, leveraging an AI-first strategy powered by Infosys Topaz, an AI-first set of services, solutions and platforms using generative AI technologies.

The two companies will work together to transition the operations of all TK Elevator's business applications across North America and major markets in Europe to Infosys, thereby enabling integrated applications management. This will not only help unify the underlying infrastructure operations to enable an end-to-end, business process-focused operational paradigm, but also contribute to a simplified and agile digital landscape.

Some of the key deliverables of this collaboration include:

- **Application management:** Infosys will leverage its Live Enterprise Application Management Platform (LEAP), a cloud-enabled platform to provide NextGen Application Management Services and part of Infosys Cobalt, to deliver a user-centric, business outcome-driven solution.
- **Underlying infrastructure:** Infosys will lead Software-defined Wide Area Network (SD WAN) transformation and operations, in addition to the existing Service Desk, Data Center, Cloud, LAN, and Workplace.
- **Future-ready IT model:** Infosys will also work towards delivering an integrated applications and underlying infrastructure operating model, including Service Integration and Management (SIAM).

**Susan Poon, Global CIO at TK Elevator**, said, “Technology empowers our employees and business associates to deliver high-quality services to customers and users across the value chain. We are delighted to significantly expand our collaboration with Infosys, which brings end-to-end digital transformation capabilities, helping us accelerate our business transformation and to realize our strategic vision.”

“We aim to bring diverse geographies and business units together with this strategic collaboration. The enhanced collaboration with Infosys will enable a strong, globally

harmonized technology backbone, while simultaneously contributing to deliver savings for TK Elevator. With this new initiative, we are confident that Infosys will help us stay a step ahead in a dynamic and competitive landscape,” said, **Sebastian Oberst, Global Head – IT Governance at TK Elevator.**

**Jasmeet Singh, Executive Vice President and Global Head, Manufacturing, Infosys,** said, “As manufacturers reimagine their business, they are increasingly looking to refresh the core of their technology stack and application support processes. We are excited to collaborate with TK Elevator and usher an advanced infrastructure and applications services operating model that will help harmonize and future-proof their IT operations and accelerate their digital transformation objectives. Infosys Cobalt and Infosys Topaz will serve as the core of TK Elevator’s digital strategy, providing the agility and resilience needed to realize their vision.”

### *Lloyd Werft selects Cadmatic as primary ship design tool*

29 November 2023

Cadmatic is pleased to announce that Lloyd Werft, a well-known German shipyard with over 160 years of experience in the conversion and building of passenger ships, prototypes, and exclusive mega-yachts, has chosen Cadmatic as their primary ship design tool.

Lloyd Werft chose Cadmatic based on a rigorous benchmark, with a focus on finding software that covers the most relevant disciplines, thereby avoiding the need for add-ons that can cause issues after updates.

Lloyd Werft intends to use Cadmatic software for newbuilding projects involving mega yachts, prototypes, and special-purpose vessels. It will also be used for vessel lengthening projects and other conversion jobs. See here for Lloyd Werft's delivered yachts and concept vessels.

*“The best features of Cadmatic are the strong link between outfitting and hull design, the intuitive user interface, and the eBrowser design review tool. The Cadmatic work sharing solution, which enables interaction with third parties, was a significant benefit. We're also thinking about implementing CADMATIC eShare and connecting it to our ERP system (AMS),” says Markus Langer, Head of Design & Engineering at Lloyd Werft.*

*“We are delighted to welcome Lloyd Werft to our user community and look forward to assisting them with their design and shipbuilding projects,” says Juha Asanti, Cadmatic Vice President, Marine.*

### *ModuleWorks and Mitsubishi Electric Announce Partnership*

28 November 2023

ModuleWorks, a leading supplier of software components for the digital manufacturing industry, announces that Mitsubishi Electric has joined its Strategic Partner Program.

Yavuz Murtezaoglu, Founder and Managing Director of ModuleWorks (left) and Yoshihiro Oniuda, Senior Manager of the DX Promotion Project Group at Mitsubishi Electric (right) agreeing on the partnership at the ModuleWorks head office in Aachen, Germany.

The Strategic Partner Program initiated by ModuleWorks represents a commitment to driving the development of intelligent, integrated manufacturing solutions by fostering collaboration and innovation between ModuleWorks and key technology providers. Mitsubishi Electric is the latest addition to the growing network of partners.

Mitsubishi Electric has previously collaborated with ModuleWorks on its shop floor digitalization strategy. By joining the Strategic Partner Program, Mitsubishi acquires a minority investment in ModuleWorks equity which enables both companies to intensify their cooperation and accelerate the development of Mitsubishi's next generation automation and industrial control solutions.

"As part of our business strategy for factory automation systems, we aim to help solve diverse challenges in modern society," said Toshie Takeuchi, Group President of Factory Automation Systems Group at Mitsubishi Electric. "As a result of this agreement for partnership and investment, we expect to deliver solutions that are easier for customers to use, and thereby help to address challenges such as labor shortages and knowledge transfer throughout the engineering chain."

"We are delighted to have Mitsubishi Electric join our Strategic Partner Program," said Dr. Yavuz Murtezaoglu, Founder and Managing Director of ModuleWorks. "Working in close partnership accelerates technological development and drives digital transformation in manufacturing. We look forward to exciting new developments in our technologies."

### *Noble House Hotels & Resorts Moves Property Management to the Cloud with Infor*

27 November 2023

Infor®, the industry cloud company, announced that Noble House Hotels & Resorts, a curated collection of award-winning boutique hotels, luxury resorts, and unforgettable adventures, has selected Infor Hospitality Management Solution (HMS) for its property management system (PMS) of record. The organization decided to remove its existing PMS system and fully standardize on the Infor cloud-based platform in 2023. Noble House has already completed successful go-lives at 10 properties, with an additional 12 slated for 2024. With Infor, Noble House has instant access to modern technology to unify and refine operations, deliver superior guest experiences, and implement and execute intelligent strategy to continue to deliver the unexpected to guests at its hand-selected portfolio of experience-driven hotels and resorts.

After evaluating its current property management system, Noble House Hotels & Resorts decided to partner with Infor to better support its future growth and expansion, while maintaining consistent levels of award-winning guest experiences. Infor Hospitality demonstrated that it was able to provide the organization with unparalleled customer support, scalability, industry-specific advanced functionality, and trusted cloud-based applications, that will allow its users to easily navigate through daily tasks. Infor HMS will serve as the hub of hotel operations for Noble House, providing a holistic technology platform that will connect every aspect of operations to the guest experience, creating a seamless journey that will help the organization continue to meet and exceed the highest standards.

“Each of our Noble House properties are meticulously designed to pair boutique local charm with consistent high service and comfort standards. By modernizing our software platform and eliminating or reducing manual administrative tasks, our team is able to put more focus on providing exceptional service for our guests,” said James Colee, CEO of Noble House Hotels & Resorts. “Infor was the right partner for us to standardize back-end business processes across our portfolio because they understand where the industry is going, our plans for the future, and our goal to make daily tasks automatic, so we can continue curating authentic experiences for our guests in some of the most popular travel destinations.”

Infor HMS is a fully integrated property management system built for the cloud with flexibility, security, efficiency and mobile capabilities that help streamline operations, maximize profitability, and consistently deliver elevated guest experiences. The solution uses mobile applications for guest check-in and housekeeping, features automated and customizable reporting capabilities, and includes optional offerings around revenue management, point-of-sale (POS) and business intelligence (BI) tools to support the full range of unique and rapidly changing needs for hospitality organizations around the globe.

“Consistency of back-end operations is the key to success when managing multiple properties that each boast unique experiences and offer different elements for guests’ enjoyment. Infor Hospitality delivers the tools our customers need to have visibility into key processes and make more confident business decisions in real time,” said Joe Vargas, Infor Hospitality senior vice president and general manager. “The hospitality industry is exciting because it is fast paced, fast growing, and constantly evolving. But with this growth comes competition and data-driven challenges that can only be overcome with modern solutions. Infor’s partnership with Noble House Hotels & Resorts will help the organization continue to evolve, manage rising costs, and navigate changing guests demands, while simultaneously supporting its internal teams so they can focus on providing memorable interactions.”

### *Red Bull Selects Aras Innovator PLM Platform*

29 November 2023

Aras, a leader in product lifecycle management solutions, announced that Red Bull has selected Aras Innovator for their product lifecycle management (PLM) solution. Aras’ SaaS-based application platform will be integrated into Red Bull’s existing SAP S4/HANA and enterprise application infrastructure. In addition to managing the company’s complex recipe management, it will provide support for compliance concerns and ensure a seamless connection with the Austrian company’s global partner network. This is an important factor as Red Bull is active in 175 countries and sells more than 11.5 billion cans of its energy drink each year.

As a global company with a growing portfolio, it is critical for Red Bull to have a solution in place that ensures all parties have access to the most accurate and up to date product data that adheres to the regulatory compliance standards of the food and beverage industry.

**Red Bull says:** “Transparency and security throughout the entire supply chain is crucial for us as a global beverage manufacturer. Aras Innovator provides a unified environment that allows all users of product information to collaborate around a single set of processes and data.”

Aras Innovator will enable Red Bull to configure their PLM solution to meet their unique needs as well as adapt it to respond to new requirements or take advantage of new innovation. In the food and beverage industry, regulatory standards require very precise information about ingredients and supply chains. This becomes even more complex in the case of Red Bull where production and sales are global, not just in one country. The digital solution behind it must combine scalability and flexibility so the entire end-to-end process can be accurately managed and monitored.

In addition to the technical requirements, cultural fit was also a key factor for Red Bull. The company valued Aras' global positioning and strong presence in the DACH region. It was important for them to have knowledgeable local contacts and have access to a strong network of different implementation partners.

**Red Bull says:** "We considered many factors in evaluating PLM solutions. In terms of culture, Red Bull and Aras simply fit together. This, in addition to their international reach and expertise, gave us the confidence that they would be the best technology partner for us."

**Roque Martin, CEO, Aras said:** "Red Bull is much more than just an energy drink – it is a company that has a deep-rooted passion for its brand and a unique drive to inspire people and ideas. As a company with a vision to transform the way the world makes products, we wholeheartedly understand this and look forward to giving this partnership wings with innovative, enterprise-class solutions."

### *Supervin's warehouse management yields impressive results – Roima*

29 November 2023

Supervin is one of Denmark's largest online wine shops and has 25 years of experience in the industry. For the first many years, the company was purely a retail business, where good wine filled the shelves and was sold from the local store in Hjørring. Supervin saw the potential in online trading, and it quickly took off. With the significant growth, the company faced a shortage of space in the warehouse and needed more hands. To meet the increasing demand, Supervin decided in 2021 to establish a new large warehouse and at the same time focus on digitizing their warehouse processes.

Logistics Manager at Supervin Nicolai Thomsen highlights: "*We have grown a lot in recent years, and this has put some pressure on our warehouse and packing facility. This is why we saw an advantage in the management and control that LOGIA could give us. With LOGIA, we have really optimized our picking process. We pick, order freight, apply the freight label, and put the packages directly on the shipping pallet for the freight route in the same handling. This means that we typically only lift a box once, from when it arrives in the warehouse to when it is packed to order and ready for shipment. That's a big win for us!*"

#### **A need for optimized workflows**

Supervin needed workflows to be optimized and went live with the warehouse management system LOGIA in March 2022. Supervin has the advantage that they can deliver in the wine boxes - i.e. in the product's own packaging - and thus do not have to pack in additional freight packaging. By utilizing LOGIA's functionality, which combines orders into clean freight routes,

integrates freight orders, and prints freight labels for attachment directly on the wine boxes in the same handling, order management has become significantly more efficient.

After only six months, Supervin had already achieved many results, and now that they have been operating with LOGIA for almost two years, the results speak for themselves. Customer Service Manager Lars Pedersen is extremely satisfied and says: "*Since implementing LOGIA and everything is inventory-controlled, we have experienced that packing errors have been reduced to a minimum. The extra efficiency we experience after moving to LOGIA has also enabled us to reduce our packing staff by 50%*", to which CEO and owner of Supervin, Mads Jensen adds: "*That is correct, and overall, we have reduced labor costs in both logistics and customer service by 50%.*"

The results also include several benefits in terms of a better working environment and reduced environmental impact. This includes less heavy lifting, less internal transport, accounting of return pallets, shipping in the product's own packaging, optimized freight, hardly any incorrect deliveries, and thus minimal redeliveries.

LOGIA manages all processes from goods receipt to shipping and ensures efficient order processing.

The solution has integration to Supervin's ERP system Visma and the freight ordering system CoolRunner.

### *Waikato Regional Council Hails Migration Completion to Infor CloudSuite for Business Modernisation and Digital Innovation*

29 November 2023

Infor®, the industry cloud company, today announced that Waikato Regional Council has completed its implementation of Infor CloudSuite Public Sector, delivering on its vision for a single, integrated smart platform that will have positive outcomes for all stakeholders and, in the long term, the community.

The New Zealand local government entity selected Infor for "Project Reboot" to replace 28 disparate on-premises software systems with a cloud-based software-as-a-service (SaaS) solution — Infor CloudSuite Public Sector. The multi-year, multi-phase transformation program included new modules for financial management and budgeting, planning, human resources, property and rates, among others.

"Project Reboot was launched in May 2019 to replace 28 different software systems that didn't speak to each other, were aging and costly to maintain, and required more than a Band-Aid fix," said Janine Becker, director of finance and business services at Waikato Regional Council.

"While a change of the scale delivered will take some time to bed into the organisation, it has allowed us to address some key business risks and will provide a technology platform and business processes that our council will continue to use and optimise over time. We are seeing some early wins from the project phases that have been progressively implemented since September 2020.

“With a project the duration of Project Reboot, we have had the opportunity to bed in a partnership with Infor that has been effective and beneficial for both parties. We’ve seen the evolution of Infor’s own practices over this time, which continue to work towards understanding and delivering to customer needs.

“Infor has also brought us ‘into the tent’ where we’ve been involved in their product development cycle. The ability and opportunity to influence future solutions is a big bonus for our innovation program now and in the years to come,” Becker said.

Infor has a solid track record as the cloud provider of choice for utilities and government agencies around the world. Apart from Waikato Regional Council, Infor is the “system of record” for the nation’s water reform program and a close partner to its largest water authority, Watercare. In Australia, six water corporations are customers while leading U.S. water authority Elsinore Valley Municipal Water District is also a client.

“Project Reboot was an ambitious program to amalgamate multiple legacy systems that didn’t speak to each other. It was no mean feat but we’re proud Infor has successfully delivered an industry-specific, cloud-based solution that will have a tangible, positive impact on Waikato Regional Council for generations to come and one that will future-proof its investments,” said Terry Smagh, senior vice president and general manager of Asia Pacific and Japan at Infor. “With Infor CloudSuite Public Sector, Waikato Regional Council can achieve continuous improvements across the organisation and enhance internal and external processes to meet business outcomes with operational excellence as a central theme.”

### *Wipro Builds a New IT Infrastructure for Stockholm Exergi*

27 November 2023

Wipro Limited, a leading technology services and consulting company, announced that it has helped Stockholm Exergi AB, Stockholm's energy company, to build a new Information Technology (IT) infrastructure, helping it take a significant step toward achieving its, and Stockholm City's, overall climate transformation targets.

Stockholm Exergi provides reliable access to heating, electricity, cooling, and waste management services in the expanding Stockholm region. After a change in ownership, the company had to build a new IT environment, which included migrating its applications and users, implementing a new Enterprise Resource Planning (ERP) system, and modernizing its Operational Technology (OT) infrastructure.

Wipro worked with Stockholm Exergi to migrate to a new IT infrastructure to modernize and manage its IT and OT application environment, while leveraging the extensive industry 4.0 capabilities of Wipro Engineering Edge. The project was designed to provide Stockholm Exergi with agile and resilient IT infrastructure and operations, while allowing them to deliver faster, better, and uninterrupted services to Stockholm residents.

“We are happy to support Stockholm Exergi's mission of building Stockholm into an attractive and sustainable place in its journey to become the world's first climate-positive capital city,” said **Vinay Firake, Sr. Vice President & Managing Director Nordics, Wipro Limited**. “Our

comprehensive application management and support services will ground Exergi's business in innovation and efficiency to realize their ambitions. Overall, with Wipro's partnership, Stockholm Exergi will meet residents' expectations for comprehensive offerings and solutions with increased digitization, positioning them to become the energy company of the future.”

Wipro also provided Stockholm Exergi with end-to-end application management and supported the development of business and plant applications, as well as IT management services. The Wipro team assisted in user management, application modernization, and application monitoring. Further, using automation technology, Wipro helped Stockholm Exergi enhance the end-user experience, reduce turnaround times, increase security, and improve compliance.

**Jimmy Renström, IT Director, Stockholm Exergi AB** said, “During the last 2 years, we have completed a tough transition from Fortum to a standalone company, during the IT transition, Wipro has been instrumental in supporting us. We are now at a stage where, together with Wipro, we are looking ahead to strengthen Exergi IT services and to ensure even more value realization out of IT.”

### *Wolverine Speeds Time-to-market with Centric Software Suite of Solutions*

28 November 2023

Centric Software® is delighted to announce the release of a success story about its customer, Wolverine Worldwide.

Based in Rockford, Michigan and established in 1883, Wolverine made a name for itself early in its history with ‘1,000 mile shoes.’ The company today is a global and diverse business model with a presence in about 170 countries and territories around the world with familiar brands like Merrell®, Saucony®, Sperry®, Sweaty Betty®, Hush Puppies®. Focused on footwear but also carrying apparel and accessories.

The company had a vision 10 year prior to digitalize their workflows. Charlie Hall, Senior Product Operations Manager at Merrell talks about the different tools that Wolverine is using to speed product development along, “From 3D design and development to photogrammetry and digital materials/swatchbook. We understand that to win in this environment, we need to have speed from a materials perspective.”

Stringent business requirements narrowed the field down to two PLM vendors, with Centric Software winning in the end. Hall says, “Centric scored the highest [in the selection evaluation]. In addition, the relationship we had built with Centric was super positive. That sealed our decision to go with Centric Software.”

PLM set the foundation with big benefits including time savings, sustainability, 3D.

To digitalize assortment planning, Wolverine added Centric Visual Assortment Boards that give teams a strategic, visual view of assortments, allowing pivot-table functionality in a fraction of the time it takes to cut and paste heavy digital files. Last, but not least Wolverine is making use of Centric Pricing to inform pricing and assortment strategy, with the ability to look at competitive assortments.

## Product News

### *BETA CAE Systems announces the release of SPDRM v1.9.2*

20 November 2023

#### **About this Release**

BETA CAE Systems announces the release of SPDRM v1.9.2.

This version delivers a number of enhancements and fixes to the users of the most advanced Simulation Process Data and Resources Management software.

The most important enhancements and fixes are listed below.

#### **Enhancements and known issues resolved**

##### **Enhancements**

###### Data Model

From now on, the DM Schema supports conditional generation rules for the auto-filling of attributes by concatenating other attributes of the DM Object. For example, different Name composition could be requested for a Simulation Model according to its Discipline.

It is now possible to apply a conditional generation rule as an exception to the general generation rule defined for an attribute. In this case, when the condition is satisfied, the conditional generation rule will be applied, whereas in all other cases, the generic generation rule will be used.

This version also introduces the setting "trim\_empty\_sections" that can be used in generation rules to request the suppression of empty components from the generated values.

###### Data Lifecycle

It is now possible to temporarily deactivate the Lifecycle Management for the current session of the SPDRM Admin Console. The following script functions are added to support this functionality:

- dm.activateLBR
- dm.deactivateLBR
- dm.isLBRActivated

###### Process Observer / HPC submission

The 'Start', 'End' and 'Last Update' dates of submitted jobs are now listed out-of-the-box in the 'Submitted Jobs' workspace.

###### Script API

The new script function dm.getDefinitionIdOfInstancePart enables the identification of a definition part based on one of its instances.

Furthermore, the following script functions can take as input an instance id:

- dm.getSPDRMAttributes
- dm.getDMItemAdditionalAttributes
- dm.downloadFileById

#### System Configuration

SPDRM now fully supports UNC paths. This enhancement eliminates the need to map network drive letters on Windows client machines, simplifying access to network resources (e.g. vault, client directory, registered applications).

This version introduces the log file downloads for the BAL and RIOC microservices via a REST API endpoint, offering increased convenience and integration.

#### Known issues resolved

##### Data Model

An error could occur while trying to set privileges on any of the DEFAULT\_ITEMS through the DM Structure (Schema) editor.

##### Process Design / Execution

In case a configuration file set-up in the respective Registered Application was missing from the defined location, the node would finish its execution without launching the application and with no warning message.

##### Script API

The dm.showProperties function would fail to open the Properties window of a Part without representation file.

##### Data Model

A new part representation would not be saved in SPDRM if user role was other than Administrators.

For more details about the new software features, enhancements and corrections please, refer to the Release Notes document.

#### Documentation Updates

##### Updated Documents

Updated User Guides and Automation Guides (Scripting / REST API).

### ***BIMcollab releases its Digital Twin platform worldwide***

28 November 2023

With two major releases, BIMcollab is transforming its global offering from the world's most used BIM issue management platform into an ecosystem in which its enhanced online BIM coordination solutions are extended with a proven Digital Twin platform.

Following the acquisition of BIMlink BV last summer, its Digital Twin Solution is now part of BIMcollab's ecosystem under a new name: BIMcollab Twin. The open platform offers model-based document- and asset-management with workflow automation to store, manage and share any building or civil engineering data for all project phases. It enables users to structure data and documents around BIM for data-driven insights.

BIMcollab Twin is already in use for several years by large building owners in the Netherlands like the Universities of Eindhoven, Delft and Wageningen, several hospitals, the National Police and many others. By winning European bids against traditional alternatives, BIMcollab Twin is currently used for managing over 5 million m<sup>2</sup> of building space. BIMcollab Twin is ISO 19650 compliant to be applied as a Common Data Environment.

#### New streaming Model WebViewer for BIM coordination

With including a newly developed BIM WebViewer, BIMcollab is extending its renowned issue management platform BIMcollab Cloud into a full, online BIM coordination platform: BIMcollab Nexus. It drives model-based collaboration by centralizing BIM requirements, model coordination, information takeoffs, issue management and progress intelligence in the cloud. Built on the widely accepted IFC, BCF and IDS open standards of buildingSMART, BIMcollab Nexus elevates any BIM process.

Erik Pijnenburg, CEO of BIMcollab: *"With these powerful and unique releases, we enhance any BIM process for the creation and use of Digital Twins. By providing fast, innovative, and user-friendly solutions that integrate with all popular BIM tools, we shape the construction industry."*

The new WebViewer, which took a few years of research and development, is built on innovative streaming technology, allowing it to open and visualize any size of federated model on a webpage in seconds. It has never been easier to engage stakeholders in a BIM process and drive model-based collaboration to early design phases. The new Model WebViewer is designed to seamlessly integrate with all our products, providing users with an enhanced and streamlined experience and will become available step by step to all users in the next weeks.

Gerben Bouthoorn, Product owner of BIMcollab's Model Viewing Technology: *"We reached our goal to develop the BIMcollab WebViewer as a user-friendly, accessible, and efficient online viewer, prioritizing fast loading speeds for extremely large projects without compromising the ease of use."*

BIMcollab's model checker BIMcollab Zoom, completes the product line, by offering rule-based model checking, information takeoffs and intelligent clash-management. This allows for concurrent teamwork in model checking, even preventing double reporting of conflicts. It can do so by its deep integration into BIMcollab Nexus, for sharing requirements, checking rules and outcomes.

## *Cadence Signoff Solutions Empower Samsung Foundry's Breakthrough Success on 5G Networking SoC Design*

30 November 2023

Cadence Design Systems, Inc. announced that Samsung Foundry successfully taped out a 5G networking SoC design on the Samsung 5LPE technology using the Cadence® Quantus™ Extraction Solution and Tempus™ Timing Solution. This accomplishment marks a turning point for Samsung Foundry where the team deployed the Cadence signoff solutions for the first time, achieving a 2X productivity boost that led to faster design closure versus its previous design methodology. The team also experienced significant power, performance and area (PPA) gains on this 120M instance design using the Cadence integrated flow.

One of the most notable aspects of Samsung Foundry's achievement was the team's use of the Tempus ECO Option within the Cadence Innovus™ Implementation System, which facilitated faster design convergence and closure, leading to an unprecedented reduction in project timeline. Further contributing to the productivity improvement, Samsung Foundry deployed the Tempus hierarchical static timing analysis feature, enabling hierarchical design closure while optimizing resource allocation and reducing machine and memory demands. Lastly, the Samsung team utilized Tempus and Quantus distributed technology to curtail the overall runtime for this complex design.

"The successful tapeout of our SF5A design for 5G networking was a significant milestone for our team, and the enhanced efficiency and reduced runtime afforded by the Cadence Quantus Extraction Solution and Tempus Timing Solution are a testament to the power of innovation and collaboration between the Cadence and Samsung teams," said Sangyun Kim, Vice president and head of Foundry Design Technology Team at Samsung Electronics. "We're committed to pushing the boundaries and leveraging the effectiveness of these signoff tools to deliver our designs to market faster, and we look forward to building upon our success for future projects and advancements."

"The integrated Quantus Extraction Solution and Tempus Signoff Solution played a pivotal role in enabling Samsung Foundry to achieve enhanced productivity and PPA gains and time-to-market efficiencies," said Vivek Mishra, corporate vice president in the Digital & Signoff Group at Cadence. "The most rewarding aspect of the collaboration with Samsung Foundry was seeing the team achieve their target design metrics while accelerating the time to market. We're looking forward to continuing our work together to advance innovation."

## *Carlson Introduces Scan3D Handheld 3D Scanning Solution*

27 November 2023

Carlson Software announced the release of its simple, fast, and accurate 3D handheld scanning solution for iOS® and Windows®, Scan3D. Offering the perfect complement to drone photogrammetry and other traditional scanning methods, Scan3D provides point cloud

information for those impossible-to-view spaces such as the edges of buildings and areas obscured by overhangs or trees.

The Scan3D workflow provides a simple and affordable path to add Scan3D point cloud data to other clouds, creating more complete, more accurate, and more useful scans and finished CAD deliverables. An example workflow would begin with a photogrammetry drone flight to capture the majority of a site, processed to a point cloud in Carlson PhotoCapture.

Scan3D is then employed to create its own point cloud of the incomplete areas that were obscured by foliage or building design.

The resulting point clouds are then merged in Carlson Point Cloud to create a more detailed, more accurate, and ultimately more useful cloud to be used to create CAD deliverables or for any other purpose.

Running in either Windows® or iOS®, Scan3D utilizes either an Intel® RealSense stereo camera on Carlson's RT5 or RTk5 rugged tablets or the built-in LiDAR and camera sensors on an iOS device such as iPhone Pro or iPad Pro. Scan3D adds a new tool to the truck for surveyors, engineers, construction professionals, accident reconstruction specialists, and anyone else needing instant, mobile 3D scanning of buildings, walls, spaces, equipment, and much more.

Scan3D is capable of precise measurements of distance, area, and volume, as well as direct, color 3D point cloud export in DP, E57, RCS, LAS, LAZ, and other formats.

The Scan3D solution relies solely on local processing, meaning no cloud processing or internet connection is required to scan or create a finished point cloud. These resulting point clouds can be merged with larger scale clouds from sources such as terrestrial laser scanners, aerial LiDAR, or aerial photogrammetry to create a single model with accurate coverage of areas that no single device could produce.

### *Document Crunch Introduces Negotiating and Redlining to Its Construction Contract Solution with Microsoft Word Integration*

17 November 2023

Document Crunch, the leading contract intelligence platform for the construction industry, announced its new integration with Microsoft Word with the launch of its latest product: *Document Crunch for Word*. This groundbreaking integration will provide both legal and non-legal professionals with an unprecedented advantage in construction contract review and negotiation processes and is now available to Document Crunch users on the Microsoft App Store.

Document Crunch for Word, which was designed with contract review professionals from legal to executives in mind, empowers users to streamline contract analysis, right in the environment that most redlining is done. This extension offers Document Crunch's core functionality within Word allowing users to better identify critical contractual clauses, assess risk factors, and facilitate efficient redlining with industry-specific sample language. This approach eliminates the hassle of manually tracking and identifying critical clauses, leading to more efficient negotiations and risk assessment.

"Bringing Document Crunch right into construction industry workflows is at the heart of our mission" says Josh Levy, co-founder and CEO of Document Crunch. "We recognize the challenges faced by construction professionals in comprehending and negotiating complex contracts. With *'Document Crunch for Word,'* we're bringing the power of AI-driven contract intelligence directly into the widely used Microsoft Word environment, making contract negotiations a simplified, seamless and insightful process."

"The ability to quickly identify contract risks right within Microsoft Word, our preferred platform for contract redlining, takes Document Crunch to the next level for us," said Kyle Reynolds, Risk Manager of Andres Construction.

Document Crunch for Word, and the recent partnership with Procore, marks a defining moment to reshape the landscape of contract review and compliance, where contracts become not just documents, but strategic assets paving the way for greater project success and profitability. In both instances, Document Crunch has shown its commitment to bringing its core value of just in time information directly into the digital workspaces being used by the construction industry within critical workflows where material risk exists.

### *EON Reality Raises the Bar in EdTech with Exciting 9.9 Product Release Features*

29 November 2023

In a landmark innovation for educational technology, EON Reality announces its EON-XR 9.9 Release – a comprehensive update that paves the way for an entirely new realm of immersive learning experiences.

The EON-XR 9.9 Release from EON Reality introduces several new features designed to enhance and revolutionize the educational technology landscape:

- **EON SoftSkills:** A role-playing module featuring AI avatars for interactive learning that hones soft skills through role-play, feedback, and expert advice in various domains, including HR, Safety, and more.
- **Knowledge Exploration:** An advanced system for interlinked and contextual understanding of core concepts and subjects.
- **Custom Sub-Topic Exploration:** Allows users to add personalized sub-topics to their learning path, creating a dynamic and customized educational experience.
- **MVB Play Mode and Jeopardy:** Innovative assessment tools that integrate gamification elements like Jeopardy to enrich user engagement.
- **EON Interact:** A tool for interactive manipulation of 3D models, allowing for animations and demonstrations of real-world processes.
- **Metaverse Builder and XRLibrary Updates:** A more intuitive preview and selection process for 3D assets, and a regularly updated library for cutting-edge resources.
- **Playlist Management:** Enhanced creation tools, with features such as Progress Bars, Completion Status indicators, and Composition Counts for better content oversight.

- **AI Assistant Customization:** Options to personalize the AI Assistant by selecting language and voice preferences.
- **Roleplay Reports:** Detailed assessments featuring Radar Charts, Summary, and Chat Conversations for comprehensive feedback.
- **FineTune Marketplace Improvements:** Streamlined filter functionality for more efficient navigation and enhanced search capabilities.
- **Technical Enhancements:** A series of technical improvements, including a smoother 3D asset import process, more reliable public access to Metaverse Builder, and bug fixes in the 360 Lesson Creation tool.

Dan Lejerskar, CEO & Chairman of EON Reality, says, “The 9.9 Release caters to a future where AI-driven 3D learning is paramount. Our latest innovations reflect EON Reality’s commitment to not just keeping pace with educational technology trends, but defining them. We invite learners and educators alike to explore the vibrant educational vistas unlocked by this latest update.”

### *EON Reality Unveils AI Soft Skills Training to Revolutionize Enterprise Sales*

28 November 2023

EON Reality, a leader in spatial artificial intelligence technology, has announced the launch of its pioneering AI Soft Skills Training program, aimed at transforming the landscape of enterprise sales training and significantly improving return on investment (ROI) for businesses across various industries.

#### **Innovative Approach to Sales Training**

EON Reality’s new program leverages advanced spatial AI to provide immersive and realistic sales training experiences. This innovative approach is designed to equip sales personnel with the necessary soft skills and product knowledge required to excel in today’s competitive market.

#### **Enhanced Sales Efficiency and ROI**

The program promises to increase sales efficiency by over 25%, a figure substantiated by extensive research into the effectiveness of role-play and simulation-based training. This increase in sales efficiency directly translates into a significant enhancement of ROI for enterprises utilizing the program.

#### **Sector-Specific Applications**

EON Reality’s AI Soft Skills Training program is versatile and applicable across a variety of industries, including:

- **Manufacturing:** Streamlining sales processes and improving technical product understanding.
- **Energy Sector:** Enhancing the communication of complex energy solutions.
- **Aerospace Industry:** Improving sales of specialized components through precise client engagement.

- **Tourism and Hospitality:** Increasing bookings and customer satisfaction.
- **Healthcare Sector:** Effective selling of medical equipment and services.
- **Security and Defense:** Building trust and securing contracts in sensitive markets.

### **A Step Towards the Future of Sales Training**

Dan Lejerskar, CEO & Chairman at EON Reality, said, “Our AI Soft Skills Training program is not just a step towards better sales training; it’s a leap towards the future of how businesses prepare their teams for success. By integrating our cutting-edge AI technology with practical sales scenarios, we are offering a tool that is not just transformative but also essential for any business looking to thrive in the current market landscape.”

### *Hewlett Packard Enterprise fuels business transformation with new AI-native architecture and hybrid cloud solutions*

30 November 2023

Hewlett Packard Enterprise announced at HPE Discover Barcelona 2023 the next series of AI-native and hybrid cloud offerings for machine learning development, data analytics, AI-optimized file storage, AI tuning and inferencing and professional services. These solutions bring together HPE’s leadership in hybrid cloud, supercomputing and AI/ML software to enable organizations to become AI-powered businesses. This is all delivered based on an open, full-stack AI-native architecture that incorporates a curated mix of software and infrastructure designed specifically to accelerate the AI lifecycle. The new offerings reduce the barriers of IT and deliver full-stack AI-native solutions that enable organizations to effectively train, tune and inference their AI models, from edge to cloud.

“With the emergence of GenAI, enterprises are quickly realizing that the data and computational demands to effectively run AI models require a fundamentally different approach to technology,” said Antonio Neri, president and CEO, at HPE. “HPE will bring its market-leading hybrid cloud, supercomputing and AI capabilities more broadly to the enterprise to enable an AI-powered transformation, where customers can develop AI models securely with their proprietary data. Through HPE’s AI-native and hybrid cloud solutions, organizations will be able to fully capitalize on the insights from their data to revolutionize product innovation, customer engagement, and overall realize the full power of GenAI to transform their businesses and industries.”

### **New AI-native architecture and hybrid cloud solutions for GenAI**

Generative AI (GenAI) workloads are computationally intensive and require the ability to efficiently process massive amounts of data. For enterprises to effectively incorporate GenAI, deep learning, computer vision or classical machine learning models into their business, they will need to extend their cloud-native environment to include an AI-native approach. The HPE GreenLake cloud platform is strategically positioned to deliver this evolution in IT through an industry-leading open, full-stack AI-native architecture that includes the following attributes:

- **Data-first pipeline** to manage public and proprietary data across multi-gen IT

- **AI lifecycle management** software to accelerate workflows for training, tuning and inferencing

- **Hybrid by design** to run AI anywhere from edge to cloud with data protection

- **High-performance interconnects** for intelligent connectivity and traffic management for large clusters

- **Supercomputing DNA** built into the entire portfolio, sustainable by design, to train the largest models

- **Open ecosystem** for freedom of choice with no lock-in

At HPE Discover Barcelona 2023, HPE announced the latest series of AI-native offerings:

**AI-native solution stacks with NVIDIA to accelerate time to value**

**HPE collaborates with NVIDIA to deliver an enterprise-class, full-stack GenAI solution:** HPE announced an expanded strategic collaboration with NVIDIA to build an enterprise computing solution for generative AI (GenAI). The co-engineered, pre-configured AI tuning and inferencing solution enables enterprises of any size to quickly customize foundation models using private data and deploy production applications anywhere, from edge to cloud. The offering removes the complexity of developing and deploying GenAI infrastructure with a full-stack AI tuning and inferencing solution from HPE and NVIDIA.

**HPE accelerates AI training with new turnkey solution powered by NVIDIA:** HPE recently announced a new supercomputing solution for generative AI designed for large enterprises, research institutions, and government organizations to train and tune models and develop AI applications. The turnkey solution improves time to value and accelerates training and tuning of AI models using private data sets by providing supercomputing technology and the software tools to build faster AI applications and ML models.

“Generative AI is inspiring enterprises to reinvent their businesses using their own data as the rocket fuel for transformation,” said Manuvir Das, vice president of enterprise computing, NVIDIA. “Our extended collaboration with HPE will help enterprises everywhere harness full-stack, accelerated computing and software from NVIDIA to supercharge the power of generative AI.”

**AI-native infrastructure, software and services for AI model development and deployment  
 HPE GreenLake for File Storage increases performance density and throughput for demanding**

**AI workloads:** HPE GreenLake for File Storage, an efficient all-flash unstructured data platform with a cloud operational experience, keeps pace with customers' large-scale AI workloads as they grow and evolve. New enhancements will speed AI model training and tuning, including GenAI and large language models (LLMs), plus accelerate data aggregation and data preparation. Support for 30TB NVMe SSDs and connectivity to new NVIDIA Quantum-2 InfiniBand for GPU-centric compute are available to order today. Upcoming enhancements will increase the capacity density and throughput by seven times\*, and will be available early first half of 2024.

**HPE Machine Learning Development Environment Software as a managed service on AWS and other cloud providers:** HPE Machine Learning Development Environment Software is now available as a managed service with a complete, adaptable, cloud-managed experience for AI/ML model training.

- Accelerate and securely implement GenAI initiatives in days with a flexible managed service that supports any stage of a company's AI/ML journey
- Reduce the complexity and operational overhead with an AI/ML model training managed service to accelerate the time to model development
- Future-proof AI/ML model training infrastructure to help relieve management staffing and processing burdens
- Increase AI adoption with new generative AI studio capabilities to rapidly prototype and test models

**HPE Ezmeral Software provides a future-proof hybrid SaaS foundation for data, analytics and AI:** New enhancements to HPE Ezmeral Software further simplify and accelerate enterprise data, analytics and AI with a comprehensive, end-to-end platform that seamlessly operates across hybrid multi-cloud environments.

- Speed up time to insight across the entire analytics lifecycle with the power of a hybrid data lakehouse that is now GPU- and CPU-optimized and can manage, access and analyze data across any NFS- or S3-compliant solution
- Enhanced model training and tuning in HPE Ezmeral Unified Analytics Software via deep integration with HPE Machine Learning Development Environment Software
- Optimize NVIDIA GPU allocations across workloads and users with GPU-aware capabilities in HPE Ezmeral Unified Analytics Software
- Access expanded third-party integrations with Whylogs for model observability and Voltron Data for GPU-accelerated queries

**Also available as an HPE GreenLake Flex Solution:** The new enterprise computing solution for GenAI is also available as an HPE GreenLake Flex Solution that includes HPE GreenLake for File Storage with Zerto Cyber Resilience Vault software to protect AI models and data sources and OpsRamp software to provide visibility and automation across the AI lifecycle in multi-vendor, multi-cloud environments.

**HPE Services to advance an enterprise's journey to AI:** HPE Services now provides a broad portfolio of consulting services, workforce training and deployment solutions. The new AI

services take customers through every step of the journey: from GenAI and LLM discovery to implementation, where customers develop the optimum operational models and hybrid cloud data strategies needed to build, deploy and scale solutions into transformative outcomes. These comprehensive services are supported by new Global Centers of Excellence for AI and Data now open in Spain, United States, Bulgaria, India and Tunisia.

### **Taiga Cloud partners with HPE to power its GenAI cloud**

Taiga Cloud, a Northern Data Group company, has partnered with HPE to power cloud services using HPE Cray XD supercomputers. Taiga Cloud now provides access to over 27,000 NVIDIA H100, A100 and NVIDIA RTX A6000 GPUs, connected using NVIDIA BlueField DPUs and the NVIDIA Quantum-2 InfiniBand platform.

“The data intensity of generative AI workloads necessitates a different approach to cloud computing allowing a single workload to process massive amounts of data. We chose to partner with HPE to build Europe’s first 100% carbon-neutral Generative AI cloud because HPE understands the importance of a sustainable approach and a new way of thinking. Their unique AI-native architecture reflects our changing world where supercomputing with open ecosystems must intersect with sustainability to democratize AI and enable the most innovative ideas to come to life,” said Karl Havard, managing director, Taiga Cloud.

### **Availability**

The enterprise computing solution for generative AI will be orderable in Q1CY24.

The HPE Services for AI, managed services for HPE Machine Learning Development Environment Software and updates to HPE Ezmeral Software are generally available.

### ***Honeywell's Augmented Reality Solution Helps Set The Stage For Effortless Holiday Shopping Experiences***

28 November 2023

With peak shopping season at hand, solutions that enhance the customer experience and help speed their decisions are increasingly critical. To optimize retail operations and efficiency, Honeywell announced the latest release of its powerful SwiftDecoder™ barcode-decoding software, designed to make shopping easier and help ensure a seamless retail experience.

Used by companies worldwide to scan millions of barcodes each day, SwiftDecoder transforms camera-enabled devices into efficient barcode scanners, offering fast and accurate data capture. For retailers, it seamlessly integrates the software's augmented reality plug-ins into both store associate- and customer-facing applications. This integration boosts productivity by enabling the scanning of shelf tags and visually overlaying graphics and information on the screen. This is beneficial for store associates managing inventory and ensuring price label accuracy, as well as for customers seeking promotional and nutritional details, helping to provide a frictionless checkout experience.

"SwiftDecoder is enabling retailers to create innovative applications that revolutionize the customer journey," said David Barker, president of Honeywell Productivity Solutions and Services. "Fast and frictionless checkouts not only boost customer satisfaction but also improve

operational efficiency, allowing businesses to embrace a forward-thinking shopping experience. With Honeywell technology, accurate and real-time product information is delivered to both associates and customers, leading to higher-quality customer interactions. This convergence of technology and consumer empowerment is helping to reshape the retail landscape, promising a future where frictionless, efficient, and convenient shopping is the new norm."

As peak shopping season approaches, solutions enhancing the customer experience and bringing speed to shoppers' decisions will be critical. With purchasing options like click and collect and innovative options like "Shop and Go" – where consumers can complete purchases in-store without interacting with an associate – the adoption of SwiftDecoder presents an opportunity to create unique shopping experiences that will keep consumers coming back for more.

Reduced wait times at checkout mean that more customers can be served in a shorter period which, in turn, can increase the store's overall sales potential. This technology can also facilitate better inventory management by providing real-time data on product popularity and availability, helping businesses make more informed stocking decisions.

SwiftDecoder's advanced image-processing algorithms can be used in many different devices, including mobile phones, tablets, computers, wearable scanners, drones, and kiosks for a variety of retail and logistics applications.

### *IFS Cloud November Release reinforces AI capabilities across automation and optimization with IFS.ai*

30 November 2023

IFS, the global cloud enterprise software company, announced the general availability of the second of its twice-yearly IFS Cloud releases for 2023. The release is centered on capabilities that will help customers to increase productivity across their business and leverage digital technology to build agility and operational excellence.

The content of this November release is a continuation of IFS' goal to help customers in its core industries to build their composable, intelligent autonomous enterprise.

From this release onwards, the company's recently launched AI architecture IFS.ai's capabilities will be directly woven into all of IFS's products and industry specific capabilities. This makes AI widely available across customers' organizations, enabling them to simulate, optimize, and automate industry-specific business processes and increase productivity of their people, assets and services across their entire business operations.

Enterprises are building business resilience to be able to respond quickly, effectively and in a sustainable way to changing macro-economic conditions. Achieving this for the longer term requires them to build agility and adaptability to mitigate risks, creating a bigger dependency on technology innovation. Those companies who have already invested in digitalization will be able to leverage AI faster and manage their operational performance, as well as increase productivity.

To this end, the November IFS Cloud release continues to focus on three strategic business themes:

- Optimize People, Assets and Services
- Connect Global Operations
- Achieve ESG Goals Profitably

#### **Optimizing People, Assets and Services:**

IFS Cloud uses AI, ML, IoT and automation to streamline processes related to people, assets, and services and improve data quality and compliance.

- **Maximize capacity utilization by combining cross business insights and intelligent automation.** (Manufacturing Scheduling & Optimization, ERP)
- **Improve yield and throughput, reduce costs, and enhance production quality (Intelligent Automation in Manufacturing ERP)**
- **Boost order fulfilment, enhance productivity and improve customer service levels.** (Supply Chain, ERP)
- **Avoid maintenance procedure delays and minimize IT administration.** (Aviation Maintenance)
- **Maximize crew efficiency and reduce costs with higher first-time-fix rates.** (Planning & Forecasting in Service Management)

#### **Connect Global Operations:**

IFS Cloud breaks down data and other operational silos, aligning and connecting people to identify risks and opportunities. The latest enhancements continue to target unwanted complexity, reduce downtime, and positively impact customer services. Advanced management capabilities include:

- **Combine critical business data and transaction updates to optimize offshore maintenance operations between shore and offshore assets.** (EAM)
- **Experience efficient and reliable service delivery with process automation along the entire financial value chain.** (Service Management)
- **Reduce costs and complexity and experience fast, efficient document signing with electronic signatures through Adobe integration.** (Asset Management)

#### **Achieve ESG Goals Profitably:**

As customers and consumers become more demanding of a company's ESG stance, a clear strategy and ability to deliver results will create long-term value. IFS Cloud is designed to help manage and achieve ESG goals, profitably and transparently. The latest update allows industries to leverage data to measure progress against commitments, demonstrate accountability, reuse components, reduce production costs and increase revenue.

- **Quickly access ESG-focused insights across energy consumption, materials used and DEI for more informed decision-making.** (Lobbies in IFS Cloud)
- **Easily and accurately track progress against Scope 1 and 2 sustainability goals.** (IFS Cloud Emissions Tracker)
- **Reuse components for re-manufacturing and reduce production costs.** (Supply Chain, ERP)

**Christian Pedersen, Chief Product Officer, IFS, said:** “Accelerating digital transformation remains a top priority for our customers as they continue to depend on technology to build predictability in performance and resilience in their business. With this latest release of IFS Cloud, we have stayed true to our product vision to enable customers to adopt our innovation out of the box.” **Pedersen added:** “This includes our commitment to providing a product that stays evergreen. Delivering a composable option that provides a clear path to always being up to date with the latest digital and AI innovation is central to that.” **He concluded:** “IFS.ai capabilities already exist in IFS Cloud, and we are continuing investment into this area. Our aim with AI is to make organizational-wide impact for all our customers across all their users.”

### *Latest release of Coreform Cubit enhances neutronics workflows*

30 November 2023

*Coreform LLC, developer of next-generation computer-aided engineering software, announces a historic release of Coreform Cubit that enables neutronics on CAD.*

Recent investment in both nuclear fusion and fission companies has increased, and these industries require more efficient, robust workflows to develop and test reactor designs. Until now, a favored workflow by leading researchers has been to run neutronics calculations directly on CAD geometry or on a simulation mesh instead of reconstructing the design in the painstaking process of constructive solid geometry (CSG) creation, which has traditionally been the required geometry for neutronics in leading codes such as MCNP or OpenMC.

Coreform announces the release of Coreform Cubit 2023.11, providing advanced meshing for challenging workflows, which has workflows that enable neutronics on CAD for the first time in any commercial software package based on the DAGMC workflow developed by Dr. Paul Wilson’s team at the University of Wisconsin as a long-time Cubit plugin. The newly integrated functionality enables a seamless workflow to prepare CAD geometry for a number of neutronics codes, including MCNP and OpenMC.

“This integration will significantly improve neutronics simulation workflows for OpenMC and MCNP users,” notes Matthew Sederberg, Chief Strategy Officer at Coreform. “We are pleased to be able to offer these enhancements to our customers.”

Enhancements include an exporter to the DAGMC radiation transport code, improvements to the ABAQUS export to support the MCNP radiation transport code, as well as an MCNP importer that reconstructs MCNP models within Coreform Cubit. A new coarse trimesher setting was added to support producing meshes for radiation transport codes used within the nuclear energy industry.

“Our team has worked hard to provide this new functionality for the nuclear energy community, and we feel energized by the positive responses we have received,” said Michael A. Scott, CEO. “Coreform is committed to further innovation on behalf of clean nuclear energy.”

## *Launch of Altair® RapidMiner® 2023 Platform Delivers Next-Generation Generative AI Capabilities*

28 November 2023

Altair, a global leader in computational science and artificial intelligence (AI) announced that Altair® RapidMiner®, its data analytics and AI platform, is becoming more integrated, more powerful, and easier to use thanks to a new series of groundbreaking updates.

“The upgrades to Altair RapidMiner elevate the platform’s capabilities to a new level and further solidify its position as a comprehensive, end-to-end, and one-of-a-kind offering within the data analytics and AI sphere,” said Sam Mahalingam, chief technology officer, Altair. “By giving users of all skill levels and personas more powerful and user-friendly access to low- and no-code capabilities, Altair RapidMiner is a game-changing ecosystem for organizations in all industries, helping them reduce friction and accelerate their digital transformation journey.”

### **New, Advanced Tools for Integrating LLMs into Business Applications**

Solutions in the Altair RapidMiner ecosystem with AI embedded now deliver generative AI capabilities, allowing users to simplify their workflow design and build unique versions of large language models (LLMs) like ChatGPT using their own data.

For example, a global enterprise can create a version of ChatGPT fine-tuned to their nomenclature, product universe, applications, and clients. The Altair RapidMiner platform also utilizes ChatGPT’s new API so users can enable further customization without needing to write any code. In addition, users can access all 300,000 Hugging Face models with a single click and fine-tune models with billions of parameters. Altair RapidMiner also utilizes LLMs to improve the overall experience: users can simply state desired data transformations and the software creates the appropriate workflow automatically.

### **Expanded AutoML and No-Code Development Features Bring Data Science to Everyone**

Altair RapidMiner’s comprehensive AutoML toolset now supports automated clustering in addition to predictive modeling, feature engineering, and time series forecasting. The intuitive wizard-based user experience empowers users new to machine learning to build production ready models.

The software also supports one-click deployment of AutoML models and simplifies operating predictive models trained with AutoML as REST API endpoints. Non-expert users like data analysts and citizen data scientists can deploy and integrate machine learning models in seconds using Altair RapidMiner’s pre-configured deployment settings.

Additionally, Altair RapidMiner now provides a wizard-based tool for building Altair’s unique, patented, and highly explainable decision trees. These enable users without data science backgrounds to visualize complex interactions within data and understand how an AI model

produces its output. Users can grow trees automatically, find the best splits, delete splits, and save scoring workflows.

### **Streamlined Coding Experience for the SAS Language, Python, and R**

Altair RapidMiner also includes Altair SLC™, an alternative SAS language environment, with a complete integrated development environment plus low- and no-code tools to support advanced analytics features, high productivity, and short development and deployment cycles. With Altair SLC, it's now easier than ever for enterprises to move to a flexible, modern analytics platform with minimal business impact. The enhanced Python API allows users to test and run SAS language code from within their Python development environment.

Additionally, Altair RapidMiner's workspaces capability introduces a new development paradigm for Python developers in Altair® AI Cloud™. Workspaces comprise interactive coding sessions which allow developers to use a standard IDE to develop production-ready Python code based on governed, centrally provisioned Python environments. To execute their code, users can easily specify and spin up compute resources to fit their needs, including selecting GPU hardware for complex modeling tasks like image processing, large-language modeling, or similar functions.

### **New, Powerful Tools for Historical and Live Data Visualization**

Altair® Panopticon™, Altair RapidMiner's comprehensive data visualization and streaming analytics solution, offers a streamlined user interface, including a new generation of data visualization parts, new layout templates and tools, and new style settings that make building, publishing, and using dashboards more intuitive than ever. These improvements mean designers can spend less time on setup and focus on building and deploying better-looking, easier-to-understand dashboards.

Moreover, analysts can better analyze large, complex, and fast-changing datasets, spot outliers and anomalies, and gain new insights into their data quickly. Panopticon displays data – including cloud data, file data, big data, and streaming data – as it happens, using in-memory caching without middle storage. It offers in-memory data blending, combining data from disparate sources, and allows users to visualize more data points than ever. Its data governance capability gives users access to the same dashboard but with individualized data content. It also allows users to move seamlessly in and out of the tool to and from other browser-based systems.

### **Continued Investment in Patented Data Extraction and Prep**

Altair RapidMiner continues its more than 30-year record of data extraction and preparation advancement – with Altair® Monarch® – offering improved performance and security, including direct read/write support for Azure Blob storage, Google Cloud storage, Oracle Cloud storage, and Azure Active Directory. With its advanced PDF to Excel functionality and ability to extract core banking system and accounting reports, Monarch continues to be a market leader.

## *Market Leaders Collaborate with Synopsys to Realize Gains of Generative AI Across Synopsys.ai Full EDA Stack*

27 November 2023

Synopsys, Inc. announced the expansion of its leading Synopsys.ai™ EDA suite, to bring the power of generative artificial intelligence (GenAI) across the full stack in order to dramatically improve engineering productivity for the semiconductor industry. This expands upon Synopsys' recent announcement to deliver Synopsys.ai Copilot, the first in a series of GenAI capabilities for chip design.

The integration of GenAI across the Synopsys.ai suite will provide chip designers with collaborative capabilities that offer expert tool guidance; generative capabilities for RTL, verification, and other collateral creation; and autonomous capabilities for workflow creation from natural language. Synopsys is engaging early with leading chip makers including AMD, Intel, and Microsoft to leverage the value of GenAI across the Synopsys.ai full EDA stack, from design and verification to test and manufacturing.

“For 37 years, Synopsys has helped chipmakers solve their toughest design challenges and continues to be a catalyst for semiconductor progress,” said Shankar Krishnamoorthy, general manager, Synopsys EDA Group. “As the pioneer of AI-driven chip design, Synopsys is directly addressing engineering productivity during a period of talent shortages by expanding our leading Synopsys.ai suite to include generative AI capabilities across the full stack. This is an exciting time in the semiconductor industry and Synopsys continues to innovate relentlessly to enable the industry to meet stringent compute and performance-per-watt requirements of end markets.”

### **Hyperconverged AI-Driven EDA Suite Delivers Sustained Differentiation**

As the pioneer of AI-driven chip design, Synopsys is addressing the engineering productivity gap by delivering production-proven, AI-driven optimization and data analytics capabilities across all stages of IC chip development. The Synopsys.ai EDA suite accelerates the chip design workflow by enabling companies to build more chips faster with a workforce that is not growing at the same pace as the industry demands.

Now, in collaboration with leading customers, Synopsys is working on extending this to the next level of productivity with generative AI capabilities across the EDA stack, including:

- Collaborative capabilities that provide engineers with guidance on tool knowledge, analysis of results, and enhanced EDA workflows
- Generative capabilities to expedite development of RTL, formal verification assertion creation, and UVM testbenches
- Autonomous capabilities, which will enable end-to-end workflow creation from natural language spanning architecture to design and manufacturing

### **Industry Leaders Embrace Synopsys.ai Generative AI Capabilities**

Synopsys is currently enabling Synopsys.ai GenAI collaborative and generative capabilities for the following industry leaders:

“AMD is very excited about the opportunities we see to provide our design teams with generative AI capabilities that will enable them to more efficiently deliver multiple generations of leadership products,” said Mydung Pham, corporate vice president, Silicon Design Engineering at AMD. “We have adopted generative AI capabilities like those in Synopsys.ai EDA suite to provide our design teams with tools that can accelerate high quality RTL generation and reduce turnaround time for complex design tasks. We are excited to be working with Synopsys on this transformative journey.”

“Generative AI capabilities in Synopsys.ai EDA suite can provide a real boost to designer productivity,” said Navid Shahriari, senior vice president and co-general manager of Intel’s Design Engineering Group. “The ability for the system to automatically generate RTL based on natural language specifications will allow design teams to work efficiently in the face of increasing chip design complexity.”

“Microsoft partners with EDA solution providers to enable us to quickly integrate innovation from across the industry,” said Silvian Goldenberg, general manager, Silicon Development CAD at Microsoft. “Our engineering teams worked closely with Synopsys on the development of Synopsys.ai Copilot and plan to apply its generative AI to workflows like formal verification to increase accessibility and reduce the time from ideation to design.”

### *Materialise Introduces Mimics Flow Case Management, Supporting Quality Management and Compliance for Hospital 3D Printing Labs*

27 November 2023

Materialise, a global leader in 3D planning and printing services for the medical industry, has introduced Mimics Flow Case Management, a case management solution for hospital point-of-care 3D printing labs. The new offering enables hospitals to enforce quality management within 3D workflows, digitally streamline point-of-care and 3D printing processes, and empower collaboration between clinicians, 3D lab leaders, and engineers.

Personalized patient care is increasingly becoming a reality, driven by technological advancements such as 3D printing and advanced visualization techniques. Increased accessibility of 3D printing in the medical field has led to significant growth of applications using the technologies. However, hospitals are missing the right tools to scale their 3D printing and planning activities, ensure quality compliance, and enable better patient care.

“Point-of-care 3D labs are becoming more common as hospitals see the value in onsite 3D printing and advanced visualization for personalized patient care,” said Brigitte de Vet-Veithen, Vice President of Materialise Medical. “With the new Mimics Flow solution, Materialise offers 3D labs and the clinicians who rely on them a complete case management system to better organize, track, and collaborate on cases.”

Mimics Flow integrates with Mimics Innovation Suite 26, the medical image-based engineering toolbox, to provide a single workspace for all stakeholders, including 3D lab engineers and leaders, as well as clinicians requesting 3D services. With this single workspace, administrators can view all operational work, while clinicians and engineers have individual user profiles with

their access interface and personalized rights. This streamlined process and access help scale operations, organize and manage files, and improve efficiency in point-of-care 3D printing activities.

Quality management features in Mimics Flow Case Management enable hospitals to implement checks and controls within their workflow, ensuring each case meets quality requirements. Users can record quality metrics and leverage the data to measure, analyze, and optimize their 3D planning and printing processes. In addition, automatically generated Case History Reports and action logs help ensure seamless compliance and promote high-quality delivery.

The user-friendly 3D Viewer accelerates the approval process and increases clinician engagement by enabling both the 3D lab and clinician to provide feedback and updates on the status of each case.

In addition to improving collaboration among hospital stakeholders, Mimics Flow Case Management can be used as a patient and peer communication tool. Using the 3D Viewer during consultations allows clinicians to share or open a view of their 3D models from any device.

Attendees of the 2023 RSNA Annual Meeting in Chicago can learn more about Mimics Flow at Materialise's exhibit (North Hall Level 3 — 8103) through November 30, 2023.

### *Siemens revolutionizes engineering simulation with HEEDS AI Simulation Predictor and Simcenter Reduced Order Modeling*

28 November 2023

Siemens Digital Industries Software set the benchmark for innovation in the field of engineering simulation with the launch of two groundbreaking solutions - HEEDS™ AI Simulation Predictor software and Simcenter™ Reduced Order Modeling software. These tools empower engineers to tackle the most complex challenges manufacturers face, delivering predictive performance with speed, precision, and efficiency.

Siemens' HEEDS AI Simulation Predictor unlocks new possibilities for manufacturers by empowering engineering teams to harness the potential of advanced AI-driven predictive modeling. As a new addition to the Siemens Xcelerator portfolio, it can revolutionize design space exploration.

#### **Key Advantages:**

- **Optimize products with precision:** HEEDS AI Simulation Predictor harnesses state-of-the-art AI with built-in accuracy awareness helps organizations to fully leverage the digital twin to fine-tune and optimize their products with unprecedented precision.
- **Faster, more innovative designs:** By tapping into historical simulation studies and accumulated knowledge, engineering teams can swiftly craft high-performing, innovative designs, significantly reducing time-to-market.

#### **Addressing the AI drift challenge**

One of the most significant challenges in AI-powered simulation is AI drift, where models extrapolate inaccurately when faced with uncharted design spaces. To address this challenge, HEEDS AI Simulation Predictor introduces accuracy-aware AI. This new technology actively self-verifies predictions, aiding engineers to conduct simulations that are not only accurate but also reliable in the context of real-world industrial engineering applications.

“With HEEDS AI Simulation Predictor, we have significantly improved various components of the gas turbine, leading to highly optimized designs and accelerated design cycles,” said Behnam Nouri, Team Lead, Engineering & Platform Design, Siemens Energy. “Our thermo-mechanical fatigue predictions have been effectively upgraded to process ~20,000 design members in only 24 hours, yielding a 20% improvement in component lifetime. This has allowed us to fully characterize the limits of our existing design space which is required for high-efficiency turbine engines. The HEEDS AI Simulation Predictor technology has enabled us to save over 15,000 hours of computational time.”

Siemens today also introduces Simcenter Reduced Order Modeling, new software that harnesses high-fidelity simulation and test data to train and validate AI/ML models. These models then enable engineers to perform predictions in a fraction of a second, transforming the way engineering professionals approach simulation.

#### Key Advantages:

- **Speed and precision:** Simcenter Reduced Order Modeling uses high-fidelity data to empower engineers to gain rapid predictions and to make critical decisions in a fraction of the time it would take using conventional methods.
- **Predictive performance:** By training AI/ML models on comprehensive datasets, this technology enables engineers to gain robust, reliable, and trustworthy insights, helping to eliminate the common issue of AI drift.

“Simcenter Reduced Order Modeling lets us accelerate our simulation models to the point where a detailed fuel cell plant model runs faster than real time, with the same accuracy as a full system model,” said Jurgen Dedeurwaerder, Simulation Engineer, Plastic Omnium. “This enables activities such as model-in-the-loop controller development and testing to be done faster, shortening the overall development cycle by around 25%. At the same time, it gives us a reliable, IP protected, and cost-effective way to distribute models to other teams, both internally and to our customers to augment their own products and processes, resulting in better quality products delivered to end users.”

“HEEDS AI Simulation Predictor and Simcenter Reduced Order Modeling represent a true breakthrough in simulation technology. They enable our customers to take advantage of benefits of artificial intelligence-driven simulation to speed their exploration of a design space and to do so accurately and robustly,” says Jean Claude Ercolanelli, Senior Vice President, Simulation and Test Solutions at Siemens Digital Industries Software. “It also enables them to not only use these breakthrough technologies on new projects, but to leverage decades of past simulation data to help deliver new insights on current projects.”

## TCS launches new Generative AI practice in collaboration with AWS

27 November 2023

Tata Consultancy Services (TCS) has launched its AWS generative AI practice, to help customers harness the full potential of AI and AWS generative AI services to transform different parts of their value chain and achieve superior business outcomes.

Generative AI has captured the attention of enterprises globally for its potential to significantly reshape industries. TCS has been at the forefront of helping clients across different industries explore relevant use cases for generative AI through proofs of concept and pilots. Using its deep domain knowledge across different industry verticals, TCS has developed an extensive catalog of use-cases for generative AI.

To accelerate its customers' journeys, TCS has invested in foundation training of over 100,000 employees on generative AI. It is now focused on deepening their expertise further, including certification of over 25,000 employees on AWS generative AI services and with the announcement of this new practice today.

TCS' AWS generative AI practice will help enterprises choose and quickly scale the right solutions for their unique business needs and transform their organizations, using AWS' services such as Amazon Bedrock. TCS' consultants will help clients explore the most impactful use-cases in their business context, experiment collaboratively and co-innovate generative AI-powered solutions.

This co-innovation can take place at TCS Pace Ports™, the company's innovation and research hubs located in major city hubs including New York, Pittsburgh, Toronto, Amsterdam, and Tokyo. At these sites, the teams can also leverage work done by academic researchers and start-up partners from TCS' innovation ecosystem.

*"To make generative AI deployment effective and trust-worthy, we must approach the technology holistically across multiple dimensions including creativity, productivity, and business value. Drawing from all the investments we have made in building deep capabilities in generative AI, our strong partnership with AWS, and contextual knowledge of our customers' businesses, we help them take a comprehensive approach to realize the true potential of generative AI to drive their growth and transformation,"* said **Krishna Mohan, Deputy Head, TCS AI.Cloud unit.**

TCS offers a comprehensive portfolio of generative AI services and solutions including consulting and advisory, solution design and prototyping, large language model training and fine-tuning, guardrail agent design, project delivery and ongoing maintenance. TCS is building a responsible AI framework to help enterprises navigate the ethical and safe uses of AI.

TCS' AWS generative AI practice will use that technology to help customers uncover and classify organizational knowledge and abstract out insights that optimize their business decision-making or create content. The resultant solutions significantly enhance customer experience and employee productivity.

Further, to drive up productivity of its clients' IT organizations, TCS will help them deploy Amazon CodeWhisperer to provide generative AI-powered code recommendations to developers directly, saving them the effort and enhancing the quality of their code.

*"Generative AI is one of the most transformational technologies of our generation, allowing organizations to reimagine their customers' experience, increase employees' productivity, and enhance overall business operations. AWS has been focused on making AI accessible to companies of all sizes and across industries, and by deepening the AWS and TCS relationship through the TCS generative AI practice, more customers can easily and quickly leverage and benefit from generative AI,"* said **Vasi Philomin, Vice President of Generative AI, AWS.**

Wyndham Hotels & Resorts, the world's largest hotel franchising company with approximately 9,100 hotels across over 95 countries on six continents and a portfolio of 24 global brands, has also enhanced its partnership with TCS as a strategic technology partner to manage the hotel group's core systems and IT business and digital transformation journey on AWS.

*"At Wyndham, we're on transformative digital journey as we pursue our mission of making hotel travel possible for all. Through our work with TCS and AWS, we've been able to migrate our systems to the cloud while further investing in data standardization. These investments have allowed us to build a foundation that will not only help to accelerate future innovation, but also realize the promise of generative AI powered by Amazon generative AI services,"* said **Scott Strickland, Chief Information Officer, Wyndham Hotels & Resorts.**

### *Tecsys Pioneers Integrated DSCSA Serialization Compliance with Launch of Elite™ WMS for Healthcare Distribution*

27 November 2023

Tecsys Inc., a global leader in supply chain management solutions, announced Elite™ WMS for Healthcare Distribution, a warehouse management system with embedded serialized DSCSA support designed for efficient and continuous compliance with DSCSA regulations as outlined by the U.S. Food and Drug Administration (FDA).

Tecsys' Elite WMS for Healthcare Distribution is the industry's first warehouse management system that locally maintains full inference data on the GS1 system of standards, specifically the Serial Global Trade Item Number (SGTIN) and the Serial Shipping Container Code (SSCC). In addition to ensuring efficiency of critical warehouse functions, the system features real-time compliance and streamlined workflows for receiving, putaway and fulfillment. Its unified approach eliminates the need for multiple systems to run simultaneously, avoiding dual-entry workflows.

With the DSCSA mandate requiring electronic documentation of products and ownership now in effect, Elite™ WMS for Healthcare Distribution provides wholesale pharmaceutical distributors and 3PLs a market-tested solution for regulatory adherence. Trading partner readiness extends downstream to health system and retail pharmacy clients, who must ensure upstream and downstream compliance to facilitate traceability through to the point of use.

“While the industry plays catch up on this functionality, Tecsys has the distinct advantage of several years of experience designing and enhancing DSCSA-driven capabilities,” explained John Reichert, senior director of Supply Chain Execution at Tecsys. “This newly launched WMS offering builds on that advanced serialization foundation to provide the market a highly targeted and robust DSCSA-compliant warehouse management system.”

Tecsys’ senior director of Pharmacy Solutions and American Society of Health System Pharmacists member Valerie Bandy, PharmD, MBA, commented, “DSCSA’s regulatory requirements have been a series of moving goalposts. Tecsys Elite™ WMS navigates those evolving requirements so that organizations can drive compliance as an integrated process within their supply chain, even as those parameters change.”

From its involvement with the Healthcare Distribution Alliance (HDA) to its participation in DSCSA serialization seminars, Tecsys continues to invest in its healthcare and pharmacy-specific supply chain traceability platform. Elite™ WMS for Healthcare Distribution leverages Tecsys’ regulatory and compliance expertise in hospital logistics, providing the highest degree of functional maturity in the industry. This integrated DSCSA serialization compliance minimizes redundant integrations and manual record checks, enabling real-time inventory reconciliation.

“It’s not just about avoiding non-compliance penalties,” Reichert added. “It’s about enhancing efficiency, ensuring the integrity of your supply chain, and ultimately delivering better service to your healthcare providers and their patients.”

### *Trimble Introduces Automatic Stream Switching, Allowing Seamless Centimeter-Level Accuracy Via Satellite and Cellular*

28 November 2023

Trimble announced stream switching - a new feature allowing farmers to seamlessly stream Trimble CenterPoint® RTX, RangePoint® RTX and ViewPoint RTX®, over IP or satellite. Available for farmers using a NAV-900 or NAV-500™ receiver, this new feature delivers less down time and performance comparable to RTK without the complexity of base stations.

Given the importance of uptime in farming operations, this solution was designed to provide farmers with the optimal GNSS corrections stream, delivered via IP or satellite, depending on signal strength. In areas prone to satellite cutoffs due to elevation changes or canopy, the signal switches to the modem and stays on IP. For regions with bad cellular connection, the streaming automatically switches to satellite. Through this seamless stream switch, farmers gain improved guidance uptime, taking from the best of both worlds and boosting productivity through RTK level corrections - without any additional software or mindspace.

“By enabling stream switching, farmers will have more uptime, potentially eliminating downtime due to loss of signal,” said Olivier Casabianca, vice president, Trimble Positioning Services. “At Trimble, we’re continually innovating to address challenges we hear from our customers. This is a result of direct feedback we’ve received from farmers and a solution we’ve developed to address those connection issues and eliminate downtime.”

This feature is available to farmers who have an active modem and a current Trimble RTX subscription by updating their NAV-900 or NAV-500 receiver to the latest firmware. Farmers can now simply switch the signal source to automatic, and it's ready to go.

### *Update for the Kontron susietec® Connect IoT bundle*

28 November 2023

**With the susietec® toolset, Kontron, a leading global provider of IoT/Embedded Computing Technology (ECT), offers a combination of software, hardware and expertise, that enables companies to implement holistic digital transformation solutions. The Connect IoT bundle combines a powerful industrial computer platform with a low-code interface integration solution, which in the new release v3.1 offers additional versatile functions for machine manufacturer and operators.**

The Kontron susietec® Connect IoT bundle combines the KBox A-250 industrial computer platform with the FabEagle® Connect low-code integration solution for easy interface integration, making it possible to standardize an integration level in smart factories without high-level language programming. With the new v3.1 release of FabEagle® Connect, data interfaces are now also available to the SQL databases Firebird, Microsoft SQL, MySQL, Oracle, PostgreSQL and SQLite. In addition, C# code components make edge data processing flexible and freely customizable. The new live diagnose feature with filterable message monitor simplifies diagnostics during configuration and operation. Starting at the end of 2023, the cost-optimized industrial computer platform KBox A-250 will also be available as an option with factory preinstalled FabEagle® Connect, which enables a rapid start to connect machines.

Because, in addition to the new data interfaces, digital signals can also be recorded on the GPIO interface of the KBox A-250, the Connect IoT bundle is the ideal solution for connecting older machines. But even in modern production environments, where machines and devices are connected to cloud systems, all data is recorded at the machine thanks to the smart gateway, which processes the data locally and makes it reliably available to the cloud. With the new FabEagle® Connect code components, existing company-specific solutions can continue to be used.

The Kontron susietec® Toolset, consisting of ten specialized software solutions and nine hardware products, is based on the long-standing expertise of various software and hardware specialists from Germany, Austria and Switzerland. Customers benefit from the experience and know-how gained from numerous international digitalization projects involving equipment providers, suppliers and manufacturers.

### *What's New in NX | June 2023 | Visualization*

24 November 2023

Michael Hobson published a blog post on the Siemens Blog announcing the most recent updates to hit Siemens NX. Michael details the changes to: Siemens Visual Materials, Appearance Management, Cameras, and Ray Traced Studio.

Read the full post here: <https://blogs.sw.siemens.com/nx-design/whats-new-nx-jun-2023-visualization/>

## *Wipro Launches Continuous Compliance Solution Built on Amazon Security Lake*

28 November 2023

Wipro Limited a leading technology services and consulting company, announced the launch of their Continuous Compliance Solution built on Amazon Security Lake in collaboration with Amazon Web Services (AWS).

Amazon Security Lake automatically centralizes an organization's security data from across their AWS environments, SaaS providers, on-premises environments, and cloud sources into a purpose-built data lake. Wipro's solution is designed to equip enterprises with advanced capabilities to meet compliance requirements in a continually evolving regulatory landscape by providing ongoing visibility into compliance posture and governance of business applications from pre- to post-cloud migration.

"The importance of mitigating security risk and maintaining compliance without sacrificing agility and innovation has never been greater," said **Tony Buffomante, Senior Vice President and Global Head of Cybersecurity Risk Services at Wipro**. "The Wipro Continuous Compliance Solution addresses security and compliance challenges by effectively collecting all relevant data and signals within Amazon Security Lake. By harnessing the power of artificial intelligence (AI), the solution delivers actionable insights, providing our customers with a nearly real-time view of their compliance and security posture."

### A Solution for the Modern Regulatory Environment

The dynamic nature of compliance necessitates flexibility and agility in business strategies, as well as a scalable infrastructure that enables companies to continually adjust their operations to remain in adherence. As organizations increasingly move to cloud, the importance of maintaining data compliance without sacrificing agility and innovation has never been greater.

The Wipro Continuous Compliance Solution aims to reconcile these objectives by offering a unified platform where companies can manage, monitor, and maintain compliance requirements seamlessly. Built on Amazon Security Lake, the solution benefits from scalable architecture, robust security features, and ease of integration.

"We recognize that navigating the complex maze of regulatory compliance is a significant challenge for businesses today," said **Jason Eichenholz, Senior Vice President and Global Head of Ecosystems & Partnerships at Wipro**. "The Wipro Continuous Compliance Solution reaffirms our commitment to helping our clients stay ahead of legal and compliance requirements while maintaining the necessary flexibility to accommodate and enable future growth."

Among the key features and benefits of the Wipro Continuous Compliance Solution are:

- **Comprehensive Global Compliance Frameworks:** Out-of-the-box support for compliance standards such as GDPR, CCPA, HIPAA, and more.

- **Real-time Monitoring and Alerts:** Continuous assessment of data and real-time alerts for any compliance-related anomalies.
- **Automated Reporting:** Simplified and automated generation of compliance reports for internal review and external audits.
- **Cost-effective and Scalable:** Leveraging AWS's pay-as-you-go model for scalable and cost-effective compliance management.
- **In-depth Analytics:** Analytical tools that provide insights into data usage, potential risks, and optimization opportunities