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CIMdata News

CIMdata Publishes eBook: “Servitization for Competitive Advantage in Heavy Equipment”

31 October 2024

Today, CIMdata, Inc., the leading global PLM strategic management consulting and research firm, published a new eBook focused the application of service lifecycle management (SLM) in the heavy equipment industry and how Siemens Digital Industries Software (Siemens) SLM solutions enable companies in that industry to move to a servitization business model. This eBook describes how a robust SLM solution can enable companies in the heavy equipment industry to aggregate, contextualize, simulate, and analyze operational data captured from managed assets into actionable insight that can drive service planning, improve design for serviceability, and optimize heavy equipment in-service use and operations.

Built on Siemens Xcelerator portfolio, Siemens’ SLM solution is a comprehensive, integrated suite of software and services augmented by strategic relationships with third-party service application providers. The core of the SLM solution is Teamcenter SLM, which provides a comprehensive enterprise digital thread backbone that manages a complete digital thread of service-related information and enables a comprehensive performance digital twin. Key is Teamcenter’s ability to manage large, complex, multi-variant configurations that encompass all the mechanical, electrical/electronic, software, and documentation components of any serviceable asset. Siemens open approach fully supports the three key areas of SLM—Service Engineering, Service Operations, and Asset Performance Management.

According to Mr. Ken Amann, CIMdata Executive Consultant, “Siemens pragmatic approach to delivering open SLM solutions provides the breadth and depth that enterprises need to create comprehensive, actionable digital twins of heavy equipment and manage the complete service lifecycle across a heterogenous set of extended enterprise solutions. This enables companies transform to servitization business models, turning service into a competitive, customer loyalty building advantage.”

To learn more about how Teamcenter SLM and Siemens open SLM strategy can enable companies to deliver more effective service to their customers and create a service-driven competitive advantage, please download and read the complete eBook at <https://www.cimdata.com/en/resources/complimentary-reports-research/white-papers>.

Industrial AI at Scale: IFS Unleashed 2024 - a CIMdata Commentary

29 October 2024

Key Takeaways

- Over 3,000 attendees convened at IFS Unleashed 2024, the IFS user event held in Orlando FL.

- IFS has grown significantly—both organically and through acquisition—over the last decade, capped by 30% growth in 2023.
- IFS is all-in on generative artificial intelligence (genAI), with their IFS.ai services available across their IFC offerings and their industry solutions. Over 300 use cases are in development, with 60 use cases being delivered in 2024.

CIMdata had the pleasure of attending IFS Unleashed 2024, held on 14-18 October 2024 in Orlando FL. [\[1\]](#) According to IFS, about 3,000 attended live, and still more joined virtually, 50% more than attended the last IFS Unleashed event in 2022.

Founded in Sweden in 1983, IFS launched its first software product focused on maintenance support in 1985. In 1990, they launched IFS Applications, a component-based platform. Expanding organically and through acquisition, IFS launched IFS Cloud in 2021. Today, IFS natively offers a range of enterprise applications, including enterprise resource planning (ERP), customer relationship management (CRM), human capital management (HCM), enterprise asset management (EAM), and field service (FSM). [\[2\]](#) IFS Cloud can also be deployed on-premises.

IFS has been busy since the last IFS Unleashed event. Just before the 2022 event, IFS acquired Ultimo Software Solutions, a Netherlands-based EAM solution provider. This built upon their long-time strength in EAM in their core platform. Later in 2022, IFS acquired US-based P2 Energy Solutions for their energy and resources management solutions. The energy sector is a key industry for IFS, so this buy makes sense. In 2023 IFS acquired Poka, Inc., a Canadian provider of a connected worker platform, a nice compliment to IFS' strengths in manufacturing. Finally, in 2024 IFS acquired Copperleaf Technologies, Inc, a Canadian firm offering asset investment planning and management capabilities, and EmpowerMX, a provider of aviation maintenance software. Collectively, these firms added about \$200 million to IFS' revenues. [\[3\]](#) As we heard during IFS Unleashed 2024, Copperleaf nicely supplements IFS' EAM capabilities to now span the full asset lifecycle from idea through life, and EmpowerMX enhances their solid market position in MRO.

Another change from 2022 is at the CEO position. In January 2024, IFS announced that Mr. Mark Moffat was promoted to Chief Executive Officer (CEO), with Mr. Darren Roos appointed Chairman of the Board. [\[4\]](#) Previously IFS Chief Customer Officer, Mr. Moffat came to IFS after many years at PricewaterhouseCoopers (PwC).

Mr. Moffat took over a company with a track record of strong growth, topped by their 2023 results. Net revenue was €1.062 billion, an increase of 30% over 2022. Recurring revenue was €810 million, up 35% over 2022. 79% of IFS' total revenue is now recurring (up from 36% when Mr. Roos took over as CEO in 2018). During his remarks, Mr. Moffat stated that IFS' goal is to be the undisputed category leader in industrial software, providing a class leading artificial intelligence (AI) platform.

Team Purple, as Mr. Moffat referred to his IFS "team", is 7,000 employees strong, with over 30% in R&D, doubled over the last five years. IFS has over 400 partners in their ecosystem. To date, IFS has conducted over 1,000 Digital Business Value assessments, their methodology to

support business transformation using IFS offerings. These assessments estimated a \$16B potential annual benefit for their clients and \$3B in revenue growth opportunities. Mr. Moffat claimed that by using this approach their clients averaged 22% improvement in key metrics like cost, revenue, or productivity. Many solution providers conduct business assessments and construct ROI models to help make implementation decisions. CIMdata does that as part of its industrial consulting, and uses those ROI models throughout implementation to ensure the target benefits are achieved. Sadly, many industrial companies use ROI models to justify their investment decisions and then ignore them thereafter.

No enterprise software conference would be complete without discussion of AI, specifically generative AI (genAI). Of course, AI is ever-present in our personal and business lives. Recommendation engines and the ubiquitous presence of Alexa and Siri (among other virtual assistants) are as near as our smartphone. For some time, many industrial software solution providers have leveraged machine learning (ML) to improve the user experience (UX). But with the introduction of ChatGPT in November 2022, the awareness and availability of genAI solutions helped interested users to generate prose, art, and music. Today, enterprise software companies are embedding genAI into applications to leverage general and business knowledge to enhance the UX, reducing mundane work allowing users to focus on making better decisions.

IFS has used AI for years and wasted no time in leveraging genAI to benefit their customers. In 2023, IFS launched its IFS.ai in the US, focused on “capabilities that will help customers increase productivity across their business and leverage digital technology to build agility and operational excellence.” [5] IFS is working to leverage IFS.ai capabilities across their expansive IFS Cloud and industry solutions as shown in Figure 1. Mr. Moffat claimed IFS is working on 300 use cases, with 60 available soon.

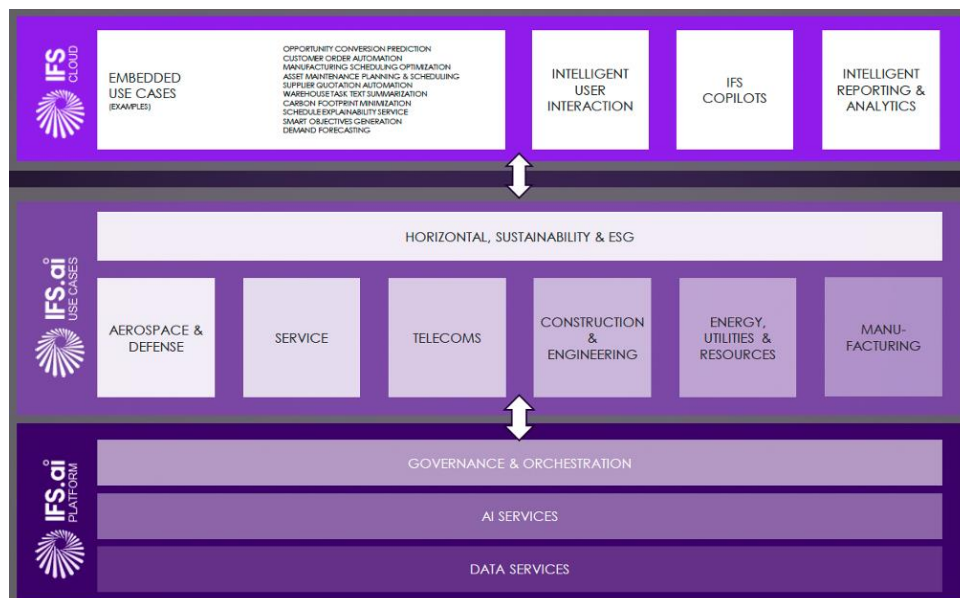


Figure 1—AI Available Across IFS Solution Stack
 (Courtesy of IFS)

Mr. Christian Pedersen, Chief Product Officer, claimed that AI is everywhere, and IFS is applying it to their core capabilities. In their discussion it was clear IFS was using Retrieval Augmented Generation (RAG), which applies contextual data about the user and their needs to focus genAI support. As Mr. Pedersen stated, “specific beats generic every day of the week,” claiming “Industrial AI” understands your context, your people. IFS believes “the future is industrial AI driven.”

IFS has been running an advertising campaign in US airports this year to build brand awareness. The campaign focuses on how IFS is helping our built world and many important services to run more effectively. Mr. Bas De Vos, Vice President of Technology Product Management, started his brief remarks by noting almost anything done at an airport is supported by IFS. He and his team then delivered an expansive 90-minute live demonstration showing how IFS is leveraging its emerging genAI capabilities, from imagining and creating new assets to be managed to field service that keep planes flying. In multiple scenarios presented in the demo, the genAI-enhanced UX helps IFS users improve operations and optimize customer experience. The end-to-end demonstration was impressive, and it helped that attendees could see it in person at the IFS booth in the exhibit hall.

Mr. Matthew Duffy, Chief Global Business Model Reinvention Practice, PwC, also helped make the case for industrial AI. Like many consultancies, PwC conducts research with CEOs.^[6] According to Mr. Duffy, a recent study revealed that 56% of industrial CEOs expect external pressure from technology changes to drive major shifts in value creation in the next three years. 45% say they will not survive 10 years without business reinvention. Using data to help your enterprise be more efficient, safe, and sustainable is key, according to Mr. Duffy, and it is important for companies to know their data, ensuring their data is trustworthy before trying to monetize it. Companies have to rethink their connectivity and computing strategy to bring capabilities to the point of work. Finally, workers will have to be upskilled to move from an information technology (IT) focus to one on operational technology (OT). Mr. Duffy believes that technologies, like genAI, will help accelerate business reinvention, already a strong trend over the last decade.

The event included a wide range of customer presentations. Mr. Pedersen led an interesting session with Mr. Luigi Sidoli, BAE Systems Head of Campaigns and Programs. Mr. Sidoli clearly loved the comprehensive demonstration, stating that if they can harness just some of the technology demonstrated to benefit their customers it would improve their level of innovation. According to Mr. Sidoli, an audit revealed that BAE Systems has AI everywhere. Some drones rely on AI, and their use to reinvent supply chains is intriguing. AI is also supporting predictive maintenance to lengthen the mean-time between maintenance actions.

Partners play a large role in the IFS ecosystem. Mr. Steve Lucas, Chairman & CEO of Boomi, provided a tantalizing vision of genAI-enabled integration. A long-time IFS partner, Boomi was known for their drag-and-drop, no-code integration and automation platform. Now, with genAI, Boomi built six live AI agents to help build custom integrations between IFS and SAP. Just provide Boomi with a textual description of your integration and it will build it. You can review the data and the flow it creates, make changes with a few clicks, and then instantiate it. Boomi

will even write the documentation for the integration, in any language of your choosing. Mr. Lucas termed it the beginnings of the “agentic future.”

A later session highlighted how IFS and PwC are working to make sustainability a competitive advantage. In May 2024, the companies announced a partnership to create a Sustainability Management Solution in IFS Cloud.^[7] IFS believes it is uniquely positioned to support sustainability requirements. Their solutions are the system of record for environmental, social, and governance (ESG) practices at their many customers.

The European Union (EU) is leading the way in sustainability regulation. PwC estimates that 50,000 companies will be “caught” by a new EU Corporate Sustainability Reporting Directive (CSRD). But the reporting landscape extends well beyond the EU directive to multiple sustainability frameworks, standards, coalitions and initiatives, and ESG ratings systems. This makes it hard to compare “apples to apples.” IFS and PwC are focusing on the CSRD because it is the first well-formed criteria available. There are up to 1,400 data points each company could have to report, focusing on those “material” to their organization.^[8] PwC Readiness Services will help clients optimize Sustainability Management using the IFS.ai platform. This is an important topic and taking a strategic approach is critical for industrial success.

Conclusion

This is only some of the content available at IFS Unleashed 2024. Their IFS Cloud platform is driving organic cloud-based SaaS growth, supplemented by strategic acquisitions. Their industry solutions leverage deep subject matter expertise hard won at clients over the years. Their financial success is clear and helping support investment toward their lofty vision: becoming the undisputed category leader in industrial software. IFS is all-in on genAI and see it as key to Industrial AI and category leadership. At IFS Unleashed 2024, IFS demonstrated that they have made significant progress, and have the roadmap and resources to continue their market success. CIMdata looks forward to hearing more about their other 200+ AI use cases on the way at the next IFS Unleashed event.

[1] Research for this paper was partially supported by IFS.

[2] <https://www.ifs.com/news/product/ifs-launches-ifs-cloud>.

[3] Based on estimates from Zoominfo.

[4] <https://www.ifs.com/news/corporate/mark-moffat-appointed-as-ceo-of-ifs>

[5] <https://www.themanufacturer.com/articles/ai-capabilities-enhanced-through-ifs-ai/>

[6] <https://www.pwc.com/gx/en/issues/c-suite-insights/ceo-survey.html>

[7] <https://www.ifs.com/news/cloud/ifs-pwc-uk-sustainability>

[8] It is not clear who determines materiality.

Siemens Reinforces their Position as a Digital Transformation Leader - a CIMdata Highlight

1 November 2024

Leading PLM solutions industry provider acquires Altair, Inc.

On Wednesday, October 30, 2024, Siemens AG, the German multinational technology conglomerate, announced its intention to acquire Altair, Inc., a global leader in physics-based simulation and analysis solutions, high-performance computing (HPC), and artificial intelligence (AI) and data analytics.

While Siemens AG already has a significant digital transformation portfolio in its Digital Industries Software business unit, Altair expands their portfolio further with HPC, data analytics, and key simulation technologies such as CAD-neutral modeling and meshing tools, implicit and explicit dynamics solvers, electromagnetics solvers, and topology optimization, all integrated with state-of-the-art AI/machine learning (ML) capabilities. The simulation and analysis (S&A) segment of the overall PLM market will be most impacted by this acquisition. CIMdata estimates US\$10B annual S&A segment revenue in 2024 with near double-digit annual growth over the next 5 years. The combined Siemens and Altair S&A portfolio will be comprehensive and cover the major domains of multi-physics simulation, HPC, and AI-driven simulation technologies. When integrated with other Siemens Digital Industries Software offerings such as Simcenter, Teamcenter, NX, Polarion, and Electronic Design Automation, Siemens will have one of the most comprehensive digital engineering solution portfolios that spans the entire product lifecycle, from ideation, design, simulation, testing, validation, production, operations, through to recycle, reuse, and recovery.

The S&A segment has undergone consolidation over the last two decades, and CIMdata sees this acquisition as continuing that process. Beyond just increasing Siemens' S&A market share, it also supports the convergence of mechanical, electrical, electronics, and software solutions that enable digital threads and twins during the development of smart, connected products and systems. This announced US\$10.6B acquisition is one of the largest acquisitions made by Siemens AG and underscores the continuing need for the PLM market leaders to fill key technology gaps in their portfolios. Now, the challenge for Siemens is to integrate these Altair technologies into their extensive PLM portfolio to provide expanded value-added capabilities to Siemens Digital Industries Software customers.

Acquisitions

Accenture Completes Acquisition of Camelot Management Consultants

28 October 2024

Accenture has completed the acquisition of Camelot Management Consultants, an international SAP®-focused management and technology consulting firm from Germany, with specific strengths in supply chain, data and analytics. The acquisition further enhances Accenture's SAP

and AI-driven supply chain capabilities, helping clients build the intelligent and resilient supply chains that today's business landscape demands.

The acquisition of Camelot Management Consultants, previously announced on July 22, 2024, bolsters Accenture's ability to drive the reinvention of its clients' entire supply chains. Camelot also brings experience in analytics, data strategy and modernization, helping organizations build a strong foundation for accelerating the adoption of AI.

Founded in 1996, Camelot is a leading SAP partner in Germany, Austria and Switzerland with a broad client portfolio of large and midsize companies in the chemicals, life sciences, consumer goods and industrial manufacturing industries. With headquarters in Mannheim, Germany, Camelot also has offices in the United States, United Arab Emirates, Poland, Spain and Switzerland. Camelot brings a team of highly qualified professionals to Accenture, including SAP, data and supply chain experts.

The terms of the agreement have not been disclosed. Camelot also has an office in India. Due to administrative requirements in India, the completion of the acquisition of the shares in the Camelot India entity will occur at a later date.

Siemens strengthens leadership in industrial software and AI with acquisition of Altair Engineering

30 October 2024

Siemens has signed an agreement to acquire Altair Engineering Inc., a leading provider of software in the industrial simulation and analysis market. Altair shareholders will receive USD 113 per share, representing an enterprise value of approximately USD 10 billion. The offer price represents a 19% premium to Altair's unaffected closing price on October 21, 2024, the last trading day prior to media reports regarding a possible transaction. With this acquisition Siemens strengthens its position as a leading technology company and its leadership in industrial software.

"Acquiring Altair marks a significant milestone for Siemens. This strategic investment aligns with our commitment to accelerate the digital and sustainability transformations of our customers by combining the real and digital worlds. The addition of Altair's capabilities in simulation, high performance computing, data science, and artificial intelligence together with Siemens Xcelerator will create the world's most complete AI-powered design and simulation portfolio," said Roland Busch, President and CEO of Siemens AG. "It is a logical next step: we have been building our leadership in industrial software for the last 15 years, most recently, democratizing the benefits of data and AI for entire industries."

"The acquisition of Altair is highly synergistic, underpinning Siemens' stringent capital allocation, balancing investments and shareholder returns on the basis of a strong balance sheet. The transaction is expected to be EPS accretive two years post-closing," said Ralf P. Thomas, CFO of Siemens AG.

"This acquisition represents the culmination of nearly 40 years in which Altair has grown from a startup in Detroit to a world-class software and technology company. We have added

thousands of customers globally in manufacturing, life sciences, energy and financial services, and built an amazing workforce, and innovative culture,” said James Scapa, Altair’s founder and CEO. “We believe this combination of two strongly complementary leaders in the engineering software space brings together Altair’s broad portfolio in simulation, data science, and HPC with Siemens’ strong position in mechanical and EDA design. Siemens’ outstanding technology, strategic customer relationships, and honest, technical culture is an excellent fit for Altair to continue its journey driving innovation with computational intelligence.”

By adding Altair’s highly complementary simulation portfolio, with strength in mechanical and electromagnetic capabilities, we are enhancing our comprehensive Digital Twin to deliver a full-suite, physics-based, simulation portfolio as part of Siemens Xcelerator. Altair's data science and AI-powered simulation capabilities allow anyone, from engineers to generalists, to access simulation expertise to decrease time-to-market and accelerate design iterations. Additionally, Altair's data science capabilities will unlock Siemens' industrial domain expertise in product lifecycle and manufacturing processes.

Significant synergies and EPS accretive

The transaction will strongly increase Siemens' digital business revenue by +8%, adding EUR ~600 million to Siemens' digital business revenue of EUR 7.3 billion as reported in fiscal year 2023. Siemens expects to achieve significant revenue synergies especially from cross-selling of the highly complementary portfolios and from providing Altair full access to Siemens's global footprint and global industrial enterprise and customer base with a revenue impact of more than USD 500 million p.a. mid-term growing to more than USD 1.0 billion p.a. long-term. Moreover, Siemens aims to achieve cost synergies on a short-term basis, with an EBITDA impact of more than USD 150 million p.a. by year two post-closing.

The transaction is expected to be EPS (pre-PPA) accretive by year two post-closing. The acquisition will be fully cash-financed from Siemens’ existing resources and its capacity to fully finance the transaction based on Siemens’ strong balance sheet, as underlined by its exceptional rating, which Siemens is committed to maintain.

Preemptive deleveraging is supported by significant cash proceeds from the already closed Innomatics divestment. In addition, Siemens has substantial financing potential from the sale of shares in listed entities. Closing of the transaction is subject to customary conditions and is expected within the second half of calendar year 2025.

Company News

Altair Names QuantiaS Channel Partner for Italy

30 October 2024

Altair, a global leader in computational intelligence, is proud to announce a strategic partnership with QuantiaS, the business unit of Solutions2Enterprises (S2E) dedicated to data and analytics.

By combining QuantiaS's technical expertise with Altair's innovative Altair® RapidMiner® data analytics and AI platform, the collaboration aims to enhance the data analytics capabilities of companies in Italy, empowering businesses with tools to help increase efficiency, insight, and value creation.

"This partnership reflects our shared vision of driving digital transformation for companies in Italy," said Kimon Afsaridis, managing director of Eastern Europe and vice president of indirect EMEA sales, Altair. "QuantiaS's deep expertise in data analytics complements Altair's AI-driven solutions, enabling us to provide businesses with the solutions to unlock value and achieve operational excellence through data-driven insights."

"Collaborating with Altair enables QuantiaS to combine its expertise in data management and analytics with Altair's cutting-edge technology solutions," said Stefano Bonfatti, business unit director, QuantiaS. "At S2E, we have always invested in innovation to offer our clients tools that enhance operational efficiency and foster the strategic use of data. This partnership opens new opportunities for companies looking to digitally transform, optimizing processes and creating value through data science and machine learning."

Founded in 2008 and headquartered in Milan, Italy, S2E is a consulting business and technology firm that customizes and develops a wide range of business digital solutions for companies with a special focus on financial and telecommunications sector. QuantiaS specializes in big data management, AI, and data warehouse modernization, helping companies optimize data-driven decision-making and improve business performance.

Altair works with a global network of channel and technology partners.

Bentley Systems Announces Winners of its 2024 Partner Excellence Awards

29 October 2024

Bentley Systems, Incorporated, the infrastructure engineering software company, announced the winners of its 2024 Partner Excellence Awards. These annual awards recognize Bentley partners for their excellence in business efficiency, user experience, and overall performance through innovation in business, technology, and software sales and development.

This year's winners were selected from among 20 finalist organizations from 17 countries in seven categories. The awards event was held during Bentley's 2024 Partner Summit, October 22 – 24, in Nice, France.

"This year, we had an exciting array of Partner Excellence Award submissions, highlighting innovation and exceptional business acumen," said Tom Kurke, vice president, Ecosystem & Ventures at Bentley Systems. "We honor the achievements of the winners as they demonstrated remarkable expertise in optimizing operational performance, enhancing user engagement, and driving forward-thinking strategies in sales and technology development. Their contributions reflect a deep commitment to driving impactful results and fostering innovation to advance the world's most critical infrastructure."

2024 Bentley Partner Excellence Award Winners:

BUSINESS TRANSFORMATION

- CitiME Consultancy L.L.C.
 - Recognition: Integrating Micromobility Modelling in Abu Dhabi's Transport Model
 - Location: United Arab Emirates, Middle East

CUSTOMER EXPERIENCE

- INAS SA
 - Recognition: (Re)Building Aquatim's hydraulic model for the water distribution network in Timisoara
 - Location: Romania, Eastern Europe

RAPID TIME TO VALUE

- Evercam
 - Recognition: Bringing together 4D camera footage and BIM with features like live view, streaming, time-lapse, and project management tools onto a single platform
 - Location: Ireland, EMEA

TECHNOLOGY INNOVATOR

- AI-InfraSolutions
 - Recognition: Combining large-scale mobile mapping technologies and the innovative power of AI
 - Location: Netherlands, EMEA

RISING STAR

- Centre Systems Arabia Trading
 - Recognition: Exceeding goal in generating new business growth
 - Location: Saudi Arabia, Middle East

PARTNER OF THE YEAR

- Mahavir Traders
 - Recognition: Successfully growing at 43% year-over-year
 - Location: India, Asia South

DEVELOPER OF THE YEAR

- CaddPro Pty Ltd

- Recognition: Offering a full suite of individual subscription options for MicroStation add-ins
- Location: Australia, APAC

Configit and PTC Partner to Manage the Complexity of Product Configurations

30 October 2024

Configit, the global leader in Configuration Lifecycle Management (CLM), announced a **strategic partnership and joint go-to-market strategy with PTC**, a global software company that provides solutions for engineering, design, manufacturing and service of products. This collaboration will integrate Configit's Configuration Lifecycle Management (CLM) solutions with PTC's Product Lifecycle Management (PLM) systems, offering a comprehensive and cohesive approach to managing the complexity of product configurations across the product lifecycle and across various industries.

This partnership addresses a critical challenge in the industry: managing the growing complexity of configurable products, which includes mechanics, electronics and software. The integration of PLM and CLM helps manufacturers with highly configurable products streamline product development, reduce time-to-market and enhance the quality and reliability of their products. This is particularly crucial in today's market, where there is a strong demand for personalized and configurable products.

Configit's CLM solutions will integrate with PTC's Windchill PLM, to provide a seamless flow of configuration data across all stages of the product lifecycle. This integration will ensure that engineering configuration rules are consistently applied across the organization, effectively closing the loop with the sales omnichannel. Specifically, the combination will enable error-free configuration and automated processing from sales configuration to manufacturing – improving efficiency and traceability, and dramatically improving time to market, competitiveness and completeness.

Through this partnership, global manufacturers of complex products will be able to:

- Manage complexity and improve the efficiency of managing product variants, leading to faster time-to-market and lower production costs.
- Have a more streamlined process, where configuration data is centralized, improving collaboration across departments and reducing the risk of errors.
- Offer higher-quality products with more personalization options, as they can more efficiently manage the complexities of configurable product families.
- Enjoy better data synchronization and a shared source of truth, leading to more effective decision-making and faster responses to market changes.
- Gain enhanced traceability to aid in compliance with legal regulations and improve inventory management.

The partnership will also **facilitate digital transformation in discrete manufacturing** by connecting and harmonizing PLM with downstream applications like CRM, CPQ and ERP. This will not only increase the efficiency of the entire product lifecycle but also support new business models such as Product-as-a-Service, effectively enabling companies to meet the growing demand for more sustainable and personalized products.

Dr. Florian Harzenetter, Senior Director, Global Industry Advisor, PTC, said: “PTC Windchill governs the entire product lifecycle and Configit CLM ensures that configurable versions of the products can be effectively delivered. This partnership creates an efficient process that eliminates errors and gets products to market faster and with greater customization possibilities. Configit is an ideal partner for us, and we look forward to what this joint future holds.”

Johan Salenstedt, CEO, Configit, said: “CLM and PLM are a winning combination in today’s fast-paced market where customers assume custom configuration is always an option. Together, PLM and CLM create an integrated approach that ensures consistency in product development, customization and delivery. PTC is a global leader in PLM, and we are confident that this partnership will enable sales teams to offer viable configurations that production teams can build, resulting in happier customers.”

ESI Business Unit, as part of Keysight Technologies, strengthens commitment to OpenFOAM

1 November 2024

OpenFOAM (open source CFD software) remains a core element and a strategic pillar of ESI's Business Unit, strengthening its multi-physics simulation capabilities to support Virtual Product, Process and Workflow concurrent engineering. In line with this commitment, ESI maintains a robust OpenFOAM Governance and operational structure that ensures both stability and continued innovation for OpenFOAM and its strong community. Andrew Heather, Senior Manager, leads this business and reports to Emmanuel Leroy, EVP, Chief Product and Technology Officer at ESI Group.

The recent integration of OpenCFD Limited into the ESI UK legal entity will not disrupt day-to-day business activities. Both OpenCFD and OpenFOAM Trademarks will remain vital components of Keysight Technologies brand.

This new context will leverage OpenCFD’s decades of innovative excellence in computational fluid dynamics and Keysight’s expertise in open-source engines like OpenTAP, reinforcing a shared vision in multi-physics simulation technologies.

HCLTech launches delivery center in Kerala

28 October 2024

HCLTech, a leading global technology company, announced the launch of its first delivery center in Kerala. Located in the Infopark campus in Kochi, the center will provide a range of

engineering and R&D services to clients in automobile, semiconductor, medical and industrial sectors.

P. Rajeev, Minister for Industries, Law and Coir in the Government of Kerala inaugurated the center. Also present on the occasion were Susanth Kurunthil, CEO of Infopark and Hari Sadarahalli, Corporate VP and Global Head, Engineering and R&D Services, HCLTech.

"I am delighted to commend HCLTech for their remarkable expansion in Kochi. This significant move not only underscores HCLTech's commitment to fostering innovation and growth but also highlights Kerala's potential as a thriving hub for technology and business. The establishment of new operations in Kochi will undoubtedly create numerous opportunities for young talent and contribute to the economic development of our state. We look forward to a fruitful partnership with HCLTech and are excited about the positive impact this expansion will bring to our community," said Shri. P. R`ajeev, Minister for Industries, Law and Coir in the Government of Kerala

"Kochi's tech talent pool and infrastructure make it an ideal location for this center and we believe it will contribute significantly to the local tech ecosystem in Kerala," said Hari Sadarahalli.

The center will provide custom AI silicon solutions to help clients accelerate their product development lifecycles. Going forward, it plans to develop IoT solutions for various industries and support the growing demand for semiconductor chips.

Hexagon evaluating potential separation of its Asset Lifecycle Intelligence business

25 October 2024

Hexagon AB announces that the Board of Directors has authorised management to evaluate a potential separation of its Asset Lifecycle Intelligence (ALI) business ("NewCo") by way of a Lex Asea distribution (or "spin-off") to its shareholders. Hexagon is evaluating listing options for NewCo in the U.S. and Sweden.

NewCo is also expected to include the ETQ business (currently operating under the Manufacturing Intelligence division), the Bricsys business (currently operating under the Geosystems division) and the Utilities & Infrastructure business that is currently transitioning to ALI from the Safety, Infrastructure & Geospatial division, due to the high level of synergies between these businesses and ALI.

A separation of NewCo would be intended to create two scaled public companies with distinctive operational strategies and financial profiles that establish differentiated positioning for investors to fully leverage the capabilities and potential of each platform.

Hexagon

- Market leading portfolio of industrial and geospatial solutions
- Strong innovation capabilities tailored to serve large global customer base
- Solutions that leverage 3D data through AI-infused cloud platforms

- Creates best-in-class digital twins through automation and sensors

Excluding NewCo, Hexagon had approximately 19,600 employees as of September 30, 2024, and revenues of approximately EUR 4,408 million with an adjusted operating margin (EBIT1) of approximately 28% for the 12 months ended September 30, 2024.

NewCo

- Leading software provider to Fortune 500 companies
- World class portfolio of solutions to manage digital projects and assets
- Leverages the digital twin to improve project and operational efficiency
- Creates actionable intelligence from large data sets
- Poised to capitalise on structural trends towards asset optimisation

NewCo had approximately 5,000 employees as of September 30, 2024, and revenues of approximately EUR 980 million with an adjusted operating margin (EBIT1), before consideration of standalone costs, of approximately 35% for the 12 months ended September 30, 2024.^[1]

NewCo would be led by Mattias Stenberg who is currently President of Hexagon's ALI division. Since joining Hexagon in 2009, Mattias has held various key leadership roles including Chief Strategy Officer and has played a vital role in strengthening Hexagon's strategic direction.

"Hexagon has established itself as a leader in the technology sector, grounded in the understanding that its business is anchored in two distinct worlds: the physical and the digital. Hexagon's expertise lies in the precise capture and measurement of real-world data, utilising advanced AI technology to enhance and optimise the physical and digital environment. Meanwhile, NewCo focuses on the digital realm, initiating the world's most complex projects in the design phase with a data-centric digital twin approach.

We believe Hexagon and NewCo will increasingly move in different directions so operating both as standalone companies with a laser focus on each of their respective target markets and technologies will significantly strengthen competitive advantages and add value for both organisations." says Ola Rollén, Chairman of the Board for Hexagon.

"The potential separation of NewCo offers a unique opportunity to create two global leaders, each poised to thrive. For Hexagon, this means sharpening our focus on capturing and integrating real-time reality data into upstream software and AI-enabled autonomous platforms. This strategic shift will allow us to deliver more specialised solutions, improve capital efficiency, and unlock new growth opportunities. It positions Hexagon to accelerate innovation, empower employees, and create greater value for our customers and shareholders," said Paolo Guglielmini, President and CEO Hexagon.

"ALI has grown strategically from a design & engineering technology player into an industry-leading, internationally recognised digital solution provider to asset-centric industries. We have, in the last 7 years, more than doubled our revenue and established a compelling business with an acclaimed product portfolio. I believe additional focus and targeted investment would help further accelerate innovation and revenue growth." says Mattias Stenberg.

Process Details

Hexagon will provide additional information regarding the separation, spin-off and listing process, as well as future management team and board of directors for NewCo, at an appropriate time. It is the board's current expectation that the separation process will take 12 to 18 months to complete.

The separation, spin-off and listing would be subject to the approval of the board and shareholders, as well as being subject to other conditions and regulatory approvals. There can be no assurances a separation, spin-off or listing will occur.

Infosys Expands Strategic Collaboration with Meta: Unveils Center of Excellence to Drive Enterprise AI Innovation through Open Source

23 October 2024

Infosys, a global leader in next-generation digital services and consulting, strengthened its collaboration with Meta, a multinational technology company, to drive innovation in generative AI through open-source initiatives. Infosys is a strong proponent of open-source software and remains steadfast in its commitment to democratizing AI. Leveraging Meta's Llama stack, a family of open-source large language models and tools, Infosys is driving significant advancements in AI and fostering innovation across industries.

To accelerate adoption of Meta's Llama stack and spur innovation, Infosys also unveiled a Meta center of excellence (COE) focused on accelerating enterprise AI integration while supporting internal adoption and contributions to open-source communities. This center will enable a large pool of talent on the Llama stack, develop industry-specific use cases, and collaborate closely with Meta to help customers seamlessly adopt the Llama stack.

As an early adopter and launch partner for Llama 3.1 and 3.2 models, Infosys is at the forefront of open-source AI innovation. Integrating the Llama models with Infosys Topaz, an AI-first set of services, solutions, and platforms using generative AI technologies, Infosys is crafting innovative AI solutions to accelerate business value for enterprises worldwide. An example of such innovation is the Llama-powered document assistant solution that helps review contracts faster and more efficiently, achieving significant productivity gains compared to traditional methods.

Additionally, as a part of the COE, Infosys launched a dedicated AI Experience Zone for Meta, at its Bengaluru campus. The state-of-the-art zone will offer customers a firsthand experience of the innovative enterprise AI advancements developed by Infosys Topaz in collaboration with Meta's Llama technology.

Balakrishna D. R. (Bali), Executive Vice President, Global Services Head, AI and Industry Verticals, Infosys, said, "For Infosys, open-source innovation is not just part of the future, it is pivotal to creating impactful digital solutions that drive growth and efficiency, leveling the playing field for all businesses. The alliance with Meta underscores our unwavering commitment to pushing the boundaries of enterprise AI technology, including gen AI, and fostering innovation that spans industries. By integrating Meta's Llama family of models into

Infosys Topaz, we are harnessing the power of collaboration and transparency to make AI accessible and impactful for all businesses.”

Sandhya Devanathan, Vice President and Head, Meta India, said, “We are delighted to deepen our collaboration with Infosys, an association that exemplifies the strategic importance of open-source AI development. The integration of Llama within Infosys Topaz is a testament to the exciting possibilities of AI to drive innovation and empower businesses to harness the full potential of AI in transforming their operations. Open-source models like Llama are set to revolutionize enterprises, fast-tracking their digital transformation, enabling them to scale, innovate, and compete globally.”

L&T Technology Services Unveils Cutting-Edge AI Experience Zone Built on NVIDIA AI

24 October 2024

L&T Technology Services Limited, a global digital engineering and R&D services company, is proud to announce the grand opening of its state-of-the-art LTTS Experience Zone at its design hub in Bengaluru benefitting customers in segments like Mobility and Tech. This AI-driven LTTS Experience Zone, leveraging the NVIDIA AI platform, is set to serve clients in the Mobility and Tech segments.

The LTTS Experience Zone offers an immersive environment where visitors can engage with live demonstrations, interactive displays and expert consultations. It showcases the transformative power of NVIDIA AI, pushing the boundaries of AI-driven technologies to address complex challenges in critical sectors.

In healthcare, **LTTS' Software Defined Architectures**, powered by NVIDIA Holoscan and **NVIDIA IGX**, are set to transform healthcare delivery with AI-based diagnostics, real-time data analysis, and precision annotation, enhancing efficiency, accuracy, and broadening access to underserved regions.

The telecommunications sector stands to benefit from generative AI and NVIDIA AI solutions, which will bolster connectivity, network resilience, and 5G integration. LTTS is enhancing product engineering services by integrating 5G, network virtualization and master telco network solutions from design to deployment, thus improving communication across urban and rural landscapes.

For the Mobility segment, the collaboration between NVIDIA and LTTS will offer advanced solutions for safety, automation, and predictive maintenance, optimizing operations and enhancing passenger safety and experience.

With its focus on fostering dialogue and accelerating the adoption of next-gen solutions, LTTS is driving a future where technology is seamlessly integrated across industries. LTTS is upskilling over 1,000 engineers on NVIDIA software, including the NVIDIA AI Enterprisesoftware platform. This investment in education and training will enable LTTS to accelerate AI adoption to solve complex challenges.

*"We are excited to launch the LTTTS Experience Zone, which underscores LTTTS' dedication to innovation and leadership in technology," said **Abhishek Sinha, Executive Director and President Medical, Smart World & Functions, L&T Technology Services.** "In today's fast-paced world, every customer seeks real-time AI solutions for critical areas such as surgery, shop floor operations, commuting experience, and connectivity. Our partnership with NVIDIA empowers us to deliver these cutting-edge solutions. This centre will be a pivotal hub for collaboration and exploration, propelling advancements in the Tech and Mobility sectors that impact billions of lives globally."*

*"Embracing generative AI is essential for unlocking the next wave of innovation, with India poised to establish technological sovereignty with homegrown solutions. The launch of LTTTS' AI Experience Zone, leveraging the NVIDIA AI platform, creates an immersive space for exploring transformative, AI applications across industries," said **Vishal Dhupar, Managing Director, Asia South, NVIDIA.***

The LTTTS Experience Zone will be open to industry experts, partners, and customers for guided tours, demonstrations, and discussions. Appointments can be booked through LTTTS.

Lantek Expands into Japan through Strategic Partnership with FA Service

25 October 2024

Lantek, a global leader in sheet metal software solutions, announces a strategic partnership with FA Service (FAS), a major player in Japan's metal manufacturing industry. This collaboration marks a significant step in solidifying both companies' leadership in the sector, combining Lantek's cutting-edge technology with FAS's deep understanding of the local market. Together, Lantek and FA Service will provide enhanced solutions that meet the specific needs of Japanese manufacturers, reinforcing their leadership in the country's sheet metal industry.

The alliance will focus on delivering a comprehensive suite of solutions, including advanced quoting solutions, Manufacturing Execution Systems (MES), and data-driven AI technologies. By joining forces, both companies will provide cutting-edge, multivendor software solutions, tailored to optimize production efficiency and address the complex demands of modern sheet metal processing. The combination of FAS's industry expertise and Lantek's innovative technology ensures that Japanese manufacturers will benefit from state-of-the-art tools for digital transformation and smart manufacturing.

"Partnering with FA Service allows us to better serve the needs of our Japanese clients while supporting our global growth strategy. FAS's local expertise and team, powered with our advanced technology, positions us to drive significant advancements in sheet metal processing across Japan," said **Alberto López de Biñaspere**, CEO of Lantek

Jun Yoshida, Sales Director at FA Service, added, "We are excited to partner with Lantek to bring even more value to our clients in Japan. By integrating Lantek's advanced solutions, we can further empower our customers with the latest digital tools to optimize their manufacturing processes, increase productivity, and stay competitive in an evolving market."

This partnership aligns with Lantek's ongoing mission to enhance manufacturing efficiency and competitiveness through the adoption of smart, integrated solutions. It marks another step in the company's expansion, reinforcing its commitment to innovation and leadership in the global metalworking industry.

Mastercam Appoints Oscar Elizaga as Vice President of Global Sales & Services

31 October 2024

Mastercam, a global leader in CAD/CAM solutions, is pleased to announce the appointment of Oscar Elizaga as Vice President of Global Sales and Services. In this key leadership role, Oscar will oversee Mastercam's global sales and commercial operations, focusing on driving market penetration, revenue growth, and elevating customer success.

Oscar brings over 30 years of global leadership experience across the high-tech, media software, and services sectors. He has a proven track record in strategic business development, successfully leading high-performing global sales teams and fostering growth-oriented cultures. In his new role, Oscar will lead efforts to drive market expansion, optimize sales operations, and elevate customer success across Mastercam's global markets.

"I'm honored to join Mastercam at such a pivotal time in the company's journey," said Elizaga. "Mastercam's commitment to innovation and customer success aligns perfectly with my vision for growth. I look forward to working with our teams worldwide, alongside our Channel Partners, to enhance our market presence and deliver exceptional value to our customers, Mastercam, and the broader Sandvik Manufacturing Solutions organization."

Susan Brandt, President of Mastercam, commented, "Oscar's extensive experience and strategic vision will be essential as we strengthen our global sales and service operations to drive market expansion and elevate customer success. His leadership will ensure we remain at the forefront of the industry, delivering innovative solutions and exceptional value to our customers worldwide."

Object Management Group Announces Cross-Consortia Artificial Intelligence Joint Working Group

31 October 2024

Object Management Group® (OMG®) announced the cross-consortia Artificial Intelligence Joint Working Group, bringing together the collective intelligence of OMG's consortia to advance AI integration with digital twins, augmented reality (AR) and related technologies.

"We're leveraging the collective experience and intelligence of the OMG Standards Development Organization along with the members of the Digital Twin Consortium and the Augmented Reality for Enterprise Alliance," said Bill Hoffman, CEO and Chairman of OMG. "We've assembled a world-class group of professionals spanning many industries working to understand and apply AI across their organizations."

The new working group will align AI-related activities across four main areas:

- Standardization and Semantics – This subgroup will explore the potential role of AI in standardization, gathering use cases from the digital twin and extended reality areas to identify scenarios in vertical industry domains and horizontal technologies where standardization would be beneficial. It will explore the role of AI and formal semantics in data integration, enabling implementation of FAIR (findable, accessible, interoperable, reusable) principles.
- Interoperability and Intelligent Automation – This sub-group will develop comprehensive frameworks for interoperability, intelligent automation, and generative AI with agent-based systems. These frameworks will provide guidance for creating intelligent, interoperable, trusted and autonomous systems. This will include defining and developing the required key assets and promoting industry use.
- eXtended Reality (XR) – (i.e., AR/VR/MR) – This subgroup will focus and emphasize the convergence of eXtended Reality (XR) technologies, encompassing augmented reality (AR), virtual reality (VR), and mixed reality (MR) and the intersection of artificial intelligence (AI). These technologies, while powerful individually, can create synergistic effects when combined, leading to innovative solutions and enhanced operational efficiencies.
- Responsible AI – This subgroup will develop a comprehensive framework for responsible AI governance by examining current standards and promoting ethical AI practices across different industries and levels of maturity. The subgroup will focus on creating a toolkit that supports both current AI implementations including privacy and data provenance with the anticipated shift towards digital twin-based, multi-agent, autonomous AI systems.

PROS Holdings, Inc. Announces Planned Retirement of President & CEO

29 October 2024

PROS Holdings, Inc., a leading provider of AI-powered SaaS pricing, CPQ, revenue management, and digital offer marketing solutions, announced that its President and Chief Executive Officer, Andres Reiner, intends to retire from the Company. Mr. Reiner will remain in his role through the completion of the search for his successor and serve as an advisor for a 12-month period thereafter to ensure a seamless succession.

The Company's Board of Directors is executing its succession plan and searching for the next CEO with the assistance of a nationally recognized executive search firm.

"I'm incredibly proud of where PROS is as a business and the strong leadership team we have in place. Our strategy, platform, and people are well positioned to continue to set the standard for innovation in our market and drive sustainable long-term growth," said President and CEO Andres Reiner. "We are committed to finding the best candidate to continue on our mission of helping people and companies outperform, and I look forward to supporting my successor through a successful transition."

“On behalf of the board, management team, and employees, we want to thank Andres for his exceptional leadership and his ongoing commitment to PROS,” said PROS Non-Executive Chairman of the Board Bill Russell. “The Board is conducting a search to identify the best person to build upon the strong foundation built under Andres’ leadership, and we look forward to working with Andres to ensure a smooth transition.”

Siemens and CELUS collaborate to empower SMBs with AI-powered PCB design

29 October 2024

Siemens Digital Industries Software, a global leader in PCB electronic systems design, and CELUS, a pioneer in AI-powered electronic design automation solutions, today announced their collaboration to transform the PCB design landscape for small and medium-sized businesses (SMBs) and independent engineers.

This collaboration combines Siemens’ industry-leading PCB design expertise with CELUS’ innovative AI automation platform to create a powerful, user-friendly and cost-effective solution tailored to the real-world needs of engineers. The integration of CELUS’ AI-driven automation with Siemens’ next-generation PCB design solution aims to deliver a fully integrated design environment that accelerates design processes, minimizes errors and brings innovative products to market faster and more efficiently.

Empowering engineers with advanced, accessible tools

Engineers and SMBs often face challenges such as tight budgets, limited resources, and the need to juggle multiple roles. Siemens EDA and the CELUS Design Platform are jointly addressing these pain points by simplifying complex PCB design tasks and reducing the time spent on repetitive processes through intelligent automation.

“At Siemens EDA, our mission is to enable innovation and make advanced design tools accessible to businesses of all sizes,” said AJ Incorvaia, senior vice president, Electronic Board Systems, Siemens Digital Industries Software. “Collaborating with CELUS allows us to combine our proven PCB design solutions with front-end, cutting-edge AI automation, providing engineers with the tools they need to innovate efficiently and compete effectively in today’s fast-paced market.”

Streamlining PCB design with AI automation

CELUS’ AI-powered platform automates routine design tasks, such as schematic generation and component selection, allowing engineers to focus on creativity and complex problem-solving. The integration with Siemens’ EDA tools ensures a seamless and flexible design experience, offering a new AI-powered block-level design interface.

"We are extremely excited to work with Siemens to bring our AI-driven automation to a wider audience," said Tobias Pohl, CEO of CELUS. "This collaboration is about empowering engineers by simplifying their workflows, reducing errors and making advanced PCB design more accessible. Together, we're leveling the playing field for SMBs and independent engineers."

Stay informed and visit Siemens at Electronica 2024

Engineers and businesses interested in learning more about the Siemens and CELUS collaboration and future solutions are invited to visit Siemens during Electronica 2024 in Munich from November 12-15, 2024. Engineers are invited to visit the Siemens EDA booth, Hall A3, Booth 561, where CELUS will host demo stations and deliver theatre presentations detailing how AI-driven automation can transform the PCB design process.

Siemens and Microsoft scale industrial AI

24 October 2024

Siemens is revolutionizing industrial automation with Microsoft. Through their collaboration, they have taken the Siemens Industrial Copilot to the next level, enabling it to handle the most demanding environments at scale. Combining Siemens' unique domain know-how across industries with Microsoft Azure OpenAI Service, the Copilot further improves handling of rigorous requirements in manufacturing and automation.

Over 100 companies, including Schaeffler and thyssenkrupp Automation Engineering, are currently using the Siemens Industrial Copilot to streamline processes, address labor shortages, and drive innovation. With 120,000 users already leveraging the Siemens engineering software TIA Portal, they now have the opportunity to enhance their work with the genAI-powered assistant.

Co-creation partner thyssenkrupp Automation Engineering is now the first to plan to use the Copilot globally. Beginning in early 2025, their machines will be engineered with the assistant, fully unleashing its potential across their entire product range. The rollout will take place globally. Siemens is pioneering the offering of gen AI for automation engineering in the industry and has made this capability easily accessible on the Siemens Xcelerator open digital business platform.

"The collaboration between Siemens and Microsoft marks a pivotal moment in the industrial sector; one where AI Transformation becomes a cornerstone for innovation and operational efficiency," said Judson Althoff, executive vice president and chief commercial officer at Microsoft. "By integrating Microsoft Azure OpenAI Service into Siemens' industrial solutions, we are equipping companies with cloud-based AI tools to simplify complex challenges, drive productivity, and help them stay competitive in an increasingly dynamic environment."

"Together with Microsoft we scale industrial AI, empowering our customers throughout the industry to become more resilient, competitive and sustainable. thyssenkrupp Automation Engineering shows how customers can use the Siemens Industrial Copilot even in highly demanding environments as a major efficiency boost," said Cedrik Neike, Member of the Managing Board of Siemens AG and CEO of Digital Industries.

Since the product's availability in July 2024, customers across various sectors have started using the Siemens Industrial Copilot for Engineering to boost efficiency. Engineers can now create panel visualizations in 30 seconds and generate code that requires only 20% adaptation. This streamlines workflows, reducing manual effort and addressing the skilled labor shortage. The chat function also provides instant, precise answers, eliminating the need for lengthy searches. By leveraging the Copilot, companies are driving productivity and innovation.

Transforming battery quality assurance with the Siemens Industrial Copilot

thyssenkrupp Automation Engineering exemplifies the Siemens Industrial Copilot's transformative potential at scale, particularly in complex control, such as development of automated systems for the production of battery and hydrogen assembly lines. One of their machines helps ensure quality of batteries for electric cars, a crucial factor in the sustainable energy transition and the industry's reliance on 100% reliable batteries. Sensors, cameras, and measurement systems are integrated to monitor battery cell quality across multiple stages, conducting complex evaluations to detect discharges beyond set thresholds.

The Siemens Industrial Copilot supercharges the development and operation of this battery machine by automating repetitive tasks like data management, sensor configuration, and the crucial reporting of each step necessary to meet strict battery inspection requirements. Generally, the Copilot supports engineering by handling both routine and essential documentation tasks. This allows the engineers to focus on complex, value-added work, while its real-time problem-solving capabilities minimize downtime and ensure smooth production.

"The Siemens Industrial Copilot will prospectively ease our workload and address the pressing challenges of labor shortages and increasing complexity in battery testing. This AI-powered solution will be a game-changer for our industry, and we will actively roll it out across our machines", said Dr. Volkmar Dinstuhl, Member of the Executive Board of thyssenkrupp AG and CEO of thyssenkrupp Automotive Technology.

Siemens will share more details on the Siemens Industrial Copilot at the SPS expo in Nuremberg, Germany, in November 2024.

TSMC Recognizes Ansys for Excellence in Design Enablement for AI, HPC, and Photonics Silicon Systems

25 October 2024

Ansys was recognized at the TSMC 2024 Open Innovation Platform® (OIP) Partner of the Year awards for excellence in design enablement for AI, HPC, and photonics silicon systems. The awards honor TSMC OIP ecosystem partners and their contributions to innovation in next-generation 3D integrated circuit (3D-IC) design and enablement. Ansys received four awards for joint development of design solutions for multiphysics analysis, N2P and A16 power delivery, COUPE enablement, and RF design, optimization, and migration.

TSMC announced the award winners at its annual TSMC OIP Ecosystem Forum, which assembled semiconductor ecosystem partners and customers for a day of industry discussion around technological trends and design solutions. Ansys received the following Joint Development awards:

- **Multiphysics:** TSMC expanded the collaboration with Ansys RedHawk-SC Electrothermal™ thermal and multiphysics signoff platform, incorporating mechanical stress analysis solutions. In addition, TSMC, Ansys, and Synopsys developed an efficient flow to address multiphysics coupling challenges among timing, thermal, and power integrity. The flow seamlessly combines Synopsys' 3DIC Compiler™ exploration-to-

signoff platform with Ansys multiphysics solutions RedHawk-SC Electrothermal and Ansys RedHawk-SC™ power integrity signoff platform for digital and 3D-IC.

- **N2P and A16:** Ansys collaborated with TSMC to develop power integrity analysis, electromigration reliability analysis, and critical thermal management solutions for TSMC's N2P and A16 advanced silicon processes. The flow includes RedHawk-SC, Ansys Totem™ power integrity signoff platform, and RedHawk-SC Electrothermal.
- **COUPE enablement:** Ansys and TSMC delivered a high-fidelity multiphysics solution to address design and reliability challenges for the TSMC COUPE integration system. This includes Ansys Zemax OpticStudio™ optical system design and analysis software, Ansys Lumerical™ FDTD advanced 3D electromagnetic FDTD simulation software, RedHawk-SC and Totem signoff platforms for multi-die power integrity signoff, Ansys RaptorX™ silicon optimized electromagnetic (EM) solver for design analysis and modeling for high-frequency EM analysis between dies, and RedHawk-SC Electrothermal for vital thermal management of the multi-die heterogenous system. Additionally, Lumerical allows custom Verilog-A models for electronic photonic circuit simulations, which work seamlessly with the TSMC Modeling Interface (TMI) and are co-designed with TSMC's Process Design Kit (PDK).
- **RF design migration:** Ansys collaborated with Synopsys and TSMC to combine the RaptorX electromagnetic modeling engine with Ansys optiSLang® process integration and design optimization software and Synopsys Custom Compiler and ASO.ai solution to automate the migration and optimization of analog circuits from one silicon process to another — enhancing design efficiency, reliability, and scalability.

"Ansys is a key ecosystem partner that has worked relentlessly alongside TSMC to address our mutual customers' most complex design challenges," said Dan Kochpatcharin, head of the ecosystem and alliance management division at TSMC. "The awards celebrate OIP partners like Ansys who strive for excellence in design enablement, working closely with TSMC to accelerate advanced 3D IC design for the next generation of AI innovation."

"The Ansys multiphysics platform is integral to meeting designers' stringent design requirements for 3D-IC," said John Lee, vice president and general manager of electronics, semiconductor, and optics business unit at Ansys. "Without the Ansys multiphysics platform, the chips that are enabling the AI, HPC, and silicon systems growth would take demonstrably longer to develop and validate, and the associated costs would be much higher. Together, Ansys and TSMC push the industry forward by empowering our mutual customers to explore advanced packaging technologies, leverage the speed and power of AI, and enhance product performance and durability."

Event News

Altium to Unveil Groundbreaking Industry Solution at Electronica 2024

24 October 2024

Altium, a global leader in electronics design and lifecycle management, is set to introduce three transformative product offerings at the upcoming Electronica 2024 conference in Munich, Germany. The highlight, **Altium Discover**, is designed to address key industry challenges by fostering a trust-based, collaborative ecosystem that brings semiconductor manufacturers, distributors, and product developers together on a unified platform.

Altium Discover leverages the proven cloud capabilities of **Altium 365** to provide real-time, transparent collaboration, ensuring that all stakeholders in the electronics supply chain can work together with confidence, from discovery through production. The platform not only streamlines workflows but also builds **trust**—a crucial value proposition in today's fragmented industry—by ensuring transparency, secure engagement, and accountability throughout the product lifecycle.

Building a Connected Ecosystem

As the semiconductor and electronics industry grapples with fragmented workflows and disconnected supply chains, **Altium Discover** offers a trust-based, cloud-based industry solution that enables seamless collaboration across all participants. Semiconductor vendors, distributors, and product developers can securely share information and work together in real time, knowing that their data and intellectual property are protected. This transparent and secure environment helps to reduce friction in the supply chain, enabling faster innovation and improving overall efficiency.

Persistent Context & Transparent Digital Rights Management

One of Altium Discover's core strengths is its ability to maintain a **persistent context** across the entire product lifecycle, ensuring that information is consistently accessible and traceable. This transparency fosters trust by providing all stakeholders—manufacturers, distributors, and developers—with clear, up-to-date data that helps prevent misunderstandings and miscommunications. Furthermore, **Altium Discover's digital rights management tools** allow for secure handling of intellectual property, ensuring that each participant's contributions are recognized and protected. This level of transparency and control reinforces trust across the supply chain, enhancing collaboration and decision-making.

Empowering Stakeholders with Powerful Tools

Altium Discover equips product developers with powerful tools for evaluating, comparing, and selecting components, accelerating the transition from design to production. Semiconductor manufacturers gain direct access to market insights and engineers, allowing them to tailor offerings more effectively and adopt faster go-to-market strategies. Distributors benefit from secure **design-win registration**, improving customer engagement and ensuring traceability from concept to production.

Transformative Digitalization and Collaboration

What truly sets Altium Discover apart is its ability to connect all ecosystem participants in real-time, on a secure platform. By bridging the gap between supply and demand, Altium Discover reduces costs, improves collaboration, and facilitates a more connected, efficient product

development process. More than just a tool, Discover is an industry-wide ecosystem built to empower creativity and drive innovation.

New Solutions for Product Design & Development

In addition to Altium Discover, Altium will unveil two additional solutions at Electronica 2024: **Altium Develop** and **Altium Lifecycle**.

- **Altium Develop** is designed for small and medium-sized businesses (SMBs) to unify electronics, mechanical, and software design in a single workflow. This integrated approach supports concurrent engineering, reducing development cycles and costs while driving efficiency and innovation. Altium Develop will provide turnkey capabilities for SMBs that are easy to use and easy to buy.
- **Altium Lifecycle** provides enterprises with comprehensive lifecycle control, ensuring precise management throughout the product journey. With full compliance and audit trail capabilities, Altium Lifecycle helps enterprises meet regulatory requirements and maintain high reliability across the entire lifecycle of their products.

Together, these solutions provide a complete ecosystem for electronics product development, from rapid design and manufacturing for SMBs to precision lifecycle management for large enterprises.

Join Altium at Electronica 2024

Attendees of Electronica 2024 are invited to visit Altium's Booth B1.422 from November 12-15 to explore firsthand how **Altium Discover**, **Altium Develop**, and **Altium Lifecycle** are set to transform the future of electronics design and development. Altium experts will be available for product demonstrations and to discuss how these solutions can drive innovation and streamline processes. SVP, Software & Digitalization and President Aram Mirkazemi, and other key Altium executives will also be attending the conference and are open to meetings with other industry leaders.

CONTACT Open World: Technology leaders showcase best practices for digital transformation

1 November 2024

Numerous new developments in CONTACT's Elements platform and innovative digitalization strategies will take center stage at this year's Open World. International customers and partners like Audi, BASF, and Mitsubishi Electric offer insights into their successful projects.

"Fast Forward Digital Transformation" will be the theme on November 12 and 13 in Munich, as CONTACT Software kicks off its Open World. Renowned customers and partners will showcase how they use CONTACT's solutions to develop and manufacture products, implement digital services, and act sustainably. A partner exhibition, interactive workshops, and inspiring keynotes from author and physicist Ranga Yogeshwar, AI expert Kenza Ait Si Abbou Lyadini, and many others will round off the program.

In eight thematic blocks revolving around PLM, IoT, MES, AI, sustainability, and cloud, the CONTACT community provides insights into successful digitalization projects. Among others, PIA Automation Holding presents how digital data and knowledge management helps meet new challenges in mechanical engineering. Sonova Consumer Hearing shows how digitalization and sustainability go hand in hand in a presentation on the calculation of the product carbon footprint.

Audi addresses challenges in simulation and presents suitable solutions, and Weidmüller highlights how the classification of 80,000 products lays the foundation for digitalization. Swiss bioscience company INTEGRA and simulation expert dSPACE showcase the benefits of CONTACT's cloud offering. Furthermore, industry leaders such as MANN+HUMMEL, BASF, HUBER+SUHNER, and Kiekert will demonstrate how they leverage CONTACT's solutions to seize the opportunities of digital transformation.

In addition to the product development of tomorrow, Smart Factory and Smart Services will also take the spotlight at Open World 2024. Customers like Mitsubishi Electric and Iqony demonstrate how they use the Internet of Things and AI-supported methods to make production more efficient and implement new digital business models for their service.

In his opening keynote, Managing Director Maximilian Zachries emphasizes the company's role as a digitalization partner for the industry. He highlights how CONTACT drives the digital transformation of its customers in a rapidly changing world, empowering them to accelerate innovation and shape a sustainable future. In this context, he also underscores the growing importance of artificial intelligence and outlines CONTACT's vision and strategies for the future.

Throughout the conference, CONTACT's expert teams present the latest developments in the Elements platform and the innovation roadmap for the years ahead. In hands-on workshops on topics like UX, DevOps, and AI, attendees learn how to make the most of CONTACT's technologies.

Inspiring keynotes address the societal impacts of technological change. Ranga Yogeshwar describes how digital transformation will shape the lives of future generations, while Kenza Ait Si Abbou Lyadini focuses on the potential of artificial intelligence.

Join us in Munich and gain valuable insights for your digital transformation. The detailed agenda and further information on registering for Open World 2024 are available [here](#).

*Keysight to Demonstrate Solutions Designed to Accelerate Innovation at **electronica 2024***

29 October 2024

What: At **electronica 2024**, Keysight Technologies will showcase a range of solutions designed to accelerate innovations in electronic design and test. Demonstrations will include the new HD3 oscilloscope and the PNA-X vector network analyzer. In addition, Keysight will showcase innovations in RF, digital, power testing, and the latest developments in PathWave Design electronic design automation (EDA) software.

When: November 12-15, 2024

Where: Keysight booth: Hall A3, stand 506; Trade Fair Center, Messe München in Munich, Germany

Media: Contact Jenny Gallacher to schedule media briefings and solution demonstrations.

Keysight will also hold an in-person media breakfast at electronica on Tuesday, November 12, at 9:00 a.m. CET. Interested journalists and industry analysts can contact Jenny Gallacher to reserve a spot.

Info: [Keysight at electronica 2024](#)

Demonstrations include:

High-Speed Digital Testing

- **Debug with 14-bit Resolution:** Keysight will demo the new InfiniiVision HD3 series, a 14-bit analog-to-digital converter (ADC) oscilloscope, delivering four times the signal resolution and half the noise floor of other general-purpose oscilloscopes. Newly designed and built from the ground up with a custom application-specific integrated circuit (ASIC) and deep memory architecture, the HD3 Series enables engineers to quickly detect and fix signal issues in a variety of applications.

Network Analyzers

- **Simplified Converter Test:** The newly launched PNA-X vector network analyzer will be on display. This highly configurable instrument features four radio frequency (RF) signal sources, two internal combiners, and two low-noise receivers that accelerate component characterization.
- **Precision RF Field and Lab Test:** Keysight will demonstrate its FieldFox handheld analyzer, which is equipped to handle the toughest conditions and deliver precision measurements.

Connected Vehicles

- **Validate Vehicle Networks:** As modern vehicles integrate technologies, Keysight will showcase how to design, debug and analyze these complex systems with its oscilloscope portfolio. These support triggering and decoding of 10BASE-T1S, 100BASE-T1, and 1000BASE-T1 automotive ethernet standards and are compatible with over 50 protocols. Keysight will also demonstrate for the first time the successful test of forward and reverse transmit eye mask with a GMSL2 camera device with the Keysight UXR oscilloscope.

Power and Bench Measurements

- **Next-Generation Bench Solutions:** This will feature Keysight's bench solutions which are designed to provide the broadest range of source and measurement solutions, from dependable TrueVolt digital multimeter to compact multi-channel power suppliers. In addition, the new portable RF and microwave analog signal generators will be on display.

Accelerating Design and Automating Intelligence

- **Shift Left with EDA Software:** The latest developments in Keysight’s Advanced Design System (ADS), the flagship product of its electronic design automation software, will be showcased. ADS enables shorter design cycles and first-pass design success for RF and microwave and high-speed digital printed circuit boards. Automating Intelligence is Keysight’s software model that provides deep insights and workflow automation for organizations.

X4, The World’s Largest Experience Management Summit, Returns to Salt Lake City March 18-20, 2025

31 October 2024

Qualtrics, the leader and creator of the experience management category, today announced X4: The Experience Management Summit is returning to Salt Lake City March 18-20, 2025. Registration is open now.

X4 2025 will bring together more than 8,000 C-suite executives, thought leaders and experience management professionals for three days of learning, inspiration and connection. Over three action-packed days, attendees will hear from leaders of the world’s biggest brands and organizations and learn how great experiences are a competitive advantage in today’s high-stakes business environment. X4 will feature informative, inspiration-filled breakout sessions and collaborative workshops about the latest AI-powered innovations and trends in experience management.

More than 80% of X4 2024 attendees said they learned how to solve a critical business challenge at the conference.

“X4 is the essential event for any business leader who wants to create strong connections with customers and employees at scale,” said Qualtrics Chief Marketing Officer Lynn Giroto. “With insights from hundreds of top brands and hands-on time with the latest AI-powered Qualtrics innovations, attendees will be inspired for what the future holds while learning how to make a bigger impact in their organizations right away.”

Visionary and inspiring speakers from the world’s biggest companies will join Qualtrics executives, including CEO Zig Serafin, on the 2025 event main stage to explore how experience management can give any organization a competitive advantage by helping them build relationships with their customers and employees and act on their feedback at scale. With sessions on AI, customer experience strategy, employee experience, and company culture and engagement, attendees from every industry will leave energized, informed and prepared to drive immediate impact.

For more information and to register, visit www.qualtrics.com/x4summit.

Financial News

Addnode Group - Interim Report January 1 – September 30 2024

24 October 2024

UNDERLYING ORGANIC GROWTH AND ROBUST EARNINGS IMPROVEMENT

“The third quarter of 2024 was a strong quarter for Addnode Group, with underlying organic growth. EBITA improved by 52 percent to SEK 200 m and earnings per share increased by 181 percent to SEK 0.73. Although the economic situation was characterized by uncertainty, our strong positions in segments with structural underlying growth provide good prospects for upselling to existing customers.”

Johan Andersson

President and CEO

THIRD QUARTER JULY 1 – SEPTEMBER 30, 2024

- Net sales increased by 3 percent to SEK 1,859 m (1,808), of which 2 percent was organic. Currency-adjusted organic growth was 3 percent.
- New transaction model for Autodesk software (agent model with commission revenue) was implemented in Europe. It is estimated that the Group’s currency-adjusted organic growth would have amounted to approximately 16 percent under the previous reseller model.
- Gross profit increased by 9 percent to SEK 971 m (893), and the gross margin was 52.2 percent (49.4).
- EBITA increased by 52 percent to SEK 200 m (132), and the EBITA margin was 10.8 percent (7.3).
- The recurring revenue share was 74 percent (71).
- Operating profit increased by 96 percent to SEK 137 m (70), and the operating margin was 7.4 percent (3.9).
- Net profit for the period increased by 177 percent to SEK 97 m (35).
- Earnings per share increased by 181 percent to SEK 0.73 (0.26).
- Cash flow from operating activities amounted to SEK -133 m (-139).
- Acquisition of Addoceo AB in Sweden.
- Acquisition of Prime Aerostructures GmbH in Austria.

EVENTS AFTER THE END OF THE REPORTING PERIOD

- No significant events have occurred since the end of the period.

Altair Announces Third Quarter 2024 Financial Results

30 October 2024

Altair released its financial results for the third quarter and nine months ended September 30, 2024.

Immediately prior to the dissemination of this press release, Altair issued a press release announcing that it has entered into a merger agreement with a subsidiary of Siemens pursuant to which Altair will be acquired and stockholders of Altair will receive cash merger consideration as more fully described in that press release.

Third Quarter 2024 Financial Results

- Software revenue was \$138.7 million compared to \$119.1 million for the third quarter of 2023, an increase of 16.5% in reported currency and 16.2% in constant currency
- Total revenue was \$151.5 million compared to \$134.0 million for the third quarter of 2023, an increase of 13.0% in reported currency and 12.8% in constant currency
- Net income was \$1.8 million compared to a net loss of \$(4.4) million for the third quarter of 2023, an improvement in earnings of \$6.2 million. Net income per share, diluted was \$0.02 based on 88.4 million diluted weighted average common shares outstanding, compared to net loss per share, diluted of \$(0.05) for the third quarter of 2023, based on 80.4 million diluted weighted average common shares outstanding. Net income margin was 1.2% compared to net loss margin of (3.3)% for the third quarter of 2023
- Non-GAAP net income was \$21.2 million, compared to non-GAAP net income of \$12.7 million for the third quarter of 2023, an increase of \$8.5 million. Non-GAAP net income per share, diluted was \$0.24 based on 88.4 million non-GAAP diluted common shares outstanding, compared to non-GAAP net income per share, diluted of \$0.15 for the third quarter of 2023, based on 85.3 million non-GAAP diluted common shares outstanding
- Adjusted EBITDA was \$25.7 million compared to \$15.5 million for the third quarter of 2023, an increase of 66.3% Adjusted EBITDA margin was 17.0% compared to 11.5% for the third quarter of 2023
- Cash provided by operating activities was \$14.5 million, compared to \$16.4 million for the third quarter of 2023
- Free cash flow was \$9.8 million, compared to \$14.7 million for the third quarter of 2023.

Conference Call Information

In light of the proposed transaction with Siemens, Altair is suspending quarterly financial results conference calls and its quarterly and annual guidance.

Cadence Reports Third Quarter 2024 Financial Results

28 October 2024

Cadence Design Systems, Inc. announced results for the third quarter of 2024.

Third Quarter 2024 Financial Results

- Revenue of \$1.215 billion, compared to revenue of \$1.023 billion in Q3 2023
- GAAP operating margin of 29%, compared to 29% in Q3 2023
- Non-GAAP operating margin of 45%, compared to 41% in Q3 2023
- GAAP diluted net income per share of \$0.87, compared to \$0.93 in Q3 2023
- Non-GAAP diluted net income per share of \$1.64, compared to \$1.26 in Q3 2023
- Quarter-end backlog was \$5.6 billion and current remaining performance obligations (“cRPO”), contract revenue expected to be recognized as revenue in the next 12 months, was \$2.9 billion

“Cadence delivered exceptional results for the third quarter of 2024, driven by broad-based strength across our portfolio, especially in IP, SD&A, and hardware systems,” said Anirudh Devgan, president and chief executive officer. “Customers are achieving outstanding results with Cadence.AI, and I’m excited by its accelerating proliferation as AI rapidly becomes an integral part of the design workflow.”

“I am pleased to report that Cadence delivered strong Q3 results, with total revenue growing 19% year-over-year. Our Q3 recurring revenue growth returned to low teens on a year-over-year basis, and China revenue continues to improve, representing 13% of our total revenue for Q3,” said John Wall, senior vice president and chief financial officer. “Our Q4 bookings pipeline looks exceptionally strong, and we are well positioned to deliver a strong 2024.”

CFO Commentary

Commentary on the third quarter of 2024 financial results by John Wall, senior vice president and chief financial officer, is available at www.cadence.com/cadence/investor_relations.

Business Outlook

For fiscal year 2024, the company expects:

- Revenue in the range of \$4.61 billion to \$4.65 billion
- GAAP operating margin in the range of 29% to 30%
- Non-GAAP operating margin in the range of 42% to 43%
- GAAP diluted net income per share in the range of \$3.70 to \$3.76
- Non-GAAP diluted net income per share in the range of \$5.87 to \$5.93

The company utilizes a long-term projected non-GAAP tax rate, which reflects currently available information, as well as other factors and assumptions. The non-GAAP tax rate is subject to change for a variety of reasons, including the rapidly evolving global tax environment, significant changes in the company’s geographic earnings mix, or other changes to the company’s strategy or business operations. The company expects to use the current normalized non-GAAP tax rate through fiscal 2025 but will re-evaluate this rate periodically for significant items that may materially affect its projections.

Reconciliations of the financial results and business outlook from GAAP operating margin, GAAP net income and GAAP diluted net income per share to non-GAAP operating margin, non-GAAP net income and non-GAAP diluted net income per share, respectively, are included in this press release.

Business Highlights

- Cadence.AI portfolio powered by GenAI agents, AI-driven optimization and the big data analytics JedAI platform, offers unparalleled quality of results and productivity benefits, further proliferated with revenue nearly tripling over the last year
- System Design & Analysis business achieved 47 percent year-over-year revenue growth in Q3 with strong growth of Cadence's comprehensive multi-physics portfolio that couples the company's expertise in physics-based modeling with AI driven optimization
- Strong IP business momentum, with 59 percent year-over-year growth as Cadence executed to its profitable and scalable growth strategy. A long-term IP partner signed a major deal for Cadence's hardware, IP and services offering to help deliver its AI product roadmap and next generation subsystems
- Functional Verification delivered 22 percent year-over-year revenue growth, fueled by strong demand for Cadence's new ground-breaking hardware systems, especially at AI, hyperscale and automotive companies

Audio Webcast Scheduled

Anirudh Devgan, president and chief executive officer, and John Wall, senior vice president and chief financial officer, will host the third quarter 2024 financial results audio webcast today, October 28, 2024, at 2 p.m. (Pacific) / 5 p.m. (Eastern). Attendees are asked to register at the website at least 10 minutes prior to the scheduled webcast. An archive of the webcast will be available starting October 28, 2024 at 5 p.m. (Pacific) and ending December 17, 2024 at 5 p.m. (Pacific). Webcast access is available at www.cadence.com/cadence/investor_relations.

Capgemini Q3 2024 revenues

30 October 2024

The Capgemini Group reported consolidated revenues of €5,377 million in Q3 2024, down -1.9% year-on-year on a reported basis, and down -1.6% at constant exchange rates*.

Aiman Ezzat, Chief Executive Officer of the Capgemini Group, said: *“Our growth improved marginally in Q3 compared to Q2, despite stronger headwinds than anticipated in some sectors, primarily in Manufacturing. However, we continue to see recovery in Financial Services and gradually lesser headwinds from Telco and Tech.*

In a market that remains soft overall, we expect to deliver a similar growth in Q4 while demonstrating the resilience of our operating margin and organic free cash-flow. Client demand continues to be driven by operational efficiencies and cost reduction and we seize their growing appetite for AI and Gen AI services.

Our positioning as a business and technology transformation partner, the relevance of our offerings and the quality of our talent are driving our solid book-to-bill ratio and growing pipeline of strategic deals. We are also launching a set of targeted actions to simplify our operations to make the Group more agile with a stronger emphasis on growth.

Based on Q4 perspectives, we now expect a full-year constant currency growth rate of -2.0% to -2.4% and narrow the operating margin target to 13.3% to 13.4%, while the organic free cash-flow target of around €1.9 billion is confirmed.”

	<i>(in millions of euros)</i>		Change	
Revenues	2023	2024	At current exchange rates	At constant exchange rates*
Q3	5,480	5,377	-1.9%	-1.6%
9 months	16,906	16,515	-2.3%	-2.3%

After bottoming out in Q1 2024, Capgemini activity trends improved again in Q3, but only marginally. The Group generated **revenues** of €5,377 million in Q3 2024, down -1.9% year-on-year on a reported basis and -1.6% at constant exchange rates*. On an organic basis (i.e., restated for changes in Group scope and exchange rates), revenues contracted by -2.1%. For the first nine months of the year, growth stands at -2.3%, both on a reported basis and at constant exchange rates.

Clients remained focused on driving efficiencies through large digital transformation programs, at the expense of discretionary deals. This is fueling strong demand for Capgemini’s Cloud and Data & AI/Gen AI services, as well as for digital core modernization and intelligent supply chain services that are key focus themes in the current environment.

Bookings totaled €5,222 million in Q3 2024, down -0.8% at constant exchange rates, leading to a book-to-bill ratio of 0.97 for the period. Generative AI bookings amounted to around €600 million over the last 9 months which represent around 3.5% of Group bookings.

OPERATIONS BY REGION

In the Group’s largest regions, Q3 growth rates remained similar to Q2. Overall, this reflects the continued recovery in Financial Services across all regions combined with, as anticipated, a slowdown in the Manufacturing sector.

At constant exchange rates, revenues in the **North America** region (28% of Group revenues in Q3 2024) decreased by -3.9% year-on-year. Financial Services further improved, yet still posting

a year-on-year decline in Q3. Overall, the revenue contraction was driven by the Consumer Goods & Retail, Energy & Utilities, and Public sectors.

Revenues in the **United Kingdom and Ireland** region (13% of Group revenues) returned to positive growth at +0.4%. The continued dynamism of the Energy & Utilities sector and a resilient Manufacturing sector outweighed the contraction in the Consumer Goods & Retail sector.

Revenues in **France** (19% of Group revenues) decreased by -2.5%. Growth in the Public sector, along with positive momentum in TMT (Telecoms, Media & Technology), were more than offset by the slowdown of the Manufacturing sector.

Revenues in the **Rest of Europe** region (31% of Group revenues) increased by +0.6%. Solid growth in Financial Services, as well as continued dynamism in Energy & Utilities and Public sector, made up for the contraction in the Manufacturing and TMT sectors.

Lastly, revenues in the **Asia-Pacific and Latin America** region (9% of Group revenues) were down -2.2%. In the Asia-Pacific region, strong momentum in the Public sector and improving Financial Services were more than offset by visible weakness in the Consumer Goods & Retail and Manufacturing sectors. Growth acceleration in Latin America was mostly driven by the Consumer Goods & Retail sector.

OPERATIONS BY BUSINESS

In Q3 2024, at constant exchange rates, the growth in **Strategy & Transformation** services (9% of the Group's total revenues* in Q3 2024) further strengthened to +6.5% year-on-year. This reflects continued client demand for strategic consulting on their transition towards a more digital and sustainable model as well as their unwavering interest in the broad AI and Gen AI opportunities.

In **Applications & Technology** services (63% of the Group's total revenues and Capgemini's core business), growth rates improved by 170 basis points compared to Q2, to -1.2% year-on-year in Q3.

Lastly, **Operations & Engineering** total revenues (28% of the Group's total revenues) decreased by -3.4% primarily driven by the contraction in Infrastructure Services and, to a lesser extent, Engineering services.

HEADCOUNT

The Group's total headcount stands at 338,900 as at September 30, 2024, down -1.1% year-on-year and up +0.6% since the end of June. The offshore workforce stands at 194,400 employees or 57% of the total headcount.

OUTLOOK

The Group's financial targets for 2024 are updated as follows:

- Revenue growth of -2.0% to -2.4% at constant currency (was -0.5% to -1.5%);
- Operating margin of 13.3% to 13.4% (was 13.3% to 13.6%);

- Organic free cash-flow of around €1.9 billion (unchanged).

The inorganic contribution to growth should be 40 basis points.

CONFERENCE CALL

Aiman Ezzat, Chief Executive Officer, accompanied by Nive Bhagat, Chief Financial Officer, and Olivier Sevillia, Chief Operating Officer, will present this press release during a conference call in English to be held **today at 8.00 a.m. Paris time (CET)**. You can follow this conference call live via webcast at the following [link](#). A replay will also be available for a period of one year.

All documents relating to this publication will be posted on the Capgemini investor website at <https://investors.capgemini.com/en/>.

CENIT AG: Adjusted forecast for the 2024 financial year

31 October 2024

In the 2024 financial year, CENIT AG acquired majority stakes in two companies. Both companies are fully consolidated in the consolidated financial statements of CENIT AG.

CENIT AG is consequently publishing an adjustment to the forecast for the 2024 financial year, according to which consolidated sales of EUR 205-210 million are anticipated (previously EUR 197-202 million). This represents sales growth of more than 10% compared to the previous year. EBITDA will increase by more than 10% year-on-year to a range of EUR 17.9 to 18.4 million.

Despite a satisfactory Q3 result, the Management Board assumes that there is a high probability that Q4 will not see the usual jump in earnings due to the sale of single licenses. We currently see indications of this decline in many areas. In addition to the gloomy overall economic situation, we are seeing a reduction in the number of call-offs in framework agreements in the aerospace industry and a reluctance to invest on the part of automobile manufacturers.

Although CENIT AG has been able to achieve considerable cost reductions for the 2024 financial year and beyond because of the reorganization that has begun, these will not be enough to fully compensate a decrease of around EUR 7 million in total planned gross profit. The operating result is therefore now expected to be in the range of EUR 9.0 million to EUR 9.5 million. EBIT will continue to be impacted by the acquisitions and is expected to total between EUR 8.0 million and EUR 8.5 million.

An improvement in earnings is planned for the 2025 financial year, primarily through further internal measures. The Management Board continues to see a positive investment mood for digitalization projects in the markets relevant to CENIT for the coming fiscal year.

Hexagon Interim Report 1 January - 30 September 2024

25 October 2024

Third quarter 2024

- -2 per cent organic revenue growth (using fixed exchange rates and a comparable group structure)
- Net sales decreased by -4 per cent to 1,299.8 MEUR (1,352.1)
- Net sales including the reduction of acquired deferred revenue amounted to 1,299.8 MEUR (1,349.8)
- Adjusted gross margin of 67.1 per cent (65.5)
- Adjusted operating earnings (EBIT1) decreased by -4 per cent to 376.6 MEUR (393.0)
- Adjusted operating margin amounted to 29.0 per cent (29.1)
- Earnings per share, excluding adjustments, amounted to 10.1 Euro cent (10.6)
- Earnings per share, including adjustments, amounted to 8.8 Euro cent (3.1)
- Operating cash flow before non-recurring items increased to 165.9 MEUR (146.5)
- Cash conversion amounted to 70 per cent (64)
- Recurring revenue increased by 7 per cent and amounted to 564.9 MEUR (530.2)
- [Hexagon Interim Report Q3 2024](#)

Honeywell Reports Third Quarter Results; Updates 2024 Guidance

24 October 2024

Honeywell announced results for the third quarter, including segment margin¹ and adjusted earnings per share¹ that exceeded the company's guidance despite lower revenues in a challenging operating environment. The company also updated its full-year sales, segment margin², adjusted earnings per share^{2,3}, and cash flow guidance ranges.

The company reported third-quarter year-over-year sales growth of 6% and organic¹ sales growth of 3%, highlighted by strength in defense and space, commercial aviation, and building solutions. Operating income decreased 4% and operating margin contracted 180 basis points to 19.1%, primarily as a result of an impairment related to classifying the personal protective equipment (PPE) business as assets held for sale. Segment profit¹ increased 6% year over year led by strength in Aerospace Technologies and a full quarter from the Access Solutions acquisition, and segment margin¹ held flat year over year at 23.6%, exceeding the high end of our guidance range by 30 basis points. Earnings per share for the third quarter was \$2.16, down 5% year over year, and adjusted earnings per share¹ was \$2.58, up 8% year over year and above the high end of our guidance range. Operating cash flow was \$2.0 billion and free cash flow¹ was \$1.7 billion, up 10% year over year.

In the past few months, Honeywell executed several additional actions to further simplify and improve its portfolio, including closing the acquisitions of Civitanavi, CAES Systems, and Air Products' LNG business. Earlier this month, the company also announced its intention to spin off Advanced Materials into an independent company that will be a leading provider of sustainability-focused specialty chemicals and materials.

"Honeywell executed through a challenging environment in the third quarter, delivering segment margin¹ and adjusted earnings per share¹ above the high end of our guidance," said Vimal Kapur, chairman and chief executive officer of Honeywell. "Our Accelerator operating system and culture of execution enabled us to grow segment profit¹ by 6% in spite of

transitory sales headwinds. We continue to see healthy order rates and sequential growth in our backlog, even excluding the impact of acquisitions closed in the quarter, giving us confidence in our ability to achieve our long-term targets. We also further advanced on our capital deployment strategy, deploying \$3.1 billion to M&A, dividends, and high-return capex."

Kapur continued, "We have made significant progress this year on the simplification and optimization of the Honeywell portfolio with the announcement of our plans to spin off Advanced Materials and exit our PPE business, as well as the closing of four strategic acquisitions. We are proud of the steps we have taken throughout 2024 to progress on our key priorities, but the work is not yet finished. I look forward to sharing more in the future as we further align our portfolio with the key megatrends of automation, the future of aviation, and energy transition."

As a result of the company's third-quarter performance and management's outlook for the remainder of the year, including the impact of recently closed acquisitions, Honeywell updated its full-year sales, segment margin², adjusted earnings per share^{2,3}, and cash flow guidance¹. Full-year sales are now expected to be \$38.6 billion to \$38.8 billion with organic¹ sales growth of 3% to 4%. Segment margin² is now expected to be in the range of 23.4% to 23.5% with segment margin² flat to down 10 basis points year over year. Adjusted earnings per share^{2,3} is now expected to be in the range of \$10.15 to \$10.25, up 7% to 8% year over year. Operating cash flow is now expected to be in the range of \$6.2 billion to \$6.5 billion, with free cash flow¹ of \$5.1 billion to \$5.4 billion. A summary of the company's full-year guidance can be found in Table 1.

Third-Quarter Performance

Honeywell sales for the third quarter were up 6% year over year on a reported basis and 3% on an organic¹ basis year over year. The third-quarter financial results can be found in Tables 2 and 3.

Aerospace Technologies sales for the third quarter increased 10% on an organic¹ basis year over year, the ninth consecutive quarter of double-digit organic growth, led by continued strength in defense and space. Commercial original equipment grew double digits organically in the quarter on increased shipset deliveries, particularly in business and general aviation. Commercial aftermarket saw another quarter of strong growth as global flight activity rises. Defense and space sales increased 14% organically in the third quarter due to robust demand and supply chain improvements. Segment margin remained flat year over year at 27.7% as commercial excellence and productivity actions were offset by cost inflation and mix pressure within original equipment.

Industrial Automation sales for the third quarter decreased 5% on an organic¹ basis year over year and were flat sequentially. Sales declines were led by volume softness in warehouse and workflow solutions and safety and sensing technologies. Process solutions delivered 2% organic growth in the third quarter and grew sequentially, as continued strength in aftermarket services and compressor controls was offset by softness in thermal solutions and smart energy. Productivity solutions and services delivered double-digit orders and organic sales¹ growth when excluding the impact of a prior year license and settlement payment. Segment margin

expanded 60 basis points to 20.3% as a result of productivity actions and commercial excellence, partially offset by cost inflation and volume deleverage.

Building Automation sales for the third quarter were up 3% on an organic¹ basis year over year and up sequentially for the second consecutive quarter even excluding the first full quarter of access solutions ownership. Building solutions continues to lead the way, growing 8% organically on another quarter of double-digit growth in projects. Strength in solutions was partially offset by modest year over year declines in building products. Products delivered sequential growth in both sales and orders for the second consecutive quarter. Segment margin improved sequentially for the third consecutive quarter and expanded 30 basis points year over year to 25.9%, driven by the impact of access solutions and commercial excellence partially offset by cost inflation.

Energy and Sustainability Solutions grew 1% on an organic¹ basis year over year in the third quarter. Advanced Materials increased 3% year over year due to further improvement in specialty chemicals and materials and continued growth in fluorine products. UOP sales declined 2% as growth in refining catalysts and aftermarket services was offset by softness in project timing. Orders were a bright spot in UOP, reaching a record \$1 billion and up over 50% overall with strength in both core process technologies and sustainable technology solutions. Segment margin expanded 10 basis points to 24.5% as a result of commercial excellence net of inflation.

Conference Call Details

Honeywell will discuss its third-quarter results and full-year 2024 guidance during an investor conference call starting at 8:30 a.m. Eastern Time today. A live webcast of the investor call as well as related presentation materials will be available through the Investor Relations section of the company's website (www.honeywell.com/investor). A replay of the webcast will be available for 30 days following the presentation.

IFS Q3 2024 Financial Results: Record Growth Accelerated by Increasing Demand for Industrial AI reflected in ARR growth of 30%

29 October 2024

IFS, the leading provider of enterprise cloud and Industrial AI software for the hardcore businesses that make, service, and power our planet, announces record growth for the third quarter, ending September 30, 2024. Global organic growth supported by a strong partner community underpins IFS's strategy and robust financial performance.

IFS Q3 Headline Results:

- **Annual Recurring Revenue (ARR)** increased by **30% YoY**, further cementing IFS's position as a leader in industrial software solutions
- **Software revenue** showed a strong **20% YoY** growth
- **Customers adopting IFS Cloud** in Q3 2024 grew **71% YoY** helping to drive **46% YoY** growth in **Cloud Revenue**

Strategic acquisitions

Q3 included the successful completion of two significant acquisitions: the CAN\$1B acquisition of **Copperleaf Technologies Inc.**, a global leader in strategic asset management and asset investment planning (AIP); and the acquisition of **EmpowerMX**, an AI-powered aviation maintenance software provider, specialising in Airframe Maintenance Repair and Overhaul (MRO) solutions. These two acquisitions only contributed nominally to the Q3 results, given their closing dates.

Growth across all regions and industries

IFS saw increasing demand from all regions for its AI-powered and sustainability enhancing, industry-specific solutions. These include not only IFS Cloud, but also the broader IFS portfolio such as Ultimo, Poka, and recent acquisitions EmpowerMX and Copperleaf.

Over 90 new organizations became IFS customers in Q3, including: Ahrend, Avia Prime, Comcast, DCC Plc, Drayton Aerospace, General Dynamics Ordnance and Tactical Systems-Canada, HomeServe, ista SE, Quanta Services Australia, Rolls Royce Power Systems, Sureserve, Stertil Group, TDC NET, SNCF Gares & Connexions.

IFS CEO Mark Moffat said: “Our Q3 results reflect IFS’s commitment to solving critical industry challenges through Industrial AI. IFS.ai is driving the next industrial revolution, and our continued growth is testament to the value we’re delivering to customers and partners alike.

“IFS’s clear vision is to become the undisputed category leader in industrial software. This latest financial performance shows we are on the right track to make this vision a reality.”

IFS Chief Financial Officer, Matthias Heiden, added: “The 30% growth in ARR demonstrates our success in driving predictable, profitable growth. We continue to lead with customer-focused solutions, strongly supported by our innovative global partner network.”

Informatica Reports Third Quarter 2024 Financial Results

30 October 2024

Informatica, a leader in enterprise AI-powered cloud data management, announced financial results for its third quarter 2024, ended September 30, 2024.

“Q3 was another impressive quarter for us, driven by customer demand for the IDMC platform and continued successful execution of our cloud-only, consumption-driven strategy. We achieved a historic milestone at Informatica by surpassing 101 trillion processed cloud transactions per month. This accomplishment reflects our commitment to product innovation, customer-centricity, and our goal of being the Switzerland of Data and AI,” said Amit Walia, Chief Executive Officer at Informatica. “We see great momentum in AI-powered data management use cases. We believe Informatica is well-positioned to strategically support enterprises and empower customers to leverage AI for data readiness and simplify their data estates.”

Third Quarter 2024 Financial Highlights:

- GAAP Total Revenues increased 3.4% year-over-year to \$422.5 million. Total revenues included a negative impact of approximately \$1.2 million from foreign currency exchange rates (FX) year-over-year. Adjusted for FX rates, total revenues increased 3.7% year-over-year.
- GAAP Subscription Revenues increased 10% year-over-year to \$287.9 million. GAAP Cloud Subscription Revenue increased 37% year-over-year to \$175.8 million and represented 61% of subscription revenues.
- Total ARR increased 6.7% year-over-year to \$1.68 billion. Total ARR included a positive impact of approximately \$1.4 million from FX rates year-over-year. Subscription ARR increased 13% year-over-year to \$1.22 billion. Subscription ARR included a positive impact of approximately \$0.9 million from FX rates year-over-year.
- Cloud Subscription ARR increased 36% year-over-year to \$747.8 million. Cloud Subscription ARR included a positive impact of approximately \$0.3 million from FX rates year-over-year.
- GAAP Operating Income of \$50.9 million and Non-GAAP Operating Income of \$151.0 million. GAAP Operating Margin increased 430 basis points to 12.1% and Non-GAAP Operating Margin increased 450 basis points to 35.8% compared to the prior year period.
- GAAP Operating Cash Flow of \$106.5 million.
- Adjusted Unlevered Free Cash Flow (after-tax) of \$144.0 million. Cash paid for interest of \$36.2 million.

A reconciliation of GAAP to non-GAAP financial measures has been provided in the tables included in this press release. An explanation of these measures is also included below under the heading “Non-GAAP Financial Measures.”

Third Quarter 2024 Business Highlights:

- Processed 101.3 trillion cloud transactions per month for the quarter ended September 30, 2024, compared to 71.3 trillion cloud transactions per month in the same quarter last year, an increase of 42% year-over-year.
- Reported 264 customers that spend more than \$1 million in subscription ARR at the end of September 30, 2024, an increase of 18% year-over-year.
- Reported 2,074 customers that spend more than \$100,000 in subscription ARR at the end of September 30, 2024, an increase of 5% year-over-year.
- Achieved a Cloud Subscription net retention rate (NRR) of 120% at the end-user level and 126% at the global parent level as of September 30, 2024.

Product Innovation and Business Updates:

- Expanded partnership with Oracle: announced general availability of Informatica’s Intelligent Data Management Cloud (IDMC) platform services for Oracle Cloud

Infrastructure (OCI) that includes Cloud Data Governance & Catalog, PowerCenter Cloud Edition, and Metadata Scanners for Oracle GoldenGate 23ai.

- Announced the availability of Gen AI blueprints for AWS, Databricks, Google Cloud, Microsoft Azure, Oracle Cloud and Snowflake ecosystems. The blueprints include standard reference architectures, prebuilt, ecosystem-specific “recipes” and Gen AI model-as-a-service and vector database connectors to minimize Gen AI development complexity and accelerate implementation.
- Celebrated the 20th anniversary of Innovation Labs (iLabs), Informatica's flagship research and development center in Bangalore, India.
- Announced the appointment of Mitesh Dhruv to the Board of Directors and Chair of the Audit Committee.

Ithaca L.P. Update:

- As disclosed in the Company's Form 10-Q for the quarter ended June 30, 2024, approximately 33.4 million of our Class A shares are owned by Ithaca L.P. (Ithaca), a limited partnership affiliated with the funds advised by Permira Advisors LLC (Permira). We have been advised that in early November 2024, Ithaca plans to distribute approximately 9.3 million of these shares to certain of its limited partners. The remaining shares will continue to be held by Ithaca, where Permira will continue to retain voting and investment power. The Class A shares to be distributed by Ithaca to its limited partners will be available for immediate resale in the public market at the discretion of the applicable limited partner.

Share Repurchase Authorization:

- On October 29, 2024, the Company's Board of Directors (the Board) approved a new share repurchase authorization which enables the company to repurchase up to \$400 million of its Class A common stock through privately-negotiated purchases with individual holders or in the open market. This new authorization replaces the prior \$200 million repurchase authorization. No repurchases have been made under the existing authorization. A committee of the Board will determine the timing, amount and terms of any repurchase.

Upcoming Events:

- On Tuesday, November 19, 2024, the Company is scheduled to participate in a fireside chat discussion at the RBC Capital Markets Global Technology, Internet, Media and Telecommunications Conference in New York, at 1:20 p.m. Eastern Time. A live webcast and replay will be available on the Company's Investor Relations website.
- On Tuesday, December 3, 2024, the Company is scheduled to participate in a fireside chat discussion at the UBS Global Technology and AI Conference in Scottsdale, AZ, at 2:15 p.m. Mountain Time. A live webcast and replay will be available on the Company's Investor Relations website.

- On Wednesday, December 4, 2024, the Company is scheduled to participate in a fireside chat discussion at the Wells Fargo Technology, Media and Telecommunications Summit in Rancho Palos Verdes, CA, at 8:45 a.m. Pacific Time. A live webcast and replay will be available on the Company's Investor Relations website.
- On Tuesday, December 10, 2024, the Company is scheduled to host investor meetings at the Scotiabank Global Technology Conference in San Francisco, CA.
- On Thursday, December 12, 2024, the Company is scheduled to host investor meetings at the Barclays Annual Global Technology Conference in San Francisco, CA.

Fourth Quarter and Full-Year 2024 Financial Outlook

The Company provides the financial guidance below based on current market conditions and expectations and it is subject to various important cautionary factors described below. Guidance includes the impact from macroeconomic conditions and expected foreign exchange headwinds versus the prior year comparable periods.

Based on information available as of October 30, 2024, guidance for the fourth quarter 2024 is as follows:

Fourth Quarter 2024 Ending December 31, 2024:

- GAAP Total Revenues are expected to be in the range of \$448 million to \$468 million, representing approximately 2.9% year-over-year growth at the midpoint of the range.
- Subscription ARR is expected to be in the range of \$1.265 billion to \$1.299 billion, representing approximately 13.2% year-over-year growth at the midpoint of the range.
- Cloud Subscription ARR is expected to be in the range of \$829 million to \$843 million, representing approximately 35.5% year-over-year growth at the midpoint of the range.
- Non-GAAP Operating Income is expected to be in the range of \$162 million to \$182 million, representing approximately 6.3% year-over-year growth at the midpoint of the range.

Based on information available as of October 30, 2024, the Company is reaffirming guidance for the full-year 2024 as follows:

Full-Year 2024 Ending December 31, 2024:

- GAAP Total Revenues are expected to be in the range of \$1.660 billion to \$1.680 billion, representing approximately 4.7% year-over-year growth at the midpoint of the range.
- Total ARR is expected to be in the range of \$1.718 billion to \$1.772 billion, representing approximately 7.3% year-over-year growth at the midpoint of the range.
- Subscription ARR is expected to be in the range of \$1.265 billion to \$1.299 billion, representing approximately 13.2% year-over-year growth at the midpoint of the range.
- Cloud Subscription ARR is expected to be in the range of \$829 million to \$843 million, representing approximately 35.5% year-over-year growth at the midpoint of the range.

- Non-GAAP Operating Income is expected to be in the range of \$538 million to \$558 million, representing approximately 18.5% year-over-year growth at the midpoint of the range.
- Adjusted Unlevered Free Cash Flow (after-tax) is expected to be in the range of \$545 million to \$565 million, representing approximately 23.0% year-over-year growth at the midpoint of the range.

The Company is assuming constant FX rates for the year based on the rates at the start of the full-year 2024. For reference purposes, the assumed FX rates for our top four currencies in full-year 2024 are as follows:

Currency	Planned Rate (as of 1/1/24)	Forecast Rate (as of 10/1/24)
EUR/\$	1.10	1.11
GBP/\$	1.27	1.34
\$/CAD	1.32	1.35
\$/JPY	141	143

Using the foreign exchange rate assumptions noted above, the Company has incorporated the following FX impacts into 2024 guidance:

	Q4 2024	Full-Year 2024
Total Revenues	~\$3.0m positive impact y/y	~\$2.0m positive impact y/y
Total ARR	~\$0.6m positive impact y/y	~\$1.2m negative impact y/y
Subscription ARR	~\$0.2m positive impact y/y	~\$1.2m negative impact y/y
Cloud Subscription ARR	~\$0.1m positive impact y/y	~\$1.1m negative impact y/y

In addition to the above guidance, the Company is also providing fourth quarter 2024 Total ARR for modeling purposes. Total ARR is expected to be in the range of \$1.718 billion to \$1.772 billion, representing approximately 7.3% year-over-year growth at the midpoint of the range.

In addition to the above guidance, the Company is also providing fourth quarter and full-year 2024 cash paid for interest estimates for modeling purposes. For the fourth quarter 2024, we estimate cash paid for interest to be approximately \$32 million. For the full-year 2024, we estimate cash paid for interest to be approximately \$144 million, using forward rates based on 1-month SOFR and a credit spread of 225 basis points.

In addition to the above guidance, the Company is also providing a fourth quarter and full-year 2024 weighted-average number of basic and diluted share estimates for modeling purposes. For the fourth quarter 2024, we expect basic weighted-average shares outstanding to be approximately 307 million shares and diluted weighted-average shares outstanding to be approximately 315 million shares. For the full-year 2024, we expect basic weighted-average shares outstanding to be approximately 303 million shares and diluted weighted-average shares outstanding to be approximately 313 million shares.

Reconciliation of Non-GAAP Operating Income and Adjusted Unlevered Free Cash Flow after-tax guidance to the most directly comparable GAAP measures is not available without unreasonable effort, as certain items cannot be reasonably predicted because of their high variability, complexity, and low visibility. In particular, the measures and effects of our stock-based compensation expense specific to our equity compensation awards and employer payroll tax-related items on employee stock transactions are directly impacted by the timing of employee stock transactions and unpredictable fluctuations in our stock price, which we expect to have a significant impact on our future GAAP financial results.

Webcast and Conference Call

A conference call to discuss Informatica's third quarter 2024 financial results and financial outlook for the fourth quarter and full-year 2024 is scheduled for 2:00 p.m. Pacific Time today. To participate, please dial 1-833-470-1428 from the U.S. or 1-404-975-4839 from international locations. The conference passcode is 408713. A live webcast of the conference call will be available on the Investor Relations section of Informatica's website at investors.informatica.com where presentation materials will also be posted prior to the conference call. A replay will be available online approximately two hours following the live call for a period of 30 days.

Keysight Announces Date of Fourth Quarter 2024 Financial Results Conference Call

29 October 2024

Keysight Technologies, Inc. will release financial results for the fiscal quarter ending October 31, 2024 after the close of the market on Tuesday, November 19, 2024. The company will host a conference call that day at 1:30 p.m. PT (4:30 p.m. ET) to review the financial results.

The conference call will be webcast live and accessible in the Upcoming Events section of the Keysight investor relations website, investor.keysight.com. The call can also be accessed by dialing 1-404-975-4839 or 1-833-470-1428 toll-free (access code 116445).

A replay of the conference call will be available for 90 days in the News, Events, Presentations section of the Keysight investor relations website.

KORE to Report Third Quarter 2024 Results on November 13, 2024

31 October 2024

KORE Group Holdings, Inc. ("KORE" or the "Company"), the global pure-play Internet of Things ("IoT") hyperscaler, and provider of IoT Connectivity, Solutions and Analytics announced that on

November 13, 2024, following the U.S. market closing it will release its financial results for the third quarter of 2024. KORE will host a live webcast, followed by a question-and-answer period the same day at 5:00 p.m. Eastern time (2:00 p.m. Pacific time) to discuss the financial results.

Date: November 13, 2024

Time: 5:00 p.m. Eastern time (2:00 p.m. Pacific time)

Webcast Event: [link](#)

U.S. dial-in: (877) 407-3039

International dial-in: +1 (215) 268-9922

Conference ID: 13749781

Markforged Sets Reporting Date for Third Quarter 2024 Financial Results

30 October 2024

Markforged Holding Corporation, the company strengthening manufacturing resiliency by enabling industrial production at the point of need, announced that it will release its financial results for the third quarter ended September 30, 2024, after the market closes on Thursday, November 7, 2024.

In light of the pending merger transaction with Nano Dimension Ltd. announced on September 25, 2024, and as is customary during the pendency of such transactions, Markforged will not host an earnings conference call and will not provide forward-looking guidance.

Procore Announces Third Quarter 2024 Financial Results

30 October 2024

Procore Technologies, Inc., the leading global provider of construction management software, announced financial results for the third quarter ended September 30, 2024.

“We have made good progress on our go-to-market transition we announced last quarter,” said Tooley Courtemanche, Founder, President, and CEO of Procore. “We believe this evolution will position us to become a multi-billion revenue company, while building deep and lasting partnerships with our customers.”

“We are on track to expand operating margins by 900 basis points at the high-end for FY24 and our guidance for FY25 calls for further expansion,” said Howard Fu, CFO of Procore. “Long-term growth remains our priority, and we are confident that our investments will best position Procore to capture the massive and under-penetrated opportunity ahead of us.”

Third Quarter 2024 Financial Highlights:

- Revenue was \$296 million, an increase of 19% year-over-year.
- GAAP gross margin was 81% and non-GAAP gross margin was 85%.
- GAAP operating margin was (12%) and non-GAAP operating margin was 9%.
- Operating cash inflow for the third quarter was \$39 million.
- Free cash inflow for the third quarter was \$23 million.

A reconciliation of GAAP to non-GAAP financial measures has been provided in the tables included in this press release. An explanation of these measures is also included below under the heading “Non-GAAP Financial Measures.”

Recent Business Highlights:

Achieved a gross revenue retention rate of 94% in the third quarter.

- Number of organic customers contributing more than \$100,000 of annual recurring revenue totaled 2,261 as of September 30, 2024, an increase of 18% year-over-year.
- Added 225 net new organic customers in the third quarter, ending with a total of 16,975 organic customers.
- Announced the expansion of our upcoming Procore Zones to the UK, Australia and New Zealand, further enhancing our ability to provide customers with the choice to control data storage and management within their regions.

Fourth Quarter and Full Year Outlook:

Procore is providing the following guidance for the fourth quarter 2024 and the full year 2024 and 2025:

- Fourth Quarter 2024 Outlook:
 - Revenue is expected to be in the range of \$296 million to \$298 million, representing year-over-year growth of 14% to 15%.
 - Non-GAAP operating margin is expected to be in the range of 3% to 4%.
- Full Year 2024 Outlook:
 - Revenue is expected to be in the range of \$1,146 million to \$1,148 million, representing year-over-year growth of 21%.
 - Non-GAAP operating margin is expected to be in the range of 10.5% to 11%.
- Full Year 2025 Outlook:
 - Revenue is expected to be at least \$1,275 million, representing year-over-year growth of 11%.
 - Non-GAAP operating margin is expected to be 13%.

A reconciliation of non-GAAP guidance measures to corresponding GAAP measures is not available on a forward-looking basis without unreasonable effort due to the uncertainty of expenses that may be incurred in the future and cannot be reasonably determined or predicted at this time, although it is important to note that these factors could be material to Procore’s future GAAP financial results.

Stock Repurchase Program

On October 29, 2024, Procore’s Board of Directors authorized a stock repurchase program to repurchase up to \$300 million of Procore’s outstanding common stock. Procore intends to opportunistically repurchase shares based on market conditions through the open market

(including via pre-set trading plans), or other transactions in accordance with applicable securities laws. The timing and actual number of shares repurchased will depend on a variety of factors, including price, general business and market conditions, and alternative investment opportunities. The program does not obligate Procore to acquire any particular amount of common stock, and may be suspended or discontinued at any time at Procore's discretion. The program will be funded using Procore's working capital and will expire on October 29, 2025.

Quarterly Conference Call

Procore Technologies, Inc. will hold a conference call to discuss its third quarter results at 2:00 p.m., Pacific Time, on Wednesday, October 30, 2024. A live audio webcast will be accessible on Procore's investor relations website at <http://investors.procore.com>.

Rockwell Automation to Report Fourth Quarter and Full Year 2024 Results and Introduce Fiscal 2025 Guidance

24 October 2024

Rockwell Automation, Inc. is scheduled to report its fourth quarter and full year fiscal 2024 results as well as introduce fiscal 2025 guidance on Thursday, Nov. 7, before the market opens. The release will be posted on the Rockwell Investor Relations website at www.rockwellautomation.com/en-us/investors.html.

A conference call to discuss the quarterly results will be held at 7:30 a.m. CDT on Nov. 7. This call will be audio webcast and accessible on the Rockwell Automation Investor Relations website. Presentation materials will also be available on the website prior to the call.

Interested parties can access the conference call by dialing the following numbers: +1 (888) 330-2022 in the U.S. and Canada; +1 (646) 960-0690 for other countries. Use the following passcode: 5499533. Please dial in 10 minutes prior to the start of the call.

Both the presentation materials and a replay of the call will be available on the Investor Relations section of the Rockwell website through Dec. 6.

Simulations Plus Reports Fourth Quarter and Fiscal 2024 Financial Results

23 October 2024

Simulations Plus, Inc. ("Simulations Plus"), a leading provider of biosimulation, simulation-enabled performance and intelligence solutions, and medical communications to the biopharma industry, reported financial results for its fourth quarter and fiscal 2024, ended August 31, 2024.

Fourth Quarter 2024 Financial Highlights (compared to fourth quarter 2023)

- Total revenue increased 19% to \$18.7 million
- Software revenue increased 6% to \$9.9 million, representing 53% of total revenue
- Services revenue increased 39% to \$8.8 million, representing 47% of total revenue
- Gross profit of \$6.8 million; gross margin was 37%

- Adjusted EBITDA of \$4.1 million, representing 22% of total revenue, compared to \$4.9 million, representing 31% of total revenue
- Net income of \$0.8 million and diluted EPS of \$0.04 versus net income of \$0.5 million and diluted EPS of \$0.03
- Adjusted diluted EPS of \$0.06, excluding the impact of acquisition costs, versus adjusted diluted EPS of \$0.18

Full Year 2024 Financial Highlights (compared to full year 2023)

- Total revenue increased 18% to \$70.0 million
- Software revenue increased 12% to \$41.0 million, representing 59% of total revenue
- Services revenue increased 26% to \$29.0 million, representing 41% of total revenue
- Gross profit of \$43.2 million; gross margin was 62%
- Adjusted EBITDA of \$20.3 million, representing 29% of total revenue, compared to \$20.6 million, representing 35% of total revenue
- Net income of \$10.0 million and diluted EPS of \$0.49, equivalent to the prior period
- Adjusted diluted EPS of \$0.53, excluding the impact of acquisition costs, versus adjusted diluted EPS of \$0.67

Management Commentary

“Our fiscal year 2024 results reflected strong performance in both our software and services segments,” said Shawn O’Connor, Chief Executive Officer of Simulations Plus. “Total revenue increased 18%, driven by upgrade releases that advanced our biosimulation leadership across all of our main platforms, including GastroPlus[®], MonolixSuite™ and ADMET Predictor[®]. Organic revenue growth, excluding the fourth quarter revenue contribution from Pro-ficiency, was 14%. Software revenue increased 12%, led by our Clinical Pharmacology & Pharmacometrics (CPP) business unit with its MonolixSuite platform expanding by 20%. Our services segment delivered notable strength, increasing by 26% and exceeding our internal expectations, led by robust growth in our Quantitative Systems Pharmacology (QSP) and CPP business units.

“In June, we acquired Pro-ficiency, the largest and most significant M&A transaction in our Company’s history. This acquisition doubled our total addressable market to \$8 billion and is expected to accelerate future growth by expanding our ability to support clients across clinical operations, medical affairs, and commercialization. The integration is progressing ahead of schedule, and we anticipate that our newly combined go-to-market strategies will drive additional business development opportunities. Additionally, our shared scientific and technological capabilities are expected to deliver enhanced products and services, further benefiting our clients.

“Overall, we had a successful year and furthered our leadership position with a one-of-a-kind platform that spans the drug development value chain. I want to thank our expanded team for

their unwavering dedication to create value for our customers through innovative science-based software and consulting solutions that optimize treatment options and improve patient lives.

“Looking ahead, we anticipate healthy revenue growth in fiscal 2025. Based upon current market conditions, organic growth is expected to be in the range of 10% to 15%. In addition, the Pro-ficiency acquisition – which encompasses our Adaptive Learning and Insights (ALI) and Medical Communications (MC) business units – is expected to contribute \$15 to \$18 million. Our fiscal 2025 guidance is as follows:

Fiscal 2025 Guidance

	Fiscal 2025 Guidance
Revenue	\$90M - \$93M
Revenue growth	28 - 33%
Software mix	55 - 60%
Adjusted EBITDA margin	31 - 33%
Adjusted diluted EPS	\$1.07 - \$1.20

“Moving on to market conditions, the funding environment in both pharma and biotech has been constrained for two consecutive years. While we are encouraged by initial budget discussions with our clients for calendar year 2025, we are maintaining our cautiously optimistic approach, consistent with the strategy we’ve employed over the past few years. Importantly, we believe that we are well-positioned to respond if there is an uptick in spending during the year.

“Finally, our near-term priorities include completing the acquisition integration, expanding cross-selling opportunities, and driving towards our historical adjusted EBITDA margin target of 35-40% and corresponding profitability levels. We remain committed to executing our disciplined growth strategy and delivering long-term value for our stakeholders,” concluded O’Connor.

Webcast and Conference Call Details

Shawn O’Connor, Chief Executive Officer, and Will Frederick, Chief Financial and Operating Officer, will host a conference call and webcast today at 5 p.m. Eastern Time to discuss the details of the Company’s performance for the quarter and certain forward-looking information. The call may be accessed by registering [here](#) or by calling 1-877-451-6152 (domestic) or 1-201-389-0879 (international) or by clicking on this [Call me™](#) link to request a return call. The webcast can be accessed on the investor relations page of the Simulations Plus

website <https://www.simulations-plus.com/investorscorporate-profile/corporate-profile/> where it will also be available for replay approximately one hour following the call.

Stratasys Conference Call to Discuss Third Quarter 2024 Financial Results

30 October 2024

Stratasys Ltd. will release financial results for the third quarter ended September 30, 2024, on Wednesday, November 13, 2024. The Company plans to hold the conference call to discuss its third quarter 2024 financial results on Wednesday, November 13, 2024, at 8:30 a.m. (ET).

The investor conference call will be available via live webcast on the Stratasys Web site at investors.stratasys.com; or directly at the following web address:

<https://event.choruscall.com/mediaframe/webcast.html?webcastid=xEC56y1o>

To participate by telephone, the U.S. toll-free number is 877-407-0619 and the international dial-in is +1-412-902-1012. Investors are advised to dial into the call at least ten minutes prior to the call to register. The webcast will be available for 6 months at investors.stratasys.com, or by accessing the above-provided web address.

Synopsys Announces Earnings Release Date For Fourth Quarter and Fiscal Year 2024

29 October 2024

Synopsys, Inc. announced it will report results for the fourth quarter and fiscal year 2024 on Wednesday, December 4, 2024, after the market close. The company will host a conference call at 2:00 p.m. Pacific Time / 5:00 p.m. Eastern Time to review its financial results and business outlook.

Financial and other statistical information to be discussed on this conference call will be available on the corporate website at www.investor.synopsys.com immediately before the call. A live webcast will also be available on this site. Participants should access the live webcast at least 10 minutes prior to the start of the call. A webcast replay will be available beginning December 4, 2024, at approximately 5:00 p.m. PT. The replay will be available until Synopsys announces its first quarter fiscal year 2025 results in February 2025.

Tata Technologies reports 10% YoY growth in EBITDA

28 October 2024

Tata Technologies Limited, a leading global engineering services company, announced financial results for the quarter ended September 30, 2024.

Key highlights for the quarter that ended 30th September 2024:

- Total operating revenue at ₹12,965 million, up 2.1% YoY and 2.2% QoQ
- Services segment revenue of ₹10,051 million, an increase of 1% YoY and 2.0% QoQ
- Operating EBITDA at ₹2,355 million, up 9.9% YoY and 1.9% QoQ
- EBITDA margin at 18.2%, vs. 16.9% YoY and 18.2% QoQ
- Net income at ₹1,574 million; Net margin at 12.1%

- 60 bps improvement in [LTM] attrition to 13.1%
- Net headcount addition of 175; Workforce strength of 12,680

Warren Harris, Chief Executive Officer and Managing Director, said: “Our Services business has returned to sequential growth this quarter with a 2% increase in revenue. Our order book and pipeline remain healthy and combined with the continued positive momentum within our anchor accounts, we are confident that the second half of the fiscal year will show a stronger performance compared to the first half. The long-term fundamentals of our business remain sound. I would like to express my sincere gratitude to all our employees for their unwavering dedication and commitment to delivering exceptional service to our clients.”

Savitha Balachandran, Chief Financial Officer, said: “We remain focussed on maintaining a balanced approach of upholding operating discipline while strategically investing in capabilities to capitalize on the emerging opportunities in the industries of our key customer segments. Our EBITDA margin for the quarter stood at 18.2%, supported by improvements in utilization and increased offshoring. Additionally, our disciplined execution led to strong cash conversion in the first half of the year, with free cash flow to net income conversion exceeding 100%. We are committed to delivering long-term value for all our stakeholders.”

Key highlights:

- Tata Technologies has been selected by an Asian Automotive OEM for a mid-cycle refresh turnkey project for two of their vehicles. These projects entail a comprehensive suite of automotive engineering services.
- A European Luxury Automotive OEM has chosen Tata Technologies for the development of e-Propulsion system covering components like inverters, batteries and charging systems.
- A global Tier 1 automotive leader has chosen Tata Technologies to establish an offshore development center (ODC) which will focus on developing embedded software for electric powertrain products.
- For a European luxury auto OEM, we have initiated an AI Governance framework centered around key pillars like Responsible AI, use of large language models (LLMs), AI standardization, AI controls, and AI enablement.
- Tata Technologies has been selected by a North American automotive Tier-1 to support their multi-year growth plans through their India-based GEC, as a part of their cost efficiency initiatives.
- An Asian automotive OEM has chosen Tata Technologies to implement a comprehensive CRM platform, along with Lead Management and Dealer Management systems, aimed at delivering a unified “One Country, One Solution” approach across the client’s global presence in over 16 countries.
- Tata Technologies has been selected by Maharashtra Industrial Development Corporation (MIDC) to establish a Centre for Invention, Innovation, Incubation, and Training (CIIT).

Implementation Investments

Dassault Systèmes Collaboration Yields Breakthrough Guide for Using Virtual Twins in Clinical Trials

30 October 2024

Dassault Systèmes announced the availability of the world's first guide for the medical device industry that outlines how to use virtual twins to accelerate clinical trials. This guide was published following the successful completion of a five-year collaboration with the U.S. Food and Drug Administration. The in silico clinical trial "ENRICHMENT Playbook" marks a significant advancement in the integration of virtual twins into the regulatory process in response to needs for improved patient safety, regulatory compliance, and pace of innovation.

The peer-reviewed, open-access 44-page publication serves as a comprehensive guide for establishing credibility in medical device in silico clinical trials by providing a hierarchical framework and strategic approach to overcome challenges. The project involved the creation of virtual twins that simulate patient populations with unprecedented accuracy – an innovative approach that allows for the refinement, reduction and replacement of human and animal testing. Industry can access knowledge on running trials, building patient populations, and interpreting and measuring results to better understand the effects of a device before it reaches a patient.

"As the healthcare industry continues to embrace digital transformation, the ENRICHMENT Playbook represents a pivotal moment in the evolution of clinical trial methodologies," said Claire Biot, Vice President, Life Sciences and Healthcare Industry, Dassault Systèmes. "The strong participation and input from diverse experts was crucial in ensuring that the playbook meets the highest scientific and regulatory standards and is highly practical for immediate application in the field. We remain committed to driving collaborative innovation in this sector to improve the patient experience."

The ENRICHMENT Playbook outlines the credibility assessment process based on recommendations from the recently issued FDA final guidance Assessing the Credibility of Computational Modeling and Simulation in Medical Device Submissions, and appears in the CDRH/OSEL Regulatory Science Tools Catalog. It is the result of extensive collaboration among leaders from the FDA's Office of Science and Engineering Laboratories, clinical practice, academia, the medical device industry and regulatory science. The playbook's authors are discussing outcomes and opportunities today at Dassault Systèmes' International Virtual Human Twin Experience Symposium in Paris.

Justin Allen Leverages Centric PLM to Serve Customers Better and Faster

29 October 2024

Centric Software® is pleased to announce that sleepwear company The Justin Allen Group (Justin Allen) has selected Centric PLM™ to manage growth and streamline product development. Centric Software provides the most innovative enterprise solutions to plan,

design, develop, source, buy, make, price, allocate, sell and replenish products such as fashion, outdoor, luxury, footwear, outdoor, home and related goods like cosmetics & personal care as well as multi-category retail to achieve strategic and operational digital transformation goals.

Justin Allen was founded in Hong Kong in 1983 and is primarily engaged in OEM clothing manufacturing, focusing on sleepwear and loungewear. Through vertical integration, Justin Allen provides customers with a one-stop-shop clothing solution. Justin Allen has production facilities in Cambodia and China, and has earned the trust of major global retailers including Walmart, Primark and Marks & Spencer.

Justin Allen's business experienced rapid growth during the pandemic thanks to the rise of global remote work. Since then, Justin Allen has maintained steady growth but also faced new challenges.

Justin Allen's PLM Project Manager Jeff Yeung explains, "As our business continues to expand, the number of customers we serve increases, and the workload grows. At the same time, customers' demands are becoming higher; they expect faster product development and delivery. Our existing systems and ways of working are gradually unable to meet such business demands. We need a new system to help us build a product database, making it easy for us to quickly reference and assist in product development, thereby providing better and faster services to more customers."

Justin Allen reached out to various vendors to find a suitable PLM solution to manage their fast-paced growth, and selected Centric Software as their PLM partner.

"Centric collaborates with many brands and manufacturers in the apparel industry, with a very broad coverage," says Yeung. "We believe Centric has the best practices in the industry. All the features in its system meet our needs, and it has great flexibility."

The initial goals of the PLM project are to establish a clothing R&D database, improve management of fabrics, customer and supplier data, standardize data flows and visualize processes.

Ms. Yang Shuhuan, General Manager of Justin Allen, says, "The PLM project will transition us from paper-based work to mobile-based work. By successfully introducing Centric PLM, we can free our employees from redundant tasks and enhance our work efficiency and customer service capabilities. I also look forward to gaining better management visibility, and having a clear overview of current project processes, progress and performance data."

Yeung adds, "We have great trust in the Centric team. Their rich industry experience and professionalism will lead our project to success."

"We are delighted that Justin Allen trusts Centric and has chosen Centric PLM to lay the foundation for digital R&D," said Fabrice Canonge, President of Centric Software. "Centric will be fully committed to cooperating with Justin Allen and delivering the PLM project on time, and we look forward to PLM enabling them to better serve their customers."

Medidata and Cogstate Strike Strategic Partnership Transforming Clinical Trials in Neurology with Clinical Outcome Assessment and Clinician Solutions Powered by AI and Advanced Analytics

29 October 2024

Medidata, a Dassault Systèmes brand and the leading provider of clinical trial solutions to the life sciences industry, announced a partnership with neuroscience solutions leader Cogstate to reshape clinical trials and outcomes measurement for central nervous system (CNS) diseases across neurodegenerative, psychiatric, motor, and rare neurodevelopmental disorders, among others.

Together, the companies will deliver an improved experience, supported by Medidata eCOA (electronic clinical outcome assessment) that empowers customers through faster trial starts and optimal rater experiences. This includes a streamlined rater journey through a single mobile device app and a comprehensive suite of data quality assurance solutions for central nervous system (CNS) assessments.

The collaboration addresses the complexities of CNS clinical trials by delivering a fully unified platform for CNS assessment delivery and oversight. By combining Medidata's industry-leading Medidata Platform with Cogstate's validated digital cognitive assessments, expert rater training, and monitoring solutions, this relationship will deliver higher quality data collection with increased efficiency and accuracy.

By leveraging the Medidata App, a powerful mobile, site-based solution, with Medidata Rave EDC, and Medidata eCOA features designed for CNS trials, raters will gain greater precision in managing their studies, initiating patient site visits, and completing intricate CNS assessments on the site tablet. The app will also offer upgraded data capture, including enhanced controls and navigation, uniquely flexible annotation options (keyboard text, handwriting, and image capture of external notes), and embedded audio recording with smart transcription to allow for greater scoring accuracy and reducing rater burden.

Biopharmaceutical customers and raters will benefit from single device access to all the ClinRO, ePRO, and PerfO assessments—including Cogstate's suite of validated digital assessments—offering a more holistic view of patient outcomes. Raters need only conduct a CNS assessment, with data submitted directly into Rave EDC, and connecting seamlessly to Cogstate's rater monitoring platform for timely review and rater query management, faster trial starts, superior data quality monitoring, and a simplified rater journey.

"The subjective nature of evaluating patients and the potential for data variability pose significant challenges in CNS clinical trials," said Anthony Costello, CEO, Medidata. "Through our joint efforts, and drawing on Medidata's deep expertise in eCOA, AI, and sensors, we are enabling the highest endpoint data quality standard, simplifying CNS trial setup, and running automated checks on patient assessment transcripts to minimize study team burden and mitigate the potential for errors."

In addition to Medidata eCOA, Medidata's CNS Suite fuses advanced sensor technology and AI-driven analytics to address the unique issues of these trials by employing Medidata Sensor Cloud, AI, and myMedidata, enabling researchers to collect and analyze a vast array of biometric and behavioral data. As a result, they can provide deeper insights into patient outcomes while simultaneously supplying the most patient-centric clinical trial experience through their single portal for life.

"The ability to deliver precise and reliable data is critical for understanding and treating complex neurological conditions," said Brad O'Connor, CEO, Cogstate. "The strategic combination of science and technology available in the Cogstate and Medidata partnership allows us to deliver unique data quality innovations for more informed clinical trial decision-making and better patient outcomes."

Cogstate and Medidata are actively working together to create cutting-edge ways to use CNS technology, elevate data capture, and refine patient assessment tools.

Leaders from Medidata and Cogstate will present a keynote and panel session at Medidata NEXT New York, sharing additional details about the partnership as well as the latest advances in CNS clinical trial optimization.

Siemens IoT technology to make Kantonsspital Baden one of Switzerland's smartest hospitals

30 October 2024

Partnering with Kantonsspital Baden (KSB) in Switzerland, Siemens Smart Infrastructure will deploy technologies and digital services from the Siemens Xcelerator portfolio to create one of the country's smartest hospitals. The project, a demand-driven, customized Internet of Things (IoT) platform with over 7,000 IoT sensors, will ensure a user-centric patient experience, improved patient care, increased energy efficiency, and optimized operations.

The open digital business platform Siemens Xcelerator enables customers to accelerate their digital transformation easier, faster and at scale. The smart hospital platform, which is part of its portfolio, supports the creation of smart hospitals through a collaborative development approach that reduces the complexity of digital transformation. The platform brings together multiple data streams from the new KSB building, which is scheduled to open in early 2025, and its users.

To improve patient experience, Siemens is installing a navigation system for a specially developed app. The solution makes it easier for patients to find treatment rooms and other locations on the extensive hospital campus, including cafés and public transport stops. This will reduce wait times and increase the hospital's treatment capacity.

In addition, Siemens is also deploying 2,000 smart tags in KSB, which are assigned to the most crucial assets, such as hospital beds, wheelchairs and other medical equipment, and connected to the Smart Hospital Platform. According to the global advisory firm Frost & Sullivan, in healthcare facilities without real-time location services (RTLS), staff spend 72 minutes on average per shift searching for equipment. RTLS and a dedicated application ensure

transparency and make it easy for staff to locate these items, while increasing productivity. Ultimately, the solution ensures a positive effect on the speed and quality of patient care.

“Siemens is an excellent partner to support our vision of becoming the leading smart hospital in Switzerland,” said Adrian Schmitter, CEO of Kantonsspital Baden. “As part of our technology partnership, Siemens and KSB are working together to drive the digital transformation of hospitals in order to create the best possible conditions for patient recovery and the ideal working environment for our employees.”

“The healthcare sector presents a number of interesting opportunities for digitalization,” said Janina Beilner, Senior Vice President Healthcare at Siemens Smart Infrastructure. “How can we make best use of technologies to support our customers on their digital transformation journey, to improve hospital processes and optimize clinical workflows? Our approach, developed in close cooperation with customers, uses digital tools and services to build an IoT platform in which solutions to specific challenges can be tailored, added, and scaled as they arise. It is the perfect example of our Siemens Xcelerator ecosystem at work.”

In addition, KSB has access to Siemens’ building technology portfolio, including the Desigo CC building management system, Desigo room automation, fire safety solutions, and automation of primary systems. The use of Building Information Modeling (BIM) allowed the planning process to be managed efficiently.

SNCF Gares & Connexions Selects Copperleaf for Portfolio Optimization and Asset Investment Planning

28 October 2024

Copperleaf, an IFS company, announces the selection of its AI-powered decision analytics solution by SNCF Gares & Connexions (G&C), the operator responsible for over 3,000 rail stations in France. SNCF Gares & Connexions is part of SNCF Group, a global leader in passenger and freight logistics services, including management of the French rail network.

Copperleaf Portfolio™ will enable SNCF Gares & Connexions to streamline the collection and management of investment portfolios from all French regions and ensure its investment plans deliver the greatest value at the regional and national levels. The Copperleaf solution will interface with its existing IT landscape, enabling the company to reconcile technical performance monitoring of aging assets with multiple measures of financial performance. This comprehensive approach will also help the organization develop a defensible, data-driven investment plan and streamline its regulatory submission with the French government.

“We are thrilled to support SNCF Gares & Connexions in their mission to enhance the efficiency and sustainability of France’s rail stations infrastructure,” said Jean-Martin Botto, Copperleaf Regional Sales Manager for France. “Our solution will provide the insights and tools needed to make informed, value-based decisions today and into the future.”

“We are proud to welcome SNCF G&C to the Copperleaf Community,” added Stefan Sadnicki, Managing Director for Copperleaf, EMEA & APJ. “They are joining a group of industry-leading

organizations who are using Copperleaf Portfolio to optimize portfolio planning, mitigate risks, and make high-value investment choices.”

Valeth Selects Plataine’s AI Solution to Transform its Material Management Processes

30 October 2024

Valeth, a leading manufacturer of materials, components, and systems for the Space, Aviation, Defense, and Marine sectors, has chosen Plataine’s AI-powered Time-Sensitive Material Manager (TSMM) solution to meet the challenges of significant production ramp-up expected in the coming months. Plataine, a leader in AI-powered optimization solutions for advanced manufacturing, will support Valeth in its digitization journey – by automating processes, reducing material waste, and improving operational efficiency.

Valeth, a manufacturer serving some of the world’s most demanding industries, currently relies on manual processes, leading to inefficiencies, material waste, and difficulties keeping up with increasing demand. In addition, they have limited visibility and control over shopfloor activities. As Valeth aims to achieve its goals and strive for continuous growth, they were looking for an innovative solution to automate processes, reduce operational costs, while increasing both operational efficiency and production throughput.

Plataine’s Time-Sensitive Material Manager (TSMM) solution brings powerful AI capabilities, enabling Valeth to optimize their material usage, reduce costs and gain full visibility and control over the factory floor. Plataine’s Digital Assistants provide alerts and actionable insights & recommendations to optimize inventory level and usage, avoid use of expired materials, improve first-time-right quality and maximize remnants usage.

In addition, with Plataine’s solution, Valeth will gain complete traceability through the entire manufacturing process as the Digital Thread records every aspect of an assets cycle from raw material to end product. Valeth expects to significantly enhance its process control, reduce waste and effectively manage growing demand.

“We needed a solution that could address our operational challenges, particularly around process automation and material management,” said Mr. Nitin Valeth, Owner of Valeth. “We chose Plataine due to its ability to automate our manual process, minimize waste and operational costs, while improving collaboration between our factory floor operators and management. We see it as a first step in our growth journey.”

“We are excited to partner with Valeth and help them meet their operational challenges,” said Avner Ben Bassat, President and CEO of Plataine. “Our AI-powered solutions streamline manufacturing processes and enable companies to scale efficiently. The implementation of our Time-Sensitive Material Manager will support Valeth in achieving their growth targets while ensuring sustainability and operational excellence.”

Product News

Dassault Systèmes' 3DEXPERIENCE Platform Recognized as PACT Conformant, Unlocking Decarbonization in the Value Chain

29 October 2024

Dassault Systèmes announced that the 3DEXPERIENCE platform is now listed as a PACT conformant solution by the World Business Council for Sustainable Development Partnership for Carbon Transparency, the global standard for calculating and exchanging Scope 3 greenhouse gas data across the value chain. This recognition helps Dassault Systèmes' customers and their value chains make smart, carbon-informed business decisions to deliver on climate commitments and reach net zero.

Dassault Systèmes is supporting its customers as part of a growing ecosystem striving to unlock decarbonization through real emissions transparency in the value chain. PACT conformant solutions enable companies to calculate and exchange product-level emissions data across their value chain securely and with ease.

By being recognized as PACT conformant, Dassault Systèmes adheres to the technical specifications published by the PACT, which was developed by the WBCSD with leading stakeholders from across the entire carbon ecosystem - leveraging its role as co-convenor of the Greenhouse Gas Protocol.

"The virtual world is a key enabler for our customers to imagine, design and test innovations for a more sustainable economy. Virtualization has already transformed these innovation processes and is now at a point where we can redefine how the value chain works. Sharing information across companies and industries is key to quickly unlocking its decarbonization," said Florence Verzelen, Executive Vice President, Industry, Marketing & Sustainability, Dassault Systèmes. "By being PACT conformant, we can help customers increase transparency and make the right decisions, while strengthening our role as trusted partner in this transformation."

In an industry's global value chain, it is important to be able to interconnect with other solutions in order to share product carbon footprint information across countries and companies. A large part of the data exchange between companies and suppliers related to Scope 3 emissions is done by email, making information difficult to share and use.

The 3DEXPERIENCE platform connects people, ideas, data and solutions in a single collaborative virtual environment, providing organizations with a holistic, real-time view of their business and ecosystem, and new ways to innovate, produce and trade.

Dassault Systèmes completed an interoperability test for the 3DEXPERIENCE platform that was implemented in June 2024. The successful completion of conformance testing ensured that the platform can mutually exchange product-level carbon footprint data in a secure and interoperable way. It will now be listed in the PACT Catalog as a PACT conformant solution.

FactoryTalk DataMosaix from Rockwell Automation Offers Ease and Speed to Visualization

29 October 2024

Rockwell Automation introduces FactoryTalk® DataMosaix™ App Builder, a low/no code application development builder that's tightly integrated with FactoryTalk DataMosaix Private Cloud, an industrial DataOps solution providing flexible options that fit most business needs. FactoryTalk DataMosaix enables customers to manage the application and their data, if required, on cloud platforms such as Microsoft Azure, Amazon Web Services (AWS) and Google Cloud Platform (GCP), or in an on-premise datacenter.

Now, with the App Builder, customers can easily and quickly configure new dashboards with a variety of pre-defined visualization tools in a drag-and-drop interface. Render content on a desktop or mobile device and easily select contextualized data from FactoryTalk DataMosaix Private Cloud.

With this innovative solution, rapidly build static reports that are automatically generated and shared with teams: schedule automated reports on a defined frequency, export PDF reports and set up email distribution lists to automatically share reports with stakeholders. And quickly view data in charts without creating or changing existing dashboard and visualizations.

Industrial DataOps is about breaking down data silos and optimizing how industrial data is used across the organization. Domain experts and data scientists need simple access to complex industrial data to solve tough problems that drive transformational outcomes in productivity, quality and sustainability. The solution brings data to the people who need it across the organization for a new level of productivity and innovation

German Version of Vectorworks 2025 released

24 October 2024

Vectorworks 2025 sets new standards in the areas of BIM planning, 3D interactivity and visualization. New, intelligent tools allow users to create models more effectively, design more diverse plans and visualize data in a more meaningful way. This not only creates the basis for well-founded decisions, but also opens up a new level of visual understanding and communication - at every stage of the planning process.

"At Vectorworks, we're dedicated to creating usability wins for our customers, ensuring that our software doesn't dictate the limits of what's possible," said Vectorworks CEO Dr. Biplab Sarkar. "Our latest version is a testament to this commitment, providing powerful tools that seamlessly integrate into your workflow, allowing you to focus firmly on your ideas without obstacles."

For All Designers

In an era where designers demand more from their technology, Vectorworks 2025 rises to the occasion, delivering a design software experience that mirrors the way users want to work. This

latest release focuses on intuitive visualization and interactivity, with tools that empower designers to bring their visions to life with ease.

Key features include Onscreen View Control, which allows for easy, instant access to all views of a model, along with a click-dragging functionality to quickly orbit models. The Two-Point Perspective feature allows users to create traditional architectural compositions and professional photography perspectives with a single click, replacing previous hand-drawing methods.

In addition, the new Object Level Visibility feature enables users to manage the visibility of specific objects within a design with options to show, ghost, hide, or isolate individual objects. The Vectorworks Cloud Drawing Reviewer allows customers to view and comment on documents from anywhere, streamlining the review and design process.

For Architect and Interior Designers

Vectorworks 2025 showcases the company's dedication to the software's continuous development and evolution to meet the needs of today's industry professionals. The new version allows architects and interior designers to focus on creativity and design rather than the specific capabilities of their software platform.

Key features include a flexible room finish management tool that can generate comprehensive finish reports and more automated BIM data assignment to support construction classifications. Additionally, the introduction of an advanced countertop modeling tool complements the software's existing interior architecture workflow. The German version also includes a new tool for provisions for void and a new room design feature that is directly connected to Eastern Graphics' pCon.Catalog. This function gives users access to high-quality CAD solutions and configurable 3D models from renowned manufacturers.

For Landscape Architects and Designers

For customers in the landscape industry, Vectorworks 2025 enhances data-centric, collaborative workflows. This furthers our commitment to making BIM accessible for landscape professionals and encourages them to embrace the software's smart, dynamic tools.

Key features include a precise 3D Curb tool for modeling curbs, edges, and borders, the Survey Point tool for establishing a geographic project base point among collaborators, and updates to the Landscape Area and Hardscape tools to document sustainability data. Making this data accessible empowers landscape architects and designers to evaluate their designs more effectively, make informed decisions about sustainability, and report on their adherence to any required sustainability objectives or standards.

For Lighting, Scenic, Rigging, and Event Professionals

Version 2025 underscores Vectorworks' dedication to listening to designers and evolving the software to meet their needs. Several features in the latest version have been implemented specifically at the request of customers in the entertainment industry.

Additionally, Vectorworks 2025 is dedicated to accelerating workflows with a strong emphasis on quality. The introduction of the Showcase previz mode enables streamlined visualization directly inside the Vectorworks Spotlight interface. Customers will also find an ability to automatically download and map GDTF fixture information, as well as significant quality improvements to central functionality such as Schematic Views, Power Schematics, and Truss and Light placement. These enhancements ensure greater output and precision in documentation.

Infosys Finacle Launches Data and AI Suite to Help Banks Accelerate their AI Journey

30 October 2024

Infosys Finacle, part of EdgeVerve Systems, a wholly-owned subsidiary of Infosys, announced the launch of the Finacle Data and AI Suite, a set of solutions to empower banks to infuse AI into their digital operations and accelerate their enterprise AI journey. The suite will offer a comprehensive set of platforms that enable banks to build low-code, predictive as well as generative AI solutions from the ground up with high transparency and explainability. It will help banks scale their data readiness, industrialize AI model development, apply generative AI technologies, and deliver actionable insights across their entire ecosystem.

The Finacle Data and AI Suite is a part of Infosys Topaz – an AI-first set of offerings using generative AI technologies and steered by a ‘responsible by design’ approach that ensures strong standards of AI ethics, trust, privacy, security and regulatory compliance. The suite consists of three components.

- **Finacle Data Platform:** It includes an automated data pipeline to clean, transform, and deliver data for AI and other organizational requirements. This sits alongside a modular data lakehouse with BIAN (Banking Industry Architecture Network) inspired data models and domain-specific data marts for rapid, interoperable access.
- **Finacle AI Platform:** It allows banks to build, train, deploy, monitor, and optimize AI solutions from a unified interface. It features a wide range of pre-trained models and ML techniques, combined with a no-code, generative AI-driven approach, allowing both technical and business users to rapidly create explainable AI solutions. The platform's extensive library of pre-built use cases facilitates seamless AI integration into various business processes and user journeys. Features such as model comparators, what-if simulations and pattern analysis, help refine and elevate modelling sophistication. The platform promotes responsible AI practices with capabilities for detecting biases and drifts and includes a patent-pending synthetic data generation feature to safeguard data privacy during training.
- **Finacle Generative AI Offerings:** These encompass a diverse range of AI assistants designed for both enterprise and customer-centric applications, including the Finacle Knowledge AI Assistant, designed to facilitate NLP-based information extraction from document repositories, and the Finacle Support AI Assistant, which enhances ticket resolution for support teams. Additionally, generative AI technology plays a

foundational role in Finacle AI Platform, empowering users with an interactive interface to select and build the right models for their AI use cases.

Sajit Vijayakumar, Chief Business Officer and Global Head, Infosys Finacle, said, "AI is transforming banking by redefining the future of customer experience, risk management, and decision-making. By leveraging data at scale, AI empowers banks to anticipate needs, personalize solutions, and drive growth with unprecedented agility. We are excited to introduce the Finacle Data and AI Suite as a definitive solution for banks seeking to harness the power of AI. The Finacle Data Platform lays out a robust data foundation, and the Finacle AI Platform abstracts the complexities of AI development, putting power in the hands of banks' business teams to unlock the true potential of AI."

"Finacle's cutting-edge AI Suite for the banking industry harnesses the power of Microsoft Azure and Azure OpenAI Service to enable banks to scale AI initiatives and drive innovation across critical areas such as customer interactions, operations, and strategic decision-making," said **Marianne Roling, Vice President, Systems Integrators, Microsoft**. "By leveraging AI, Infosys Finacle is laying the groundwork for a smarter, more agile, and resilient banking ecosystem."

Jerry Silva, Program Vice President, IDC Financial Insights, said, "AI-fueled business is the next revolution in the financial services industry. But success will be predicated on how quickly banks can integrate AI into their operations while maintaining governance and compliance. While generative AI has raised the urgency for adoption, long-term differentiation will come from a strong commitment to robust data readiness and responsible AI practice. Platforms like Finacle Data and AI Suite can support the banks' goals of faster adoption of AI as a tool to respond quickly and effectively in a fast-evolving landscape."

Infosys Unveils Small Language Models – Infosys Topaz BankingSLM and Infosys Topaz ITOpsSLM – Built on NVIDIA AI Stack

24 October 2024

Infosys, a global leader in next-generation digital services and consulting, announced the launch of its small language models – Infosys Topaz BankingSLM and Infosys Topaz ITOpsSLM – built using the powerful NVIDIA AI Stack. The collaboration leverages NVIDIA AI and Infosys Topaz offerings to provide a robust foundation for implementing and scaling enterprise AI. These models are developed as part of the Infosys center of excellence dedicated to NVIDIA technologies and built to help businesses quickly adopt and scale AI.

The small language models utilize general and industry-specific data, enhanced by NVIDIA's AI Enterprise and NVIDIA AI Foundry in collaboration with Sarvam AI. The models are fine-tuned with Infosys data and integrated into existing offerings, like Infosys Finacle and Infosys Topaz for business and IT operations, creating robust foundational models for industry-specific applications. Infosys also provides these models as services that include pretraining-as-a-service and fine-tuning-as-a-service, to help businesses build their own custom AI models securely, in compliance with industry standards.

As part of the center of excellence, Infosys is working with NVIDIA on NIM™ Agent Blueprints to streamline AI application development and integrate innovations such as the new Digital Human blueprint for customer service, multimodal PDF data extraction and various other use cases for Infosys Topaz offerings. Beyond these, the collaboration extends to digitalization efforts, addressing areas like 3D workflows and digital twins with NVIDIA Omniverse Enterprise, and Infosys Responsible AI suite, using NVIDIA NeMo Guardrails. The center of excellence also unveiled an exclusive AI Experience Zone, featuring the latest capabilities from NVIDIA AI and Infosys Topaz. The zone is designed to foster co-innovation in AI solutions, such as agentic and physical AI use cases, across sectors such as telecommunications, retail, and financial services.

Balakrishna D. R. (Bali), Executive Vice President, Global Services Head, AI and Industry Verticals, Infosys, said, “As we further our enterprise AI journey with NVIDIA, our focus is now on delivering foundational small language models as services for businesses to build on. By integrating the NVIDIA AI stack with Infosys Topaz, we are taking advantage of very advanced enterprise AI capabilities to tackle unique business challenges, enhance operational efficiency, and deliver bespoke solutions that drive business value for our clients. Our dedicated center of excellence ensures continuous innovation and establishes Infosys as a preferred partner for our clients’ AI-powered transformation.”

Jay Puri, Executive Vice President, Worldwide Field Operations, NVIDIA, said, “Generative AI and the recent advancements in agentic and physical AI are ushering in a new era of innovation and productivity for enterprises worldwide. NVIDIA's full-stack AI platform combined with Infosys Topaz empowers businesses to build and deploy custom AI applications that will transform industries, helping businesses unlock their full potential.”

Introducing Wonder Animation: New AI solution for animated films, powered by cutting-edge Video to 3D Scene technology

30 October 2024

Nikola Todorovic published a blog post on the Autodesk blog to announce the release of the beta version of Wonder Animation. Nikola says, “Wonder Dynamics is excited to announce the beta launch of Wonder Studio’s newest feature: Wonder Animation, which is powered by groundbreaking Video to 3D scene technology that enables artists to shoot a scene with any camera, in any location, and turn the sequence into an animated scene with CG characters in a 3D environment.”

Read the full blog post here: <https://adsknews.autodesk.com/en/news/autodesk-launches-wonder-animation-video-to-3d-scene-technology/>

Join’s New Insights Feature Gives Construction Leaders a Portfolio View of Preconstruction Project Health

23 October 2024

Join, the collaborative project delivery platform for the built environment, announced the launch of Join *Insights*, its new preconstruction dashboard for general contractor executives. The first product to offer a firm-wide view into preconstruction project health, *Insights* is built

on top of Join's core project platform, renowned for helping project teams across the nation deliver a premier owner experience.

Introducing next-level portfolio intelligence

Join *Insights* captures a portfolio view of projects in a single dashboard, giving firm executives the ability to simultaneously monitor risk and drive high performance.

The new feature shines a light on the highly critical preconstruction phase of projects, providing actionable status reports on preconstruction project health across projects and regions. *Insights* makes it possible for GC leadership to identify and scale positive preconstruction trends, and to quickly react to potential project risks.

"Until now, there has been virtually no way to track actions and outcomes across projects during preconstruction," says Join's Head of Industry Strategy Jason Brenner, who, prior to onboarding at Join, led highly collaborative teams for some of the most sophisticated GCs in the industry. "Typically, the only update a GC firm leader gets is from the estimating team every two to three months. And when the estimate is published, it may already be six to eight weeks old. This way of monitoring precon is like driving a car while looking out of the rearview mirror."

Providing real-time alerts for individual projects

Insights helps project and preconstruction leaders keep their projects on track by giving them a data-rich view into the preconstruction effort. *Insights* helps collaborative teams:

- Assess which projects do or do not have a path to budget
- Understand the extent of past due and upcoming decisions on each project
- Visualize which projects are at risk for overdrawing allocated contingencies or allowances

Without a tool like *Insights*, the ability to track project health during preconstruction is limited to static cost updates every few months. With *Insights*, GCs can evaluate decisions being made (or not being made) on a weekly or even a daily basis. They can see if their design contingency is burning down too quickly. They can react to negative cost trends between milestone estimates to help support their project teams earlier.

"*Insights* is going to dramatically improve a GC's ability to control project outcomes," says Brenner.

In addition to working for large GCs, Brenner also worked on the owner side for companies such as Genentech and Johnson & Johnson. He adds that the real power of Join *Insights* is that it helps collaborative teams deliver an exceptional owner experience. "We at Join have heard time and time again that owners love the ability to see where their projects are trending in real time and to understand exactly where teams need to focus their efforts. *Insights* provides actionable data when it has the greatest potential to impact project success: during preconstruction."

Medidata Launches Bundled Solutions to Support Oncology and Vaccine Trials, Accelerating Study Design and Execution

31 October 2024

Medidata, a Dassault Systèmes brand and leading provider of clinical trial solutions to the life sciences industry, has introduced two new bundled offerings to meet the growing demands of oncology and vaccine research. Medidata Oncology Solutions and Medidata Vaccine Solutions reinforce the FDA guidance for patient-centered endpoints, adaptive trial designs, and trial diversity. By unifying key trial components such as real-time patient-reported outcomes and imaging management, these bundled solutions will aid sponsors by reducing trial complexity, accelerating decision-making, and improving assessments of treatment efficacy and safety.

"Oncology and vaccine trials face significant challenges in recruiting diverse patients, ensuring rapid execution, and maintaining and monitoring patient safety," said Joseph Schmidt, chief operating officer, Medidata. "By making these new bundled capabilities readily available to customers, we can deliver a solution built on Medidata's vast experience and expertise in these two important therapeutic areas. These bundles are designed to help customers navigate the complicated stages of these studies while advancing life-saving treatments."

Medidata, with more than 25 years of oncology and vaccine experience and the largest global trial datasets, has conducted approximately 9,000 oncology studies and 750 trials in vaccines. In 2023, it was recorded that 93% of oncology drug approvals went through Medidata. The company was also on the frontlines of COVID-19, supporting hundreds of trials, including the development of one of the most effective mRNA vaccines used to fight the virus.

Both solutions deliver a unified data ecosystem by integrating Medidata Rave EDC, Medidata eCOA, Medidata Rave Imaging, Medidata Clinical Data Studio, and Health Record Connect. For more information about Medidata's new oncology and vaccine solution bundles, visit our therapeutics landing page.

New AI-Powered Qualtrics Solutions Empower Leaders to Boost Employee Engagement With Strategic, Informed Action

30 October 2024

Qualtrics, the leader of the experience management (XM) category, announced the general availability of new Qualtrics® AI capabilities in the XM for Employee Experience™ that will elevate organizations' ability to collect and analyze complex employee feedback and turn those insights into recommendations and actions that improve employee engagement, satisfaction and productivity. New Qualtrics Assist for Employee Experience, Comment Summaries, and Conversational Feedback capabilities use employee feedback to create clear, practical recommendations that reduce bias, and improve manager and team effectiveness.

"These new generative AI capabilities empower companies to harness AI's potential in a safe and responsible way," said Wojtek Kubik, Head of Product, Employee Experience at Qualtrics. "Organizations can now extract insights faster through advanced summaries, interact

seamlessly with data using a natural language copilot for deeper comprehension, and elicit more comprehensive team responses.”

In today’s hybrid and remote workplaces, managers need streamlined processes that help them lead their teams more effectively. A new Qualtrics study of over 35,000 employees worldwide showed that just half of all individual contributors believe their company has made positive changes based on their feedback. When employees don’t see any action taken on their feedback, they lose trust in the company.

Many individual contributors report to first-time managers who struggle to interpret and take action on employee feedback results due to their lack of experience or technical skills. Complicated or lengthy team dashboards can obscure team sentiment and improvement opportunities, while a slow review process may lead to missed feedback and lingering unresolved issues.

Qualtrics Assist for Employee Experience enables people leaders across the organization to understand and act on employee feedback

Qualtrics Assist for Employee Experience is an AI-powered dashboard assistant that provides analysts, managers, and leaders with rapid insights regarding employee experience data, helping them focus on critical improvement areas. It allows managers and team leaders to explore their team’s data by asking simple questions such as “what conversations can I have in my next team meeting to help increase collaboration?” or “what are the most discussed topics from the open comments questions?” Guided prompts help managers explore and understand their data more thoroughly.

Qualtrics Assist identifies the most relevant employee engagement data and applies proprietary, science-backed industry benchmark data, methodologies, and best practices to transform complex data into clear and simple insights, recommendations, and suggested actions.

adidas is recognized by Forbes as one of the world’s best employers and is leading globally by identifying and acting on the intrinsic link between employee experience and business outcomes. The company deepened its commitment to employee experience by embracing Qualtrics Assist for Employee Experience to empower managers at all levels to take effective action based on feedback.

“We leveraged Qualtrics AI to democratize insights, reduce bias, and save time” says Dr. Sebastian Projahn, Senior Director of People Intelligence at adidas. “Managers, especially those in our stores and distribution centers where time is critical, can focus on driving impact, rather than interpreting data and reading multiple comments”.

AI-generated Comment Summaries pinpoint unique team dynamics by analyzing open-text feedback

“While personal comments from employees can be very insightful, going through all the feedback can be overwhelming for managers and team leaders.” said Wojtek Kubik, Head of Product, Employee Experience at Qualtrics. “This often leads to biased interpretations, where

managers pay more attention to specific comments instead of looking for common themes in the team's feedback.”

Qualtrics Comment Summaries uses Qualtrics proprietary AI to automatically aggregate and summarize employee feedback into clear themes that help managers quickly identify patterns and trends. These AI-generated summaries allow managers to analyze open-text feedback at scale without compromising employee anonymity.

Comment Summaries transform feedback into actionable insights, saving HR and leaders time while fostering trust and satisfaction in the workplace.

Allstate faced challenges in analyzing employee feedback from open-text comments due to its large workforce. The time-consuming review process limited the number of surveys Allstate could conduct each year. To address this, Allstate implemented Qualtrics Comment Summaries, which offered a structured, automated, and unbiased way to categorize and summarize extensive feedback efficiently. Using the solution, Allstate was able to quickly identify overarching themes in employee feedback in hours, not weeks, and increase the frequency of survey touchpoints, allowing for a more continuous listening approach.

“To turn something around within 48 hours, with our fresh data, for high-level executive board presentations is not something we'd been able to accomplish,” said Kiera Connerty, Global Employee Listening & Engagement Team Lead at Allstate. “We can now go beyond engagement and other scores, glean things employees are talking about, how they feel about them in such a short timeframe.”

Qualtrics Conversational Feedback empowers organizations get the most out of their employee surveys

Incomplete or vague employee survey responses waste time and resources and make it difficult to uncover meaningful insights. Qualtrics Conversational Feedback uses Qualtrics AI to analyze survey responses to detect incomplete or vague answers and prompts respondents for additional details.

In a controlled study, survey respondents added additional information 40% of the time when prompted by Qualtrics AI, and the new responses were more comprehensive and descriptive, including nearly four times as many characters, covering a wider range of topics. Importantly, there was no change in dropout rates, or increase in perceived burden among the respondents.

By intelligently prompting respondents for additional detail, HR teams and managers can transform employee feedback into more actionable insights, enhancing the overall effectiveness of employee surveys.

OpenSpace Unveils Enhanced Capabilities for Large-Scale Construction Projects

24 October 2024

OpenSpace, a global leader in 360° reality capture and AI-powered analytics for the construction industry, has announced new capabilities designed to accelerate large-scale

projects and efficiently manage extended teams. As project complexity increases, so does the number of sites, floors, users, and issues. To address these challenges, OpenSpace introduces:

- **Quick Access to Overhead Captures:** Overhead images, whether from ceilings or other high locations, are easily accessible on sheets and on the OpenSpace mini-map.
- **Seamless Multi-Floor Captures:** For multi-floor captures, a new “Next sheet” button prompts the transfer of captures to OpenSpace while moving between floors during capture walks.
- **Flexible 360° Capture Management:** In addition to the OpenSpace app, users can now upload files directly from a camera or SD card reader to the web. OpenSpace admins also have the capability to delete captures through the admin console.
- **Enhanced User Management Controls:** OpenSpace has streamlined user management with single sign-on (SSO) and construction management platform integrations. Admins can now bulk delete users, simplifying user management. Procore users benefit from direct import of their Procore users and sheets into OpenSpace projects.
- **Improved Field Coordination with Field Notes Zones and Field Notes Explorer:** Zones allow notes to be categorized by project areas, such as rooms and sectors, or by project phases. Field Notes are automatically tagged with their respective Zones and displayed on corresponding sheets for easy filtering and progress monitoring. Site and org admins can create, edit, copy, and delete Zones via the “Zones” tab in project settings. Field Notes Explorer enhances issue management with features like bulk status adjustments, task assignments, and report generation.
- **Field Notes Integrations with Procore, ACC, and Revizto:** Following the Field Notes integration with Procore, Autodesk Construction Cloud (ACC) customers can now create RFIs and Issues in Autodesk Build in one click, streamlining issue management. With OpenSpace BIM+, users can create Revizto Issues from Field Notes, incorporating data such as 360 images to quickly assess on-site situations.
- **Multi-Integration Flexibility:** OpenSpace projects now support simultaneous syncing with Procore, Autodesk Construction Cloud (ACC), BIM 360, PlanGrid, and Revizto. For example, users can import sheets and users from Procore, export Field Notes to BIM 360 and ACC, import multiple models from ACC, and export Field Notes as Issues to Revizto, all while utilizing Procore for sheet and user imports.
- **OpenSpace Usage API for Data Insights:** Leverage the OpenSpace Usage API to pull capture data into business intelligence tools like PowerBI, enabling quick tracking of usage, coverage gap identification, and trend analysis.

“Scale and reliability have become top product priorities as the number of OpenSpace users has grown to exceed 250,000 and the space our customers are capturing has accelerated to 37 billion square feet,” shared Neel Sheth, VP of Product at OpenSpace. “We have always strived to help our customers get work done quickly and easily in OpenSpace, and these latest features

support that focus—particularly for our largest clients and those handling highly complex projects.”

OpenText Unveils Secure Cloud Evolution to Supercharge Managed Service Provider (MSP) Business Growth

22 October 2024

OpenText™ announced a major evolution of its Secure Cloud platform, designed to drive growth for managed security providers (MSPs). With fresh features like automated provisioning, enriched product bundling, integrated task management and improved reporting and analytics, the platform streamlines MSP operations helping them focus on customer growth and retention.

Recently, the OpenText Cybersecurity’s 2024 Global Managed Security Survey revealed that 56% of MSPs and MSSPs are chosen by clients for their ability to deliver robust security services. In response, OpenText Cybersecurity is simplifying the path for MSPs to deliver end-to-end security solutions through a single, unified platform.

“OpenText remains committed to empowering our channel partners to meet the evolving demands of today’s market,” said Sandy Ono, Executive Vice President and Chief Marketing Officer, OpenText. “We are a one-stop-shop for MSPs from email protection and data risk management to cyber warranty and managed detection and response (MDR). Following our acquisition of Pillr to expand into MDR and our new partnership with Cork to offer cyber warranty, we are now providing partners with a seamless, world-class platform they can easily service their customers with while staying ahead of today’s cyber threats.”

The expansion features:

- **Platform enhancements:** A modern interface with new MSP workflows, integrated task management and a streamlined billing, payments and invoicing experience. This unified platform allows MSPs to manage, administer, and bill clients more efficiently, saving time and improved delivery.
- **New bundles:** MSPs can now offer tailored, cross-functional security solutions with ease, thanks to new product bundles that include email risk management, compliance, data risk management and security.
- **All-in-One Platform:** Secure Cloud now integrates seamlessly with leading platforms like ConnectWise, Kaseya, and Autotask. New offerings include OpenText MDR, Cork Cyber warranty, Pen testing and Azure Virtual Desktop, further expanding the platforms capabilities.

With 100,000 small-to-medium businesses already relying on Secure Cloud, these enhancements will enable MSPs to deliver even more comprehensive security services to a growing customer base.

Oracle Helps Healthcare Organizations Address Critical Inventory Management Challenges

28 October 2024

Oracle is introducing new supply chain capabilities within Oracle Fusion Cloud Applications Suite to help healthcare organizations optimize inventory management and improve patient care. The latest updates to Oracle Fusion Cloud Inventory Management and Oracle Fusion Cloud Procurement will enable organizations to increase productivity, expand insights, and enhance buying decisions by automating inventory management, increasing inventory visibility, and improving procurement data quality.

“Managing healthcare inventory is a key factor in helping to ensure clinicians have the right supplies for each procedure, but a lot of the critical tasks they perform rely on disconnected manual processes, which can lead to delays, shortages, and slower response times,” said Chris Leone, executive vice president of applications development, Oracle. “These new supply chain capabilities enable inventory managers, buyers, and contract managers to address these challenges by automating stock replenishment, providing a complete view of inventory, and delivering a more expansive product catalog. This will help healthcare organizations minimize sourcing errors, optimize inventory, reduce critical recall response times, and improve patient care and safety.”

The latest healthcare-specific supply chain updates within Oracle Fusion Applications include:

- **Inventory Shortages Workbench:** Helps organizations quickly identify and solve for inventory shortages or stockouts. Part of Oracle Inventory Management, the workbench provides a single view of inventory and enables customers to easily assess critical item shortages and identify the cause, review options for addressing item shortages, and take action to reduce stockouts.
- **Mobile Recall Management:** Helps organizations respond quickly, accurately, and comprehensively to product recall notices. Part of Oracle Inventory Management, this new responsive mobile application enables customers to quickly scan items and locations, record recall counts, and take immediate action to quarantine affected items, improve patient safety, and reduce risk.
- **RFID for Replenishment:** Enables organizations to increase productivity and prevent delays by helping ensure the right amount of stock is in the right location at the right time. Part of Oracle Inventory Management, the new feature leverages technologies from Avery Dennison, Terso Solutions, and Zebra Technologies, to automate inventory management by automatically capturing usage, updating stock balances, tracking location, and triggering restocking of supplies and materials.
- **Symmetric Health Solutions Partnership:** Helps organizations increase productivity in sourcing and minimize product order errors. Part of Oracle Healthcare Marketplace, a B2C shopping experience within Oracle Procurement, the new expansive third-party medical, surgical, and device product catalog from Symmetric Health Solutions enables

customers to discover, source, and price desired items that are not listed within their organization's existing item master, frequently purchased items, or contract portfolio. The fully attributed and enriched data helps reduce manual data maintenance and improve analytics.

Oracle Fusion Cloud Supply Chain & Manufacturing (SCM) helps healthcare organizations seamlessly connect supply chain and clinical processes to quickly respond to changing demand and supply conditions to deliver the best patient care. With new features added every quarter, Oracle Cloud SCM helps customers create a resilient supply network and processes that outpace change.

Roadzen Unveils MixtapeAI: Next-Generation AI Agents for the Insurance Industry

30 October 2024

Roadzen Inc. ("Roadzen" or the "Company"), a pioneer in AI-driven insurance technology, has launched MixtapeAI, a platform designed to power AI agents and transform customer interactions in the insurance and mobility sectors. With MixtapeAI, insurers, brokers, agents, carmakers, and fleets can deliver intelligent, personalized, and secure customer experiences while automating complex workflows across multiple touchpoints.

MixtapeAI: Driving Efficiency and Customer Engagement in Insurance and Mobility

MixtapeAI leverages best-in-class foundation models such as OpenAI, Google, Anthropic, and Meta, ensuring customers receive natural, intelligent responses. Specifically tailored for the insurance and mobility sectors, MixtapeAI empowers businesses to:

Automate Complex Workflows, Resolving Issues from Start to Finish.

From KYC and claims processing to policy administration and roadside assistance, MixtapeAI agents handle entire workflows autonomously, including complex cases, providing a comprehensive end-to-end solution.

Engage with Customers Across Channels.

With multi-modal capabilities, MixtapeAI can connect with customers on chat, email, phone, social media, and more, ensuring smooth, consistent interactions at every touchpoint.

MixtapeAI integrates in real-time with core systems to understand context, enabling agents to:

Retrieve Relevant Knowledge Instantly.

Agents locate information on claims, policy terms, driver details, and more, ensuring responses are accurate and contextually aware.

Take Action in Real Time.

By connecting with internal databases and service platforms, agents can perform tasks such as policy updates, claims processing, or roadside assistance scheduling on behalf of customers.

Embody Your Brand's Voice and Tone.

From personalized greetings to consistent behavior, MixtapeAI reinforces brand identity in every customer interaction.

Leverage Deep Company Knowledge.

Agents are embedded with proprietary knowledge and processes, understanding the context of conversations to deliver quick, relevant responses.

"We see the verticalization of AI as a generational opportunity and the insurance industry as a sector ripe for transformation," said Rohan Malhotra, CEO of Roadzen. "Generative AI and LLMs represent a leap forward for these industries that have traditionally lagged behind in customer experience due to legacy systems and manual processes. With MixtapeAI, we're enhancing the relevance, speed, and reasoning capabilities of AI agents by leveraging our deep understanding of complex workflows in insurance and mobility. We can deliver significant operational improvements and elevate customer satisfaction with MixtapeAI."

"We've built the infrastructure to leverage best-in-class foundation models, while also supporting smaller fine-tuned models tailored for niche use cases," Malhotra continued. "In addition to our fundamental innovations in AI for underwriting, claims processing, and road safety, we're now reimagining customer service for the 21st century. This is just a further step in our commitment to building the leading AI company at the convergence of insurance and mobility."

SAP Announces New AI Across the SAP SuccessFactors HCM Suite to Enhance Workforce Management, Upskilling and Organizational Evolution

28 October 2024

SAP SE announced new innovations and embedded artificial intelligence (AI) across the SAP SuccessFactors HCM suite that provides organizations with greater efficiencies and unparalleled experiences.

The announcements were made at SuccessConnect, SAP's annual human resources customer event, October 28-30 in Lisbon, Portugal.

"Our announcements today represent a major leap toward a future where every organization has a single source of truth for its people data and skills intelligence, enabling data-driven decisions across the entire business," said Dan Beck, President and Chief Product Officer, SAP SuccessFactors solutions. "We are not embedding AI in a vacuum. These innovations will activate unparalleled insights and reliable results for SAP SuccessFactors customers."

Building an Open Skills Ecosystem to Fuel AI-Based Career Recommendations

Skills continue to be a top concern for business leaders. According to Gartner®, "Uncertainty about skills needs and assets – only 8% of organizations have reliable data on the skills the workforce currently possesses and those that have the greatest impact on business success."*

SAP introduced enhancements to the talent intelligence hub, which provides organizations with a centralized system for skills that drive career development and strategic workforce planning. Customers now can aggregate and harmonize data from third-party solutions in the talent intelligence hub to ensure a single view of skills for each employee and for the organization. The first partners to integrate with the talent intelligence hub will include Beamery, Degreed, IMOCHA INC, Korn Ferry, Lightcast, Phenom, TalenTeam and TechWolf, with more in the coming months.

SAP also has launched the SAP SuccessFactors Career and Talent Development solution, a fully integrated offering, which combines the robust features of the SAP SuccessFactors Succession & Development solution with the SAP SuccessFactors Opportunity Marketplace solution, powered by skills data from the talent intelligence hub. This innovative solution empowers employees to set career growth goals aligned with personal aspirations and organizational needs. Through career path exploration, employees can map their skills to current and target roles and improve their readiness for their next opportunity.

These updates are complemented with dozens of new generative AI capabilities that improve the employee experience across the entire talent lifecycle. With the help of AI, for example, managers receive support in developing AI-assisted 360-degree reviews, which provide employees with actionable insights and a feedback summary that highlights their strengths and areas for improvement. SAP's AI copilot Joule can now guide employees through the onboarding process, such as providing recommended meetings and nudging them to complete data review, forms and e-signatures.

AI Boosts SAP's Core HR and Payroll

SAP leads the market with strong global core HR solutions, providing customers with country-specific compliance, content and support in more places than any other cloud HR vendor – 104 for the SAP SuccessFactors Employee Central solution and 52 for the SAP SuccessFactors Employee Central Payroll solution. By embedding AI throughout these products, organizations can deliver a better experience for employees while freeing up time HR professionals now spend addressing service tickets.

In the first half of 2025, employees will be able to ask Joule complex questions about their pay slip and receive contextually relevant information. Additionally, SAP SuccessFactors Employee Central Payroll will include enhanced Payroll Control Center capabilities to manage payroll process activities and improve budgeting and control for public sector customers.

Accelerating Time to Value for Customers

In September, SAP successfully acquired WalkMe Ltd., the leading digital adoption platform company. At SuccessConnect, SAP announced its intent to add pre-built WalkMe content into SAP SuccessFactors solutions which will be commercially available in the first half of 2025, allowing customers to improve employee experience and adoption across common workflows.

"HR and people managers must deliver excellent, lasting and personalized employee experiences," said Zachary Chertok, Senior Research Manager for Employee Experience at IDC. "Both leaders need to continuously align employee growth, goals, and motivators to ever-

evolving sets of business OKRs. SAP SuccessFactors is furthering employee experience management while supporting HR and people managers to better partner with employees to mutually value their growth and engagement. From AI modeling and forecasting to dynamic skills and value framing, SAP SuccessFactors newest releases raise the bar for how to optimize and align employee experiences with the goals and needs of the enterprise.”