PLM Late-Breaking News

Editor: CIMdata News Team

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Company News

HCL and IBM Expand Alliance to help Organizations with Digital Transformation

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HCL Technologies announced a new collaboration with IBM to help clients accelerate their digital transformation by migrating enterprise mission-critical workloads to the IBM public cloud. The IBM Ecosystem Unit (IEU) at HCL will assist clients, including those enterprises in regulated industries such as financial services, telecommunications, life sciences & healthcare and energy & utilities, to develop digital and cloud-native solutions that will help advance their cloud journeys. These solutions will be built on the IBM public cloud using IBM Cloud Paks, containerized software running on Red Hat OpenShift, and Watson-powered advanced data and analytics.

HCL's IEU will offer a wide spectrum of services and solutions, leveraging IBM Cloud, data & analytics, artificial intelligence, machine learning capabilities and security to foster innovation for enterprises. Clients can participate in design workshops and remotely access the best technology from the company's Cloud Native Labs located in the United States (Dallas), United Kingdom (London) and India (NCR), which fully support IBM Cloud and Red Hat environments for proof of concepts and solution building.

"In line with HCL's vision and strategy, this new chapter in our relationship with IBM is an affirmation of our strategy in responding to a changing world. Leveraging the IBM public cloud will enable HCL to work with enterprises in regulated industries such as financial services." said Kalyan Kumar, Corporate Vice President and Chief Technology Officer, IT Services, HCL Technologies. "Currently our DRYiCETM portfolio runs on IBM public cloud. This collaboration will be extended to HCL's product portfolio, which includes the development of new SaaS offerings on IBM Cloud."

"We see increased demand for companies in many industries with sensitive data, such as financial services and telco, to migrate their critical workloads and applications to the cloud," said Bob Lord, Senior Vice President, Cognitive Applications, Blockchain and Ecosystems, IBM. "I see the flexibility and security of IBM's hybrid cloud platform built with Red Hat OpenShift at the core, combined with HCL's expertise in technology services, as a clear differentiator. Together, we can help clients maximize value and accelerate their digital transformation to any cloud environment, including the IBM public cloud."

HCL is part of IBM's hybrid cloud ecosystem, an initiative to support global system integrators and independent software vendors that will help clients modernize workloads with Red Hat OpenShift for any cloud environment, including the IBM public cloud. The IBM public cloud is one of the industry's most secure and open public clouds for business. With its security leadership, enterprise-grade strength

and support for open source technologies, the IBM public cloud is designed to differentiate and extend on hybrid cloud workloads for enterprise workloads.

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Infor Announces Strong Partner Ecosystem Momentum in Japan

02 October 2020

Infor shared its FY20 channel momentum in Japan with the strategic addition of nine new channels and alliance partners. These partners are specifically recruited according to their key industry-specific expertise and solution areas mapped and aligned to Infor Japan's go-to-market strategy. Channel license sales increased 13% year-over-year during this period, with several channel partners offering cloud (SaaS) licenses.

The new partners include but are not limited to:

Aŭtomatigo Inc. – Infor Nexus

Automatigo has deep expertise in global supply chains and is already supporting Komatsu's global deployment project of Infor Nexus, starting from its North American base, for the visualization of OEM product shipments and realization of transportation management.

Nippon Systemware (NSW) Co. Ltd. – Infor CloudSuite Industrial

NSW has many years of experience and know-how in the engineering chain areas (PLM, PDM), managing data related to design and manufacturing in the manufacturing industry.

Realsoft Inc. – Infor CloudSuite Industrial

Before signing on as a channel partner this fiscal year, Realsoft has been an Infor service partner since 2013 and led many successful projects, with a focus on introducing Infor CloudSuite Industrial to the manufacturing industry.

Nihon Software Kaisha Ltd. – Infor CloudSuite Industrial

NSK has experienced Infor CSI consultants who have worked on more than 40 projects to date as an Infor Service Partner, focusing on the introduction of Infor CloudSuite Industrial to the manufacturing industry since 1997. They signed up as an Infor Channel Partner in FY20.

As part of Infor's continued investment in its ecosystem partnership, a few partners were certified for Infor Birst and are now able to engage in Birst projects.

At the recent Virtual Partner Forum, Infor recognized its most successful partners and partner-led go-lives in FY20.

Best Competitive Win: QUNIE Corp.

Contributed to Infor WMS project orders from a major consumer goods manufacturer.

Best New Logo Sales: Triforce Global Solutions K.K.

As a result of many years of Infor SunSystems deployments, Triforce Global Solutions clinched a global accounting project for a large manufacturing company.

Best License Sales Partner: KYOCERA Communication Systems Co., Ltd.

It achieved Gold Partner status for the fourth consecutive year with continued licensing orders from both

Infor LN and Infor CloudSuite Industrial, in addition to the successful go-live at a major construction machinery company.

Best Go-Live Partner (1): Hitachi, Ltd.

Completed Infor LN project at Sega Entertainment, on schedule and on budget.

Best Go-Live Partner (2): Realsoft, Inc.

Japan's first Infor CloudSuite Industrial introduction was achieved almost on schedule, and overseas expansion is planned in the future. The attitude of always challenging new features is also highly evaluated.

Best Go-Live Partner (3): Optage, Inc.

Optage has achieved go-lives of Infor M3 in the process manufacturing industry and fashion industry, which can be expected to expand to the distribution and fashion industries.

Best SaaS Win: Neoaxis Co., Ltd.

Won two new deals in the manufacturing industry within a year of starting SaaS business, by specializing in cloud ERP business.

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Product News

BIM-Enabled Facilities Management with ALLPLAN Bimplus Platform

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ALLPLAN, global provider of BIM solutions for the AEC industry, today announced the integration of its Bimplus collaboration platform within MCS 20 from Nemetschek Group sister company Spacewell. This partnership development supports Spacewell's vision of BIM-enabled facilities management and further extends the application of BIM data through ALLPLAN's Bimplus open BIM model-based collaboration platform.

The Bimplus solution provides a platform for collaboration using building model data allowing digital information to be unified across all disciplines along the entire lifecycle of buildings. Bimplus is a platform for bringing relevant data together and sharing this data with all project disciplines. It offers an open solution encouraging the development of domain-specific applications.

Bimplus already attracted a significant number of partner developers and the ecosystem around this platform is expanding quickly and establishing a trusted partner network. This latest partnership with Spacewell is another example demonstrating the value of the model database approach and the powerful API. The BIM working methodology is intended to support the entire building life cycle: not only the design and construction phases, but also building operations and facility management (FM). BIM-enabled FM is still in the early stages but forms the basis for sustainable and holistic digitization in the real estate industry.

Extending BIM data into Facilities Management

Now with the launch of MCS 20, Nemetschek Group sister company Spacewell achieves the vision of BIM-enabled FM. With this latest release of its Integrated Workplace Management System (IWMS), lifecycle intelligence is brought to building operations through bidirectional integration with

ALLPLAN's Bimplus collaboration platform.

The open BIM collaboration platform Bimplus enables spatial and asset data created through the BIM working methodology to be imported with floors, rooms and maintenance objects created automatically. Model revisions and changes can be processed, with information updated accordingly, and BIM models interrogated in a graphical way. Properties of BIM elements can be updated, and changes written back to Bimplus. Extended integration within MCS 20 further facilitates maintenance, through clear asset location information and properties within the BIM model.

Stefan Kaufmann, Product Manager BIM Strategy & New Technologies, comments: "With the integration of Bimplus into MCS 20, we are taking a decisive step towards the goal of seamlessly connecting the AEC industry with end-to-end digital processes. Working closely with our Nemetschek sister company, Spacewell, we are delighted to support our colleagues in bringing the benefits of BIM to Facilities Management and within easy reach of building managers and field technicians".

"As we have been told so often, BIM is intended to support the entire building life cycle: the design and construction phases, but also building operations and facility management. However, BIM-enabled FM has long remained in its infancy," said Eric Van Bael, CEO at Spacewell. "I'm thrilled that our new release now brings the benefits of BIM for FM within easy reach of building managers and field technicians. By embedding BIM data into an IWMS while also connecting with the IoT to collect data about building utilization, MCS 20 extends the value of BIM beyond design and construction and opens the way to create digital twins that help owners and project teams leverage intelligence throughout the building life cycle."

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