CIMdata

PLM Weekly Summary

Contents

CIMdata News

Building a Bridge to a Smart, Connected Future – a CIMdata Commentary

02 April 2020

Key takeaways:

- *In the twenty years since the phrase was coined, product lifecycle management (PLM) strategies and enabling technologies have been widely adopted by a range of industries.*
- *New technologies like social, mobile, analytics, cloud, and Internet of Things (IoT) are transforming society and creating new opportunities and challenges as firms scramble to expand their PLM strategy to support the introduction of smart, connected products.*
- *Persistent Systems, a Dassault Systèmes value-added reseller (VAR), brings significant skills and experience in systems engineering, the Industrial Internet of Things (IIoT), artificial intelligence (AI), and cloud to help industrial clients expand their PLM strategies to leverage these powerful capabilities.*
- *Persistent Systems is also a leader in application lifecycle management (ALM), a key enabling solution for effectively developing smart, connected products.*

Over the last twenty years, CIMdata has witnessed the continued growth and expansion of the global PLM market to support the development, production, and maintenance of complex products and/or services by increasingly global value chains. At the same time, the phenomenon of "the consumerization of information technology" has made consumer technologies like social and mobile important to the PLM market. Additionally, the Internet of Things has exploded on the consumer and industrial markets, turning almost every product into smart and connected. Social, mobile, and the IoT have also created an explosion in data to be mined for insights using traditional analytics and more advanced technologies like AI and machine learning (ML). These rapid changes in PLM requirements have challenged most product companies to keep up.

Persistent Systems has just the skill set to help. They are the global development partner for IBM's ALM portfolio, as well as their go-to-market partner in key European markets. As a company, they have significant experience in ALM, data & analytics, AI/ML, systems engineering, and cloud that they can bring to bear for their VAR clients.

Over our 35-year history, CIMdata has witnessed the emergence of Industry 3.0, the application of digital computing to the product lifecycle, and the on-going evolution toward Industry 4.0. In fact, we owe our existence to interest in CIM—computer-integrated manufacturing—and its market potential. During that time, digital tools emerged to support many aspects of the product lifecycle, from ideation to design, manufacturing to operations, and finally to end of life or through-life support. Companies need to manage the information created by these varied tools across the product lifecycle, and data and process management solutions emerged to help manage the information.

About twenty years ago, the phrase product lifecycle management (PLM) emerged to include the data, processes, and technologies that evolved to support products from idea through life. CIMdata defines PLM as a strategic business approach enabled by technology and a consistent set of business solutions that focuses on the collaborative creation, use, management, and dissemination of product-related intellectual assets across the lifecycle. The tools used and the nature of the assets depend on what is being created. For example, discrete manufacturing industries care a lot about mechanical computer-aided design (MCAD) to engineer the products, computer-aided manufacturing (CAM) solutions to use that 3D information to instruct machines to manufacture it, and simulation & analysis (S&A) tools to understand how a design might perform in the real-world. Contrast this with companies making toothpaste that care a lot about its formulation and how it might scale up for a manufacturing plant in some far-flung location, the artwork and labeling that might vary by country, and plans for how these consumer items are packed in boxes, crates, and pallets for shipping. All of this information must be managed across the product lifecycle from ideation through life. Companies in a range of industries employ PLM strategies and enabling technologies, from airlines to fashion to insurance. As part of its mission, CIMdata conducts market research on the global PLM market for software and services. In calendar year 2018, CIMdata estimated the global PLM market at nearly $47.8 billion, up 9.4% over 2017. The market is projected to grow 8.6% in 2019, with a five year compound annual growth rate (CAGR) of 8.3% to $72.4 billion in 2023.

Just like other application domains, PLM must evolve with the times and as its enabling technologies change and improve. For example, the MCAD market rode Moore's Law from mainframes to workstations to PCs. The Internet and, more specifically the World Wide Web (WWW), took digital capabilities from the province of professionals into the lives of most citizens of the world. People are used to using technology in their daily lives, creating usability expectations for their business systems. The response, often termed the consumerization of IT, has led to some usability improvements.

Social platforms like Twitter and Facebook have connected people around the world in unique ways. The youngest professionals expect their tools to work their way, and their predominant experience has been social. Many of today's leading software providers offer social capabilities, like chat or integrations to popular collaboration solutions like Slack. Mobile technologies have evolved and supplanted personal computers as the way most people interact using the Internet. PLM solution providers have tried to adapt by making more and more functions accessible on mobile devices. Social and mobile also generate huge volumes of data that companies are using for things like sentiment analysis and traffic flow analysis to site new retail, housing, or public infrastructure.

Another overriding trend is toward smart, connected products. The IoT and the IIoT help make most products smart and connected, as well as greatly expanding the types and volumes of data generated throughout a product's lifecycle. For example, GE aircraft engines put out about 25 megabytes of data per flight hour per engine.[1] They also make products systems of systems, with autonomous vehicles needing to understand the built environment (existing streets, buildings, etc.), the possible actions of pedestrians and other obstacles, and the potential behaviors of other vehicles on the road. Industrial companies have struggled to adapt to these changes

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[1] "Big Data Takes Off But Flight is Just Beginning," https://www.avm-mag.com/big-data-takes-off-flight-just-beginning/

and desperately need a wide range of new skills in topics like IoT and IIoT, software development, AI/ML, systems engineering, and cloud to survive and thrive in this ever increasingly smart, connected world.

In its nearly 30-year history, Persistent Systems has built skills and solutions that can help industrial companies effectively leverage these new capabilities.

Headquartered in Pune, India, Persistent Systems (BSE & NSE: PERSISTENT) is a global solutions company that seeks to deliver digital business acceleration and enterprise modernization for its global clientele and independent software vendor (SV) partners. Persistent has a global reach with subsidiaries in 11 countries and over 10,000 employees. They reported nearly $481 million in fiscal year 2019 revenues earned by working with their 350+ customers.

The company works in a variety of business and technology segments: Industrial; Banking, Financial Services, and Insurance; Healthcare and Life Sciences; AI, ML, and Data; Cloud Services; Identity, Access, and Security; and Software Product Engineering. Persistent Industrial Solutions group boasts over 100 customers and 1,000 experts in a wide range of technologies, as highlighted in Figure 1. As a company, Persistent has deep integration expertise, partly because of their role as an ISV development partner for so many data-focused solutions. The company claims that "building data products is our DNA." Based on their actions, this is much more than talk with development work on database kernels, Hadoop, drivers, connectors, and business intelligence (BI) tools—all important sources and users of data. While their PLM business is housed in their Industrial Solutions segment, Persistent is organized to leverage their other centers of expertise for the benefit of their PLM clients.
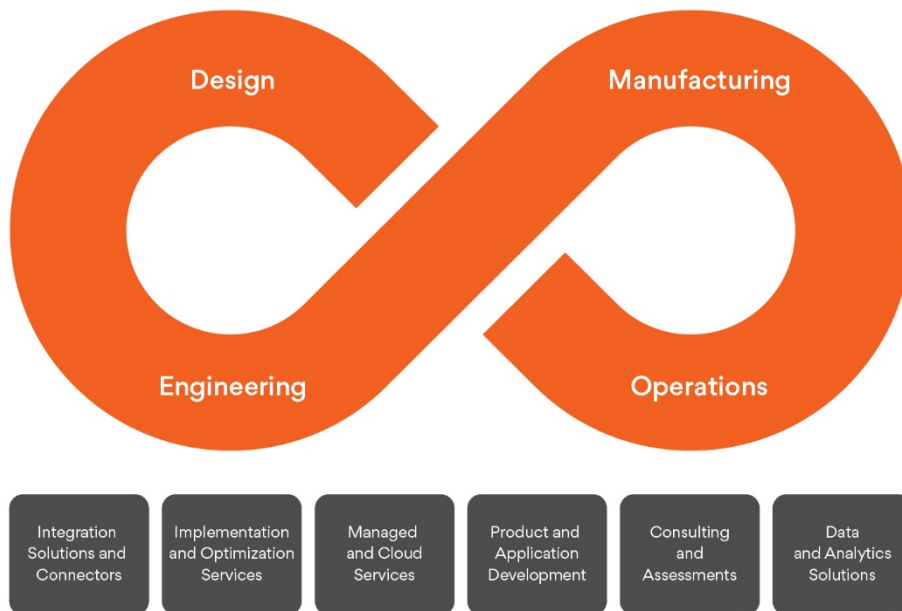
Figure 1—Persistent Systems Industrial Solutions Capabilities
(Courtesy of Persistent Systems)

Persistent entered the Dassault Systèmes channel business with their acquisition of NovaQuest in 2013, an integral part of their Industrial Solutions business unit. Persistent brings some especially important experience into the Dassault Systèmes partner ecosystem. Most notably, Persistent has a very deep relationship with IBM. Persistent took over development of the IBM application lifecycle management (ALM) portfolio in 2015 and is IBM's primary go-to-market partner in selected geographies, with over a hundred ALM customers. The company has leveraged this expertise to create a set of Integration solutions that link the IBM Engineering Lifecycle Management portfolio (previously Rational, including Rational DOORS), the world's most widely used requirements management tool, with other ALM and PLM solutions. They currently offer integrations between IBM ELM and Jira from Atlassian and the open source version control system Git. ALM is a key enabler of smart,

connected product development, one that Persistent can bring to its industrial clients. This deep level of expertise differentiates them from other potential partners in the market.

Persistent is also a major IBM partner around IBM Watson IoT, the main strategic focus for IBM's global business. Persistent launched specialized engineering services around that platform in 2016.[2] This is important because the rate IoT adoption is increasing. In CIMdata's 2019 research on digitalization and digital transformation, 96% of our industrial respondents said in that in 3 years smart, connected products will be "important" or "very important" (72%) to their business. This will generate a lot of data that needs to be captured, managed, and analyzed. Persistent can help here too, bringing their experience in implementing industrial data lakes both on-premise and in the public cloud to address this need. To ingest and interpret this data, Persistent has in-house expertise, technology, and customer experience in industrial connectivity as well as AI and ML upon which to draw.

Persistent has significant experience in the leading industrial sectors in terms of PLM investment, including aerospace, automotive, and industrial equipment. Many of these industries need help with their IIoT strategies and implementations, often as part of an Industry 4.0 initiative. Persistent's IIoT expertise and market relationships will help them serve their customers well in applying IoT and IIoT to improve their products, manufacturing, and operations.

In addition, Persistent is investing to expand their work with Dassault Systèmes to more of the Dassault Systèmes' portfolio. For example, with encouragement from Dassault Systèmes, Persistent is expanding their work in the manufacturing execution systems (MES) segment, a vital growth area for Dassault Systèmes. Their initial focus will be on Apriso and Ortems, recent Dassault Systèmes acquisitions.[3] MES is a key part of the digital thread from ideation through life and an accurate as-built bill of materials is essential for effective service lifecycle management. CIMdata thinks this is a good but challenging move for Persistent.

If current trends hold, it will indeed be an increasingly smart connected world. From our appliances to our smartphones, from our factories to our parking lots, to where all of our products we buy and use will be smart and connected. Over the last 20 years, the notion of PLM has expanded to support the development of smart—the addition of electronics and software—and now connected products by adding communications and sensors. Product companies designing and manufacturing these products need to quickly ramp up on the tools, technologies, and processes they need to innovate across the mechanical, electrical/electronic, and software elements of their smart connected offerings.

Persistent has deep skills in most of these areas. In some ways, Persistent is the best kept secret in the global PLM Economy because it is their integrations and work with multiple ISVs that has positioned them so well in the PLM market. Industrial companies that rely on Dassault Systèmes' solutions need to expand their PLM implementations to include ALM and the IIoT. Persistent can bring the deep skills necessary to quickly ramp up these companies to maximize the benefits possible from their adoption to support the product lifecycle. Expanding into the MES business will be a challenge as many players are chasing the same MES experts to build their capabilities. But if their growth over their nearly 30 year history is any indication, Persistent Systems will determine the best path forward to continue their market success.

CIMdata to Host a Free Webinar on Capital Project and Capital Asset Lifecycle Management
01 April 2020

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces

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[2] https://www.persistent.com/media/press-releases/persistent-systems-launches-specialized-engineering-services-for-ibm-watson-iot-platform/

[3] https://www.3ds.com/press-releases/single/dassault-systemes-to-acquire-apriso/ and https://www.3ds.com/press-releases/single/dassault-systemes-extends-the-3dexperience-platform-to-supply-chain-planning-and-operations/

an upcoming free educational webinar, "Managing the Lifecycles of Large Capital Projects and their Assets." The webinar will take place on Thursday, April 23, 2020, at 11:00 a.m. (EDT) and will last for one hour.

Large project-based manufacturers, resource developers, and facility owner-operators are looking to describe, organize, instantiate, and manage their operations digitally, based on a project-and-asset lifecycle schema. Flexibly mapping this to how their company creates value today, as well as in the future should be the most important pillar in a "digital transformation" initiative.

This webinar will provide an overview of current industry trends and will share how CIMdata sees this evolving using the Oil and Gas Exploration and Production industry as an example. The webinar will be time well spent for team members in the petroleum and similar industries (utilities, mass transportation, engineering/ procurement/construction, resource extraction) who seek to support the digital transformation of their operations through the management of large capital projects and all the assets underneath them.

Attendees at this webinar will:

- Learn about potential solutions to business challenges that can be met by program, project, and asset lifecycle management best practices.

- Be introduced to cross-industry solutions to similar business challenges met by capital project lifecycle management and capital asset lifecycle management.

- Have the ability to gauge what others are doing and how to answer the question, "Am I on-target with my initiative and how important is it to digital transformation?"

- Learn about new technology that might have an impact on a holistic digital transformation program.

According to Peter Bilello, CIMdata's President and CEO, and the host for this webinar, "Asset intensive industries have long struggled with a complex value chain where no one organization has complete end-to-end control of an asset. This has often resulted in poor asset development, utilization, and maintenance. Today's lifecycle management solutions can allow asset-intensive organizations to break out of the old way of executing projects to new, more efficient and effective ways that seek to optimize the complete value chain—from concept, to design, to construction, to operations and maintenance, and finally to decommissioning."

Mr. Bilello has more than 30 years of experience in the development of business-enabling IT solutions for research, engineering, and manufacturing organizations worldwide. He has participated in PLM analysis, selection, implementation, and training; CAD/CAM/CAE/CIM implementation and management; synchronous and lean manufacturing consulting; software engineering; and general data management strategy development and support. He has authored numerous papers and research reports on PLM, digital transformation, and related topics, and his articles, commentaries, and perspectives have appeared in publications throughout the Americas, Europe, and Asia.

This webinar will be of interest to enterprise program managers and stakeholders in the petroleum and similar industries including; utilities, mass transportation, engineering/procurement/construction, and resource extraction; senior IT personnel charged with advancing a Digital Transformation initiative in these industries; senior LOB and enterprise departmental personnel involved directly in executing projects like exploration, development, engineering, facilities, finance, R&D, compliance, etc.; and anyone who wants to learn about managing the lifecycle of a large capital project.

To find out more, visit: https://www.cimdata.com/en/education/educational-webinars/webinar-

managing-the-lifecycles-of-large-capital-projects-and-their-assets. To register for this webinar please visit: https://register.gotowebinar.com/register/2025532819985775361.

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CIMdata Vice President, Stan Przybylinski, to Participate in an upcoming Webinar
03 April 2020

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that its Vice President, Stan Przybylinski, will take part in a webinar, "The Importance of Integration: Building a Bridge to a Smart, Connected Future."

The webinar will show how important integration is for enabling the Digital Thread that will provide the capability to exchange data, information, and run processes across silos, from design to manufacturing. Application and Product Lifecycle Integration and how an organization can improve cross-team collaboration, productivity, and project traceability will also be discussed.

Mr. Przybylinski has over 30 years of experience in the development of business-enabling IT solutions for research, engineering, and manufacturing organizations worldwide. He has worked in R&D, marketing, and communications with both Fortune 100 companies and small organizations. Stan is responsible for CIMdata's research agenda, including the CIMdata PLM Market Analysis Report series. He has been directly involved with the selection, consulting, integration, and implementation of large-scale PLM solutions, and has worked on projects for both PLM solution providers and end-user organizations in the automotive, aerospace, consumer packaged goods, high-tech, and medical devices industries. He has spoken on PLM-related topics in Europe, North America, and Asia.

The webinar, which is hosted by Persistent Systems, will take place on Thursday, 16 April at 11:00 a.m. EDT. To learn more or to register for this free webinar, visit https://www.cimdata.com/en/events/cimdata-supported-events/event/530-webinar-the-importance-of-integration-building-a-bridge-to-a-smart-connected-future.

In addition to the webinar on this topic, there is also a companion CIMdata commentary with the same name. To download the commentary for free visit https://www.persistent.com/industries/industrial/webinar-by-cimdata-and-persistent-systems/?utm_source=Twitter&utm_medium=Organic&utm_campaign=Webinar_CIM%20Data_April%202020.

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Message from Peter Bilello, CIMdata President
31 March 2020

Dear CIMdata Family & Friends,

I hope that you and your loved ones are safe and well. For more than 36 years, CIMdata has striven to provide valuable insight that helps our clients, who are based in more than 50 countries around the world. Our intent has been to not only provide value, but also actionable recommendations that allow our clients to not only survive, but to thrive in the rapidly changing and high-connected global economy.

The current and continued impact of COVID-19 is affecting all our lives—our families, our friends, our colleagues, our companies, as well as many of us personally. The impact of this new virus, especially to

human life, is upsetting, and for some devastating. Fortunately, humankind is resilient and life as we knew it will return.

While much of how we work today has changed, at least temporarily, business must go on, and CIMdata is here to support you now and well into the future. CIMdata has been a highly distributed company for decades and as a result, we have learned how to deliver value remotely. Many of our services have been constructed with minimal interaction, much of which is well suited for remote collaboration. This means that most of our PLM Success and PLM Transformation consulting services can be delivered today in the same manner as they were being delivered in the past. Additionally, we continue to expand our education and research offerings so that they proactively support today's rapidly changing dynamics.

Some of the specific items that I wish to bring to your attention are:

- E-learning opportunities, including the CIMdata PLM Basics course and a soon to be announced virtual PLM Certificate Program.
- The CIMdata.com knowledge-base, including our weekly PLM Industry Summary, free research papers, video library, webinar library, etc.
- Educational webinars, which will be increased from one to two webinars per month. For upcoming webinars please check our on-line listing at https://www.cimdata.com/en/education/educational-webinars.
- Virtual assessments, road mapping, and other strategic services.

I would also like to let you know that CIMdata will be donating 50% of each sale that is made during April from the PLM Basics e-learning course to Food Gatherers, a food bank that is local to CIMdata's headquarters in Ann Arbor, MI. This organization already helps so many in Ann Arbor and the surrounding area and will need to help far more as this crisis continues to move through our community—it is worthy of our support.

Finally, it is critical for all of us to stay the course and stay connected so that when recovery gains momentum, we are all ready to grow and take advantage of the opportunities available.

Keep well.
Peter

Acquisitions

Accenture Acquires Yesler, Bolstering its B2B Marketing Services
03 April 2020

Accenture has acquired Yesler, a business-to-business (B2B) marketing services agency that helps many of the world's leading brands run their global marketing programs and operations at speed and scale. Terms of the transaction were not disclosed.

The acquisition continues to strengthen and scale Accenture's B2B marketing services, adding depth in offerings such as account-based marketing, customer advocacy, sales enablement, and marketing

automation. With more than 400 people globally, Yesler is headquartered in Seattle and has additional offices in Portland, Philadelphia, London, Toronto and Singapore.

"Yesler's expertise in B2B has given them a unique understanding of how businesses make purchase decisions — insights that empower marketers to influence purchasing decisions at critical stages, enabling them to achieve growth and adapt their operating models for continued success," said Manish Sharma, group chief executive for Accenture Operations. "We're excited to have them join the Accenture team."

"B2B marketing has become extraordinarily complex and, at the same time, buyers expect the same 'Amazon-like' interactions they experience as consumers," said Brian Whipple, group chief executive for Accenture Interactive. "B2B marketers are seeking to leverage best practices from B2C while also addressing the specialized needs of B2B. The addition of Yesler allows us to enhance the complete set of B2B services we provide our clients — from strategy and creative to implementation and ongoing management."

Founded in 2004, Yesler has earned a reputation for its exclusive focus on the B2B market. Yesler is comprised of two business segments: Yesler B2B, which provides full-service digital marketing and managed services and Projectline services, which provides strategic resourcing solutions.

Mike Kichline, chief executive officer of Yesler, added, "Accenture provides Yesler with global scale along with strengths and values that complement our own. Together, our capabilities provide a differentiated, data-driven approach that companies can use to position themselves strategically and deliver on the ambition of sustainable growth."

Accenture Completes Acquisition of ESR Labs, to Help Automotive Companies Drive Greater Value from Software

01 April 2020

Accenture has completed the acquisition of ESR Labs, a Munich-based company that develops embedded software for leading German car brands and suppliers. ESR Labs is joining Accenture Industry X.0, the part of Accenture that uses digital technologies to improve how companies design, engineer and manufacture products and services, and operate industrial facilities. Terms of the transaction were not disclosed.

The acquisition expands Accenture's capabilities to help its automotive clients drive greater value from software. ESR Labs will team with two other German acquisitions for Industry X.0, strategic design consultancy designaffairs and technology consultancy Zielpuls, to develop mobility services for carmakers as well as smart connected solutions for medical technology, industrial equipment and high-tech companies.

ESR Labs is the latest acquisition that Accenture has made to strengthen Industry X.0. In February, it bought VanBerlo, a Dutch product design and innovation agency. In 2019, it acquired US product innovation and engineering company Nytec and UK innovation firm Happen. In 2018, it bought US embedded software specialist Pillar Technology and US hardware engineering firm Mindtribe.

Capgemini extends its Asia Pacific digital transformation capabilities with Acquisition of WhiteSky Labs

01 April 2020

Capgemini announced the signing of an agreement to acquire WhiteSky Labs, one of the largest independent MuleSoft full-service consultancies in the world with operations across Australia and Asia. By joining the Group, the 150+ WhiteSky Labs team will help Capgemini to realize the potential of API powered enterprise integration across the region, to support the digital transformation of public and private sector organizations.

Founded in 2009, WhiteSky Labs has developed a market leading footprint in Australia, New Zealand, the Philippines and Singapore. Whitesky Labs ensures companies bridge the gap between strategy and IT by embedding effective organizational processes, structures and methods. Client projects span multiple sectors and include full-stack consulting services on the MuleSoft Anypoint Platform™, managed support services, license management and training services. WhiteSky Labs works with more than 40 current MuleSoft customers including Energy Australia, Mynt, Blackmores, Qantas and 7-Eleven.

"Joining Capgemini means we will be able to offer clients our deep MuleSoft expertise coupled with end-to-end digital transformation services at scale, increasing our ability to answer the needs of global enterprises," said Steve Wilson, CEO, WhiteSky Labs. "Accelerating digital transformations has never been more important and to achieve that requires the combined capability that we are creating with Capgemini to unlock data across any application or endpoint."

"MuleSoft provides the world's leading platform for building application networks across any cloud and on-premise. The addition of WhiteSky Labs' specialist and award winning expertise to our Australia and Asia operation will not only help to meet the digital transformation needs of our clients across the region, enabling them to unlock data across legacy systems, cloud apps and devices, but it will also bolster our expertise in this space that are very much in demand across the globe. I am delighted to welcome WhiteSky Labs to the Capgemini team," comments Fernando Alvarez, Chief Strategy and Development Officer at Capgemini and member of the Group Executive Committee.

Charles Woodall, SVP Alliances & Channels, Salesforce APAC said "Capgemini is one of our fastest growing partners in both Australia and APAC and this acquisition will further bolster its capabilities across the region. We have a strong relationship with WhiteSky Labs and we are excited about the opportunity this presents for its team."

Company News

Ansys Wins Prestigious Industrial Internet of Things Award

31 March 2020

IoT Breakthrough awarded the 2020 Industrial Internet of Things (IIoT) Solution of the Year award to Ansys for its market-leading Ansys® Twin Builder™ — a complete solution for building, validating and deploying simulation-based digital twins within a single workflow. Companies across industries

leverage Ansys Twin Builder coupled with Ansys' physics-based simulation capabilities to empower predictive maintenance and gain critical design insights.

The IoT Breakthrough Awards recognizes innovators, leaders and visionaries from around the globe in a range of internet of things (IoT) categories, including industrial and enterprise IoT, smart city technology, home automation, connected car and many more. The 2020 program attracted more than 3,700 nominations from companies all over the world. Ansys Twin Builder was selected in the Solution of the Year category for providing users with accurate data on the maintenance status and performance of IoT devices.

Ansys Twin Builder combines precise physics-based virtual replicas of a product with raw sensor data collected using IIoT connectivity platforms, enabling engineers to virtually analyze an asset and simulate its aging. With insight into the real-world performance of devices, companies can extend product lifetimes, reduce repairs, eliminate unplanned downtime and enable just-in-time maintenance or replacement — potentially saving millions of dollars for customers in the oil and gas, industrial, energy, automotive, and aerospace and defense industries.

"Ansys Twin Builder embodies the spirit of the IoT Breakthrough Awards program, breaking through the crowded IoT market by providing engineers with a solution that significantly improves system design and optimization, predictive maintenance and optimized industrial asset management," said James Johnson, managing director, IoT Breakthrough. "The solution is a prime example of a transformational IoT solution that carries significant impact for the end-to-end IIoT industry. We congratulate Ansys on its 2020 Industrial Internet of Things Solution of the Year award and we look forward to the company's continued leadership in the industry."

"We're honored to be recognized for our achievement by IoT Breakthrough as 2020 Industrial Internet of Things Solution of the Year recipient," said Eric Bantegnie, vice president and general manager, Ansys. "Empowering engineers to quickly build, validate and deploy simulation-based digital twins delivers powerful results. Ansys Twin Builder helps our customers significantly improve predictive maintenance outcomes, save on warranty and insurance costs, and optimize the operations."

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GRAPHISOFT expands BIMcloud as a Service to Global Availability and Offers Users Free 60-Day Emergency Access

01 April 2020

GRAPHISOFT has expanded the availability of BIMcloud as a Service worldwide to help architects and designers collaborate in the current shift to working from home in these challenging times; it is being offered free for 60 days to ARCHICAD users through its new web shop.

BIMcloud as a Service is a cloud solution provided by GRAPHISOFT that offers all the benefits of ARCHICAD Teamwork. Fast, easy, international access to BIMcloud as a Service means design teams can work together in real-time regardless of the size of the project, the location of the team members, or the speed of the Internet connection. No up-front IT investment, quick and easy deployment, and scalability make BIMcloud as a Service a powerful tool for remote collaboration, especially at a time when many architects may not have access to their office hardware.

"To help our users adjust to working together while at home, we are offering free 60-day emergency access to BIMcloud as a Service to all commercial ARCHICAD users worldwide," said Huw Roberts, CEO, GRAPHISOFT. "Previously available only in a limited number of markets, we are glad to have been able to quickly expand availability through a network of regional data centers around the world —

to assure high performance while meeting the needs of our users everywhere. This reliable and secure solution to empower remote team collaboration is helping our user community maintain business continuity in the current environment."

According to Francisco Behr, Principal, Behr Browers Architects, "BIMcloud as a Service is exactly what architects need to transition to working from home without missing a beat. The IT setup was fast and easy. We're currently working on several large projects and the collaboration among our colleagues and partners has been very smooth across the board."

ARCHICAD users are invited to activate BIMcloud as a Service by visiting workfromhome.graphisoft.com. For more information, please visit BIMcloud as a Service in the Help Center.

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OPENBOM For COVID19 Medical Projects is Free

01 April 2020

Life is tough these days. As the world is struggling with the COVID19 pandemic, I found that people are amazing and do everything they can to help to fight Coronavirus around the globe.

I can see many of my friends and industry colleagues are working these days on various manufacturing projects – creating PPE, creating unique devices needed in hospitals and more. I'm hearing about manufacturing companies working on 3 shifts a day to produce medical equipment and I know about consulting helping these manufacturing companies to ramp up their production schedules.

OpenBOM is a tiny startup, but we also want to bring our contribution to help engineers, contractors and manufacturing companies to fight COVID19 pandemic.

We decided to provide a free professional team subscription for all engineers and teams working on COVID19 projects these days.

To get access to free OpenBOM Professional Team Subscription, please create a free account using the link below and contact support@openbom.com – we will upgrade your account for FREE.

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OPENBOM – Introducing Program for Consulting and Online Services

31 March 2020

The world is rapidly changing these days towards remote work and online services. COVID19 is probably a black swan event for moving work online. Before starting OpenBOM, I realized that online consulting can really work. I offered PLM consulting service online and cut the big amount of cost-saving on airplanes, hotels, and travels. At OpenBOM, we've seen work moving online gradually for the last several years. By introducing the OpenBOM SaaS application, we realized that there is a real opportunity not only to develop software but also to provide education, help to set up, configure and customize software online.

Working with many manufacturing companies over the course of the last two years, we found the real need for providing more education and help beyond just SaaS applications. Recently we made available a new OpenBOM Training Library. If you have not checked it, please navigate to help.openbom.com to check this out.

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Oracle Ramps Up Free Online Learning and Certifications for Oracle Cloud Infrastructure and Oracle Autonomous Database

31 March 2020

Oracle is offering free access to online learning content and certifications for a broad array of users for Oracle Cloud Infrastructure and Oracle Autonomous Database. This program kicks off on Monday, March 30, 2020, and will be available until May 15, 2020.

Starting now, any user, including developers, technical professionals, architects, students and professors, will have quick and easy access to more than 50 hours of online training and 6 certification exams.

Oracle University will provide users with free access to an extensive library of materials for Oracle Cloud Infrastructure and Oracle Autonomous Database, as well as content related to topics such as data science, machine learning, and multi-cloud environments such as integration with Microsoft Azure.

We're making high-quality videos, access to subject matter experts, and recorded demos of hands-on labs available anywhere, anytime so IT pros can accelerate their learning and gain highly sought-after skills. Machine translation (sub-titles only) will also be available for Chinese, Japanese, Korean, Portuguese, and Spanish speaking countries for all the videos.

As our customers adapt to a rapidly evolving digital landscape, Oracle is stepping up its efforts to help build critical technical cloud skills they need to ramp up innovation. We believe that certifications help professionals develop in-demand skills, shorten turnaround times for customer projects, enhance their expertise and advance their careers, while improving their overall job performance.

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Oracle Therapeutic Learning System Records Effectiveness of COVID-19 Drugs

02 April 2020

For the last several weeks, Oracle has been actively engaged in the ongoing fight against COVID-19. Our primary goal has been to develop and deploy a series of cloud applications that will gather the data necessary to enable health professionals to answer one critical question: What drugs are effective in treating or preventing the COVID-19 virus?

Clinical Trials System

The first systems we implemented in pursuit of this goal were clinical trials. Oracle has long been one of the world's leading suppliers of clinical trial systems. Over the years, many drugs including the remarkable cancer drug Keytruda have been approved by regulators worldwide after Oracle Clinical Trial Systems collected the data that proved the drug was both safe and effective. As of today, the Oracle Cloud is running clinical trials to test the safety and effectiveness of dozens of different COVID-19 drugs and vaccines. These trials span many countries and hundreds of institutional sites. Our newest cloud system named Clinical One enables institutions to start-up a clinical trial in as little as two weeks…much much quicker than ever before.

Therapeutic Learning System

In addition to gathering data from COVID-19 clinical trials, Oracle has built and donated to the US government a COVID-19 Therapeutic Learning System that allows physicians and patients to record the effectiveness of promising COVID-19 drug therapies. These drugs, like Hydroxychloroquine, Remdesivir, and Kaletra, have been safely used to treat other diseases but are not yet definitively proven to be effective against COVID-19. Physicians are now routinely prescribing these drugs to treat COVID-19 patients. The Oracle Therapeutic Learning System lets the physician record the patient's daily

progress. By collecting this real-world patient data throughout the United States now, and throughout the world soon thereafter, we will quickly discover which of the new drugs are most effective against COVID-19, their optimal dosages, and how early in the disease progression the drugs need to be administered. In this way, each patient will participate in the fight against this deadly virus.

The Therapeutic Learning System was the result of a unique and important collaboration with the National Institute of Health, the Food and Drug Administration, the Center for Disease Control and Prevention, Centers for Medicare & Medicaid Services, and the Department of Health and Human Services. Doctors and patients started enrolling in the Therapeutic Learning System yesterday. The system is currently available to every physician in the United States at covid19.oracle.com

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SAP Announces 2020 Finalists and Winners of the SAP Pinnacle Award

31 March 2020

SAP SE announced the 2020 finalists and winners of the SAP Pinnacle Award.

The award recognizes SAP partners for their outstanding contributions, dedication to teamwork and ability to challenge what is possible to help customers achieve their goals.

Winners and finalists were selected across 34 categories based on recommendations from SAP, customer feedback and their own proven ability to meet and exceed key performance indicators.

Learn more about award-winning SAP partners visit https://www.sap.com/partner/find/award-winners.html

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SAP Helps Companies Manage COVID-19 Supply Chain Disruptions

03 April 2020

SAP SE announced additional offerings and access to its technologies to help businesses confront and navigate the COVID-19 pandemic.

SAP has already rolled out offerings to help companies address many of the issues they are facing now such as sourcing challenges, business travel disruption and managing remote work environments. Access to select software from SAP can help businesses better manage and adjust to the changes that are happening inside their companies, with their customers and with their supply chains.

Using SAP Digital Supply Chain, SAP Ariba and Qualtrics solutions, companies can easily identify and address potential supply chain disruptions before they occur, identify alternative sources of supply and help move goods efficiently and cost effectively.

Available at no cost, these new offerings include:

Planning as a service with the SAP Integrated Business Planning for Supply Chain solution: Working together with qualified channel partners, SAP will enable scenario planning to evaluate the supply chain impact, supply options and financial implications. Customers will be able to simulate demand shifts and impact of production rate changes to eliminate bottlenecks and build stronger resilience.

Qualtrics Supply Continuity Pulse solution: To help buyers gain visibility into the health of their suppliers and proactively analyze the overall risk associated with potential disruptions in their supply chains, SAP combined the procurement and experience management expertise of SAP Ariba and Qualtrics solutions to create Qualtrics Supply Continuity Pulse. With this preconfigured solution, buyers

can issue a questionnaire to suppliers and receive results immediately after suppliers respond. This supplier feedback can be used to help identify:

Potential supply constraints and jeopardized delivery timelines

Areas to optimize business continuity and recovery plans

Ways to collaborate with and assist suppliers to help them meet demand

Visit the SAP website for details about the offers to help customers better manage their supply chains in the face of these unprecedented challenges. Additional restrictions may apply.

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SAP -Pandemic Exposes Weakness of Lean Supply Chains

02 April 2020

If companies ever needed real-time insights into alternative sources across their supply chains, now is it. COVID-19 is like nothing humanity has ever seen, and leaders are stepping up to protect their business and prepare for a very different world.

Here is a summary of what supply chain and geopolitical experts shared during a timely session of last month's virtual SAP Ariba Live event, spotlighting steps that companies can take right now and for the future.

Develop Worst-Case Sourcing Plans

While running lean is sacred to modern supply chain management, the pandemic challenges long-held efficiency norms, in some cases with life-threatening consequences. Ian Bremmer, president and founder of Eurasia Group and GZERO Media, saw COVID-19 as the ultimate stress test.

"Sophisticated companies know exactly where every piece [is located] and don't need to overstock. They're incredibly lean and incredibly efficient," Bremmer said. "This [pandemic] tells you that actually you need to have a lot more 'what if' capacity, not just-in-time but just-in-case supply chains. We don't have many companies that have done a lot of work around that."

Bremmer, who intertwined the impact of COVID-19 with geopolitical risks, called on companies to rethink sourcing strategies in a "radically different" environment.

Sean Thompson, executive vice president of Network & Ecosystem for SAP Procurement Solutions, said this was why the company opened up access to SAP Ariba Discovery, "to help companies find alternative sources of supply."

Prepare for Geopolitical Risks

According to Bremmer, the danger businesses face is not just because COVID-19 happened, it's because it has happened at this moment in history.

Bremmer has inextricably linked the impact of the pandemic to geopolitical dynamics. The wide-ranging conversation included his thoughts on the blended — and very much globalized — business and political outlooks of countries like the U.S., China, and India. He also shared his views on the emergence of a fundamentally changed world power order. Overall, he predicted more trade disputes as supply chains localize further and zero-sum strategies become the norm.

"Countries are increasingly going to have to decide who they're aligned with, and that's going to be challenging for many countries in the world that would much rather have a foot in both systems," he said.

Power in Collaboration

Even as he acknowledged the fast-changing challenges COVID-19 posed worldwide, Bremmer was optimistic about the private sector's ability to alter the path of the threat.

"We'll do it not just because of our government, but because of the private sector, our CEOs…, because our entrepreneurs are among the strongest in the world and they will row together," he said.

During another virtual session, Bremmer also praised the "robust" and "extraordinary cross-border function" among the collaborative response of organizations outside of government.

"Suddenly we're going to get this kind of response from outside the federal government, which does have the ability to move very quickly," he said. "It's responding to the coronavirus — in the universities, researchers, as well as the private sector — to get data out, medicines that respond to coronavirus, build a vaccine…[all] in a way like nothing humanity has ever seen.".

"The response function of the world's talent pool, human capital, is actually only becoming more global, and that truly is something to bank on moving forward."

We have been talking about real time for a while, but it has taken on a whole new meaning in a world rocked by COVID-19. Supply chain efficiency will be among the thousands of business practices redefined by a pandemic that promises to leave no business norm unscathed. Organizations can and will fix this for the better.

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SHIMA SEIKI Releases Data for Another Knitted Mask

30 March 2020

In light of the continuing worldwide shortage of surgical masks due to the increased spread of the COVID-19 coronavirus infection, leading flat knitting solutions provider SHIMA SEIKI MFG., LTD. of Wakayama, Japan has released knitting data for another version of knitted mask to be produced on its computerized knitting machines. This is in addition to mask data released on two previous occasions on 19th and 25th March.

Data released this time consists of a cotton mask to be produced on SHIMA SEIKI's SVR093SP, SVR123SP and SVR183SP computerized knitting machines equipped with a dedicated loop presser bed mounted above the rear needle bed that permits full use of inlay technique, as well as the spring-type moveable sinker system for additional flexibility in knitting a wider range of patterns and designs, in 14 gauge. Users of these machines can download the mask data from the SHIMA SEIKI Users' Site, an archive featuring over 10,000 knit samples for use by SHIMA SEIKI customers.

The mask is knitted by dimensional shaping and provides improved fit and comfort. While previous mask data for knitting on conventional shaping machines required elastic bands to be inserted afterward for ear straps, the new masks are knit with elastic bands pre-attached through inlay technique and only require tying afterward, for even more efficient production. As before, a filter-pouch is knitted-in for inserting commercially available virus filters and other filtration fabrics.

Knitted cotton masks can be washed and reused repeatedly. It should be noted however that unlike common non-woven surgical masks, knit masks do not have virus- and pollen-filtration functionality. Their main use is for prevention of spray from coughing and sneezing, and for reducing exposure to allergens.

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Sopheon Helps Businesses Respond to COVID-19 Disruptions

03 April 2020

Sopheon releases the Accolade Disruption Response Toolkit to view, assess and analyze risks and opportunities based on impacts to consumer demand and available production capacity, supply chains, distribution networks, workforce, and capital. Product and project portfolios can quickly and easily be assessed, recommendations for actions collected, and multiple scenarios then presented for informed executive decision making.

"When I saw this new toolkit, I realized that we simply hadn't considered the impacts of the disruption in this way," said Heidi Akkerman, senior innovation manager at Hormel Foods. "It gave me a fresh perspective on how we could be looking at this."

The Accolade software is a decision-support platform that has been successfully aiding companies like PepsiCo, Honeywell, P&G and BASF in the development of winning new products, business transformation and continual improvement in a market consistently disrupted by digitalization.

"Sopheon's Accolade assists business in managing digital transformation and disruption," stated Andrew Darley, director of research at finnCap, in a recent company note from the financial advisor and brokerage firm.1 "While the current crisis is a black swan, constant and rapidly evolving disruption is a feature of modern business, where Accolade helps structure and measure constructive strategic response."

To learn more about how Sopheon and its flagship decision-support platform, Accolade, are transforming enterprise innovation, visit our website at www.sopheon.com.

Sopheon will be hosting a candid, live conversation with a panel of innovation experts including Innovation Leader CEO and Co-Founder Scott Kirsner and Hain Celestial Group SVP R&D Jeff George on the topic "Crisis Response – Innovation Leaders Share."

The panel will discuss:

The biggest challenge facing the business now that virtual workforces are in place

How they are prioritizing business activities

Approaches and processes they are adopting to operate in today's environment

The tools they are using to work remotely and collaborate cross-functionally

How they are planning for the next six to 12 months and into the future

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Spacewell, partners launch international crisis platform

02 April 2020

Operational continuity of critical buildings and organizations in turbulent times through new crisis platform

Governments in all countries are taking far-reaching measures to contain the Covid19 virus and to protect the health of its citizens. Some maintenance companies and suppliers are therefore being forced to close their doors temporarily, which could jeopardize the operational continuity of buildings and organizations.

The consultancy Arcadis, software supplier Spacewell, innovation partner Made and communication partner Social Seeder have therefore jointly launched the online platform www.B2Building.help. The

international platform is a digital reporting point for urgent interventions by companies with a critical mission, such as hospitals, rest homes, retail chains, distribution centers, inter-municipal companies, etc.

The reporting point is also permanently staffed and aims to be the link between these organizations on the one hand and maintenance companies and suppliers who can easily register on the platform on the other.

Arcadis, Spacewell and Made have previously worked together on facility management and consultancy for the maintenance of buildings and infrastructure. They felt the need to bring their expertise and connections together in these times of crisis.

Dirk Vanderlinden, of Arcadis states, "both within Arcadis and in cooperation with our partners, we feel that our solidarity towards other companies is very great. With this platform, we hope to relieve critical organizations of potential problems that could jeopardize their operation, at a time when we need them most during this Corona crisis."

"As Spacewell, we are happy to contribute our FM expertise and software to this platform. In these turbulent times, it will help organizations with a critical mission to ensure operational continuity," adds Eric Van Bael, CEO of Spacewell.

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Stratasys Sponsors CoVent-19 Challenge Asking Designers and Engineers to Respond to the Ventilator Crisis

02 April 2020

A dozen Boston area anesthesiology residents have launched an eight-week hackathon hosted on GrabCAD.com to design a rapidly deployable, minimum viable mechanical ventilator for patients with COVID-19-related ventilator-dependent lung injury. The CoVent-19 Challenge is open to teams and individuals anywhere, and finalists will work directly with Stratasys 3D printing experts and the CoVent-19 Challenge team to turn their designs into prototypes for testing.

 "As anesthesiologists at Massachusetts General Hospital, we are experts at using ventilators to care for critically ill patients, so it was natural for us to feel an immediate calling to do something about the ventilator shortage," said Dr. Richard Boyer, founder and director of the CoVent-19 Challenge. "We've been watching as countries around the world struggle with providing invasive mechanical ventilation to all who need it. Despite the important efforts by ventilator manufacturers to ramp up their own production, there's a need for a solution particularly for areas where standard mechanical ventilators may be hard to obtain."

Current sponsors include Stratasys Ltd. (NASDAQ: SSYS), Ximedica, Valispace, HackFund, and Yelling Mule. Stratasys is providing the top three winners with a total of $10,000 in credits they can use for 3D-printed parts from Stratasys Direct Manufacturing.

According to one Chinese medical device maker, the demand for ventilators due to COVID-19 is at least ten times what's available in hospitals around the world. In Italy, doctors are being forced to triage patients due to a severe ventilator shortage. In the U.S., current ventilation capacity is about 170,000 patients, while some projections show nearly one million patients may need mechanical ventilation.

The challenge will run on Stratasys' GrabCAD Challenge site beginning April 1. This site reaches a community of more than 7 million professional designers, engineers, manufacturers, and students, and anyone can participate. The general entry round, focused on initial designs, will run for four weeks, with a panel of judges, including Stratasys Founder and Chief Innovation Officer Scott Crump, selecting up

to 20 finalists. Evaluation by judges of minimum-viable ventilator designs will assess safety, reliability, and manufacturability, while minimizing cost and complex software and electronics.

Finalist teams will work with medical and technical experts through a four-week invitation-only round to develop and test functional prototypes. Stratasys application engineers will provide 3D printing consulting and services to the finalists.

The CoVent-19 Challenge team is working with private and public sector partners to be able to expedite U.S. government approval of a winning design. The team has secured experts in regulatory measures and safety testing to ensure all products meet U.S. and international standards.

For more information on how Stratasys is responding to the COVID-19 pandemic and how others can help, visit www.stratasys.com/covid-19.

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Tukatech Offers Help to Manufacture Personal Protective Equipment
01 April 2020

With the number of COVID-19 cases growing, businesses are faced with the decision to either close or ask employees to work remotely. Tukatech remains dedicated to helping apparel businesses, so they can stay up and running through this pandemic. Many apparel manufacturers are shifting to production of Personal Protective Equipment (PPE) and working from home. Tukatech's cloud-based CAD solutions enable workers to work anywhere, anytime. The fashion technology company continues to offer custom pattern making and marker making services, with dedicated staff to assist 24/7 while observing "Stay Safer at Home" recommendations.

Tukatech partners from the United States, Italy, Sri Lanka, Pakistan and many other countries have manufactured over five-million units of PPE supplies for their local communities.

"We are inspired by the apparel manufacturers who are pivoting their business to produce medical products. Tukatech is here to help by providing patterns for sewn medical products like face masks, hospital gowns, shoe covers, coveralls, blankets, or any other equipment that could help medical professionals in their fight against the COVID-19 pandemic," says Chris Walia, Chief Operating Office for Tukatech, Inc.

"The technology innovations from Tukatech have given our staff more freedom to be able to achieve more work from home than we knew we could, as teams can work remotely through the program but still check each other's work. Tukatech equipment, like the TUKAcut Laser cutting machine, allows us to practice social distancing on the physical job site by giving us tools to allow less people to do the job than usually needed," says Bada Kim of Drifter/Moa Moa.

Many Tukatech partners are now working with local hospitals, doctors, nurses and other essential service providers.

"I have worked diligently with many of our partners around the world who have converted their manufacturing facilities into emergency medical suppliers," says Ram Sareen, Founder and CEO for Tukatech Inc. He continues, "This industry is so about the NOW, people don't think about the future. I want to thank many of our customers, TUKAcenters and our team members who are working to help make patterns, markers, and support factories making medical and survival products."

"Medical clothes and equipment have become the most important items in this prevailing situation. I hope all who have big hearts will contribute in whichever possible ways to the uprising demands. This initiative is greatly appreciated and will lead the manufacturing industry to HELP the need," says

Nuwan Bandra, Director of Global – Technical & Systems for Indochine Group.

"Tukatech has been a wonderful supportive strategic partner. Currently we are working on a hazmat suit and are using TUKA3D to approve it with the hospitals, as time is of the essence. We need to move fast and with TUKA3D we have the ability to approve and modify immediately," says Marta Miller, Co-Founder for Lefty Production Co.

At the request of the California Fashion Association (CFA), Tukatech is partnering with Ilse Metchek, Founder of CFA, to provide California apparel businesses with cloud-based CAD solutions, including training and support, at no cost. This is available to current Tukatech customers and those using competitive solutions. They have also loaned hundreds of CAD licenses to colleges and universities around the world, so students can continue to work remotely and to learn pattern making, grading and marker making.

Tukatech thanks all first responders, doctors, nurses, hospital workers and others on the front line. The team has made patterns for personal protective equipment so apparel manufacturers can start making these products, and are willing to make more if needed. Email relief@tukatech.com if you need help transitioning your fashion business to manufacturing PPE.

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Events

Hexagon: Make it Smarter With an NCSIMUL Digital Twin

30 March 2020

Visitors to the Hexagon booth at the rescheduled Global Industrie exhibition in June will see how workshop efficiency can be optimised by combining CNC machine tools with their digital twins.

While the four modules comprising the complete NCSIMUL solution are being demonstrated, visitors will be able to test NCSIMUL 4CAM for themselves through Virtual Reality goggles. NCSIMUL 4CAM automatically converts CAM and NC programs to different machines. This gives the ability to switch quickly between different machines, kinematics and controls, and better utilise the shop floor…while also commissioning new machine tools faster by using existing NC programs.

The other modules are NCSIMUL Machine for NC simulation and ISO code verification, NCSIMUL Optitool for powerful optimisation of machining times, and NCSIMUL Monitor for real-time monitoring of machine states. Overall, NCSIMUL is a major software brick in the digital continuity process for ensuring that a part is compliant and accurate the first time.

NCSIMUL is one of Hexagon's software solutions, giving users total control over their workshop and the machining process by enabling flexible and collision-free machining. This is achieved, in particular, through creating virtual twins of real machines, verification of ISO programs, machining simulation for precise toolpath optimisation, program management and transfer, and monitoring machine states in real time.

To help manufacturers with their Industry 4.0 philosophy, Hexagon's CAD/CAM, simulation and MES production solutions integrate seamlessly with each other to exploit data, improving manufacturing efficiency and quality, while reducing costs.

NCSIMUL, EDGECAM, VISI, WORKNC, WORKPLAN, WORKXPLORE - International Exhibition of Industry in France, Global Industrie Paris Nord Villepinte, from June 23 to 26, 2020.

OpenText Announces Enterprise World Europe Digital

30 March 2020

OpenText announced details for Enterprise World Europe, which will be held on April 8th as a fully digital, interactive event. The leading European Information Management conference will bring together experts to help companies navigate a business climate defined by disruption and uncertainty.

The event is free to attend, and registration is now open.

"Our customers are responding not only to the current COVID-19 pandemic, but also to new macro-trends that continue to change the global business landscape. Leaders need to build resilient organizations that can adapt and respond to massive change," said Mark J. Barrenechea, OpenText CEO and CTO. "Enterprise World will detail insights and OpenText software to meet this challenge - from managing supply chain disruption, to navigating the new normal of remote work, to helping protect companies from unrelenting cybersecurity threats."

Enterprise World Europe Digital will feature opportunities for attendees to gain insight, learn about new technologies, and develop their expertise. These include:

Keynote presentations from OpenText CEO & CTO Mark J. Barrenechea, who will deliver a vision for the resilient organization and how companies can navigate the new normal, and Chief Product Officer Muhi Majzoub who will outline the most ambitious and comprehensive launch in company history.

Track keynotes providing technology updates from across OpenText, including Business Networks, Content Services, Cloud, Digital Experience, Cyber Resilience, and Information Advantage. These sessions will focus on emerging industry trends, proven solutions and new innovations to help attendees make their businesses more intelligent, secure and connected.

Breakout sessions that will dive deep into specific business challenges, providing attendees with actionable insight on supply chain disruption, process automation, cloud content collaboration, productivity, AI and security.

PTC to Sponsor Global Design Competition, "Robots to the Rescue"

03 April 2020

In response to the suspended FIRST® season caused by COVID-19, PTC is inviting FIRST teams around the world to compete virtually in its design competition, Robots to the Rescue, in which teams will be challenged to design a robot that can solve a current real-world problem.

FIRST is a robotics community that prepares young people for the future. Each year, the global non-profit organization offers a suite of robotics competitions for students in grades PreK-12. These competitions provide participants with a sense of accomplishment and the understanding that they can do anything with their collective skills, leadership, and confidence. The experience they gain can positively impact their future and take them further than any other sport can. In mid-March, amid school closures and expanded travel restrictions due to the COVID-19 outbreak, FIRST announced the suspension of its current FIRST season.

Students are invited to design and compete virtually in Robots to the Rescue using Onshape® – the world's only pure Software-as-a-Service (SaaS) product development platform. Because Onshape is web-based, FIRST students can collaborate remotely while continuing to hone their engineering skills. As part of the six-week competition, FIRST teams, specifically FIRST® Tech Challenge and FIRST®Robotics Competition teams, will design a robot that can help solve a real-world problem such as providing food and supplies to people in remote places, or removing pollution from the atmosphere.

"This competition is an opportunity for FIRST students around the world to engage their interest in STEM and collaborate with one another virtually," said Jim Heppelmann, president and CEO, PTC. "With Onshape, students will use a robust CAD design solution that's powerful, easy to get started, and fun to use."

Onshape is used worldwide by thousands of professional and aspiring designers and engineers and is accessible from a wide range of devices, including Chromebooks, MacBooks, smartphones, and tablets. As a pure SaaS platform, there is no software installation required and no IT infrastructure to administer and maintain, allowing students to get started quickly and to collaborate remotely, innovate, and have fun.

"We're thrilled that PTC has made the Robots to the Rescue competition exclusively available to FIRST Tech Challenge and FIRST Robotics Competition students," said Ken Johnson, Director, FIRST Tech Challenge. "We know our participants will gain valuable knowledge through this experience, and it's a chance for them to virtually connect and problem-solve together during this time of social distancing. We're grateful to PTC for helping to make the competition possible this year, as well as for its continued support of FIRST over a long-standing relationship."

The competition launches on Friday, April 3. Students from around the world can register for the competition online here. For a complete list of rules and guidelines, please visit here. Both the competition and the use of Onshape are free to students.

Rockwell Automation, also a proud sponsor of FIRST, and with which PTC has a robust strategic alliance, is also supporting the competition.

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SAP Cancels Sapphire Now And Partner Summit, Plans Digital Events
30 March 2020

SAP has cancelled its annual Sapphire Now customer and partner conference due to the coronavirus pandemic and, like many other IT vendors who have canceled events this spring, will provide online programming in its place.

Sapphire Now 2020, which was scheduled for May 11-14 in Orlando, also included the one-day SAP Partner Global Summit and the Americas' SAP Users' Group (ASUG) events. Last year the events, collectively, drew some 30,000 attendees from more than 100 countries.

Sapphire and the connected activities are among many IT industry conferences, shows and events that have been cancelled in the U.S. and around the world because of the coronavirus outbreak. Cancelled events include the Mobile World Congress in Barcelona in late February, the Dell Technologies World event scheduled for May 4 through 7 in Las Vegas, and the Intel Partner Connect partner conference that was scheduled for May 19 through 21 in Grapevine, Tex.

"Due to the global health crisis resulting from the COVID-19 pandemic, and the restrictions that have been imposed on travel, group gatherings, and business operations, SAP and ASUG must transform the 2020 Sapphire No and ASUG Annual Conference from an in-person event to an online experience for customers, partners and guests," the statement said.

The company also said that to ensure the health and safety of attendees, supporting staff and vendors, as well as comply with all applicable mandates, "SAP will not hold any in-person customer events scheduled to occur in April, May and June 2020." The company also said it was cancelling its planned attendance at industry and third party-led events during that time.

The company also said information would be forthcoming about obtaining refunds for Sapphire conference fees, hotel bookings and other expenses.

"At SAP, we have colleagues and customers in every corner of the world. Our thoughts are with all those affected and the many communities that continue to face extreme measures as we work to slow down and contain the spread of the virus," said SAP co-CEOs Jennifer Morgan and Christian Klein in a separate statement. "We also want to express our deepest thanks and appreciation to all the healthcare workers, first responders, police officers, emergency workers, and all others in essential functions and on the front lines caring for the sick and keeping us safe."

SAP said the virtual events will include company executives speaking about SAP's vision and strategy, how companies are using SAP software and how partners are working with SAP. Company spokespersons said more details will be offered in coming weeks.

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Financial News

Addnode Group provides update on corona pandemic impact, withdraws dividend proposal and announces cost savings measures

30 March 2020

Although Addnode Group believes that the direct financial effects during the first quarter of 2020 will be limited, Addnode Group has identified a need to manage future effects on our operations as a result of the corona pandemic. At present, it is not possible to determine how large or long-lasting the corona pandemic effect is.

Revoked dividend proposal

Addnode Group has a strong financial position, but as a consequence of the uncertainty due to the corona pandemic, the Board of Addnode Group AB (publ) has decided to withdraw the previously announced proposal for a dividend of SEK 2.50 per share. The Board's new proposal is that no dividend be paid.

Cost saving measures

Addnode Group has initiated measures to adapt its capacity to existing conditions, among other things by evaluating the state support measures offered in different countries. The measures will mainly affect certain companies in the Design and PLM divisions, focusing on shortening of working hours, fewer sub-consultants and general cost savings. In order to adapt the operations to changing market conditions, staff reductions will also be implemented. Locally, discussions with authorities and trade union representatives have been initiated to find flexible solutions to maintain the competence of our employees.

Reduction in working hours will mean a temporary reduction in wages for many employees. The members of Addnode Group's group management have therefore decided to temporarily reduce their salaries by 10 percent. A corresponding reduction in consultancy fees to the Chairman of the Board is also made.

- The situation with the corona pandemic affects us and our customers. We must adapt to this change in global market conditions, especially the Design and PLM divisions. The Process Management Division with the customer base in the Swedish public sector is not expected to be affected to the same extent. We are taking steps to secure our long-term market-leading positions and protect our operations, "says Addnode Group's President and CEO Johan Andersson.

This information is such that Addnode Group AB (publ) is required to disclose in accordance with the EU Market Abuse Regulation. The information was submitted for publication, through the contact person below, 14.30 CET on March 30, 2020.

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Addnode Group publishes 2019 Annual Report

03 April 2020

The Addnode Group Annual report for 2019 is now available to download on the Group's websitewww.addnodegroup.com.

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CENIT AG Annual Report 2019: Sales and EBIT at previous year's level

31 March 2020

2019 was a year with many challenges for CENIT. CENIT Group slightly exceeded the planned sales target of 170,000 EUR k by 1% to 171,711 EUR k. Compared to the plan of around 10,000 EUR k, an EBIT of only 9,195 EUR k was achieved, which represents a difference of -8% against the plan. This is primarily due to the failure to achieve the targets set for the sale of own and third-party software. Although sales in this area increased by around 6% compared to the previous year, they were still below plan.

During the 2019 business year, CENIT group generated sales revenues of EUR k 171,711 (prior year: EUR k 169,990/1.0%). Sales of CENIT's proprietary software increased by 5.9% at EUR k 16,355 compared to EUR k 15,449. Sales revenues in CENITs consulting and services segment totaled EUR k 49,486 and thus declined by -0.6% on-year (2018: EUR k 49,776). Sales of third-party software increased by around 1.3% to EUR k 105,628 (2018: EUR k 104,299).

The gross profit (operating output less cost of materials) amounted to EUR k 86,797 (2018: EUR k 87,632), representing a decrease of -1.0%.

CENIT achieved EBITDA in amount of EUR k 15,238 (2018: EUR k 11,948/27.5%) and EBIT of EUR k 9,195 (2018: EUR k 9,028/1.8%). Earnings per share were EUR 0.82 EUR (2018: 0.71 EUR).

Orders Development

During the 2019 business year, orders received by CENIT Group totaled EUR k 165,545 (2018: EUR k 177,902). Orders in hand on December 31, 2019 amounted to EUR k 47,223 (2018: EUR k 53,389).

Asset and Financial Situation

On the balance-sheet date, the company's equity capital was EUR k 40,940 (2018: EUR k 39,102), representing an equity ratio of 45.8% (2018: 49.4%). On the balance-sheet date, bank deposits and liquid assets totaled EUR k 18,461 (2018: EUR k 18,041). The operative cash flow was EUR k 11,682 (2018: EUR k 9,617). In 2019, cash flow was influenced by a dividend payment to shareholders in the total amount of EUR k 5,021, returns of leasing liabilities in amount of EUR k 3,357 and investments in the amount of EUR k 2,759.

Employees

On December 31st, 2019, CENIT group employed 737 (2018: 757). Consolidated personnel expenditures during the reporting period were EUR k 60,300 (2018: EUR k 58,571). CENIT currently provides training for 54 young professionals in a variety of occupations. Trainees include informatics and economics students from the Dual University of Baden-Württemberg (DHBW) and vocational trainees in the field of information technology.

Outlook

An equity ratio of around 46% places CENIT on very secure footing. This lets CENIT act as a strong and reliable partner to its customers.

The forecast for the 2020 business year is based on sales at the previous year's level of around EUR 170,000 k and EBIT of EUR 9,000 k. Any possible effects caused by the Coronavirus were not taken into account, since we are unable to estimate them at this early stage.

The complete 2019 Annual Report is available in a German and English version on the CENIT homepage: www.cenit.com/reports.

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Dassault Provides Preliminary First Quarter 2020 non-IFRS Total Revenue Growth Outlook

02 April 2020

Dassault Systèmes announces its preliminary non-IFRS unaudited total revenue outlook for the first quarter ended March 31, 2020. The Company will release its first quarter results on April 23, 2020 as previously disclosed.

The preliminary and unaudited non-IFRS financial information which follows is based upon initial assessment and is subject to further review. This estimate excludes the effect of adjusting the carrying value of acquired companies' deferred revenue.

Bernard Charlès, Dassault Systèmes' Vice Chairman and Chief Executive Officer commented, "This unprecedented SARS-CoV-2 crisis will create tremendous challenges for society at multiple levels. In this context of great uncertainty, we believe it is good governance to give a preliminary indication of its impact on our revenue for the first quarter 2020.

"Thanks to the 3DEXPERIENCE platform available on premise with remote connections and on the cloud, we can maintain the service and support that our customers need during these difficult times. We note the agility of some customers to adopt our collaborative innovation environment to pursue their engineering and manufacturing projects and to adapt their supply chain.

"This time of global challenge and profound transformation confirms the validity of the investments made recently to become a major player in the Life Sciences and Healthcare sector. This bold move to acquire Medidata has been made possible thanks to the support of our shareholders. As we move

forward, we will continue to focus on helping all our clients to adapt and emerge stronger, in our three strategic sectors, Manufacturing Industries, Life Sciences & Healthcare and Infrastructure & Cities."

Pascal Daloz, Chief Operating Officer and CFO, "In the first quarter, we note the strength of our business model, with recurring revenue representing 84% of the software revenue. Thanks to the solidity of recurring revenue and Medidata's dynamic, we delivered double-digits total revenue growth in constant currencies for the quarter.

"In addition, given the current imperatives in all the industries we serve, especially in the Health Sector, we are focusing our efforts in this field and we are working extensively with Medidata to identify enhanced and innovative ways to assist pharmaceutical and medical devices companies in analyzing the impact of the pandemic on the clinical trials and leveraging current and developing technologies to mitigate risk through increased use of virtual capabilities.

"We will publish our financial results on April 23, 2020 and will discuss the full year perspectives."

Information in Constant Currencies

All information is in constant currencies. The Company's first quarter financial objectives were prepared based upon a US$1.15 per €1.00 and JPY125.0 to €1.00 exchange rates assumptions.

First Quarter Results Timing and Quiet Period

Dassault Systèmes will release its first quarter 2020 financial results on April 23, 2020, as previously disclosed. Following this preliminary First Quarter 2020 revenue outlook press release, the Company is stepping back into its quiet period.

Preliminary and Unaudited 2020 First Quarter non-IFRS Financial Information
(Unaudited, all revenue growth at constant currency and on a non-IFRS basis)

Q1 2020 preliminary total revenue 2.5% to 5% below the low-end of Q120 objectives, reflecting weaker new licenses revenue and lower services activity

Preliminary Q1 total revenue growth 14% to 17% at constant currency, reflecting the performance of Medidata as well as our organic recurring revenue growth

Our initial growth objective, established before the COVID crisis, was 20% on the low-end, at constant currency

Recurring software revenue representing approximately 84% of total software revenue in Q1, drove year-over-year growth, with solid renewals and good Medidata momentum, aligned with our initial guidance

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Hexagon publishes the Annual Report and Sustainability Report 2019
03 April 2020

Hexagon's Annual Report 2019 and separate Sustainability Report is now available at Hexagon's website hexagon.com. Hexagon intends to solely distribute the reports digitally. If you however still want to receive a printed copy of the Annual Report, please contact Hexagon at mailorderservice@hexagon.com or call +46 (0)8 601 26 28.

Nemetschek Group well positioned for the future: Successful 2019 financial year

31 March 2020

The Nemetschek Group looks back on a very successful 2019 financial year. With marked double-digit revenue growth and an over-proportional increase in earnings, the targets set for 2019 were even slightly exceeded in terms of growth and profitability (EBITDA margin). The very good performance of the past years and the continued favorable positioning of the Nemetschek Group in its customer segments form a very solid basis in these current times of uncertainty resulting from the Covid-19 crisis.

Major indicators of the Group's success in 2019

Group revenue rose to EUR 556.9 million, a growth of 20.7% compared to the previous year (currency-adjusted: 18.0%). Thus, Group revenue was slightly higher than the forecast corridor of EUR 540 to 550 million. The rise in revenue is attributable to organic growth of 15.8% (currency-adjusted: 13.1%) as well as to the strong business development of the newly acquired Spacewell brand in the Manage segment.

Recurring revenues from software service contracts and subscriptions, which rose by 32.6% to EUR 299.5 million, continued to be growth drivers, and thus accounted for about 54% of Group revenue in 2019 (previous year: 49%).

Continued advances in global alignment are another growth driver. Revenues generated abroad rose by 24.2% to EUR 415.7 million in 2019. Nemetschek is extremely successful in North America, the trend-setting future market for new technologies.

Consolidated operating earnings before interest, taxes, depreciation and amortization (EBITDA) increased by 36.6% to EUR 165.7 million, which was over-proportional compared to revenue. Thus, the EBITDA margin (including positive effects arising from foreign currencies and from the initial application of the new IFRS 16 standard concerning the accounting of leases) rose from 26.3% in the previous year to 29.7%. The margin, therefore, was above the forecast range of 27% to 29%. Even without the special effects mentioned, the EBITDA margin at 27.0% was slightly higher than that of the previous year.

The net income for the year increased significantly by 66.3% to EUR 127.2 million. The strong increase is attributable to growth in ordinary operations and a one-time gain arising from the sale of the nonstrategic minority interest in DocuWare. The earnings per share rose to EUR 1.10 (previous year: EUR 0.66). Adjusted for the one-time gain arising from the sale of DocuWare, the net income for the year was EUR 97.7 million (+27.7%). The adjusted EPS amounted to EUR 0.85 in 2019.

The operating cash flow increased significantly by 60.8% to EUR 160.4 million. The cash conversion rate at 96.8% was at a very high level.

Performance of the segments

In 2019, the Design segment generated revenues of EUR 314.6 million, which corresponds to 10.2% growth (currency-adjusted: 8.6%) compared to the previous year. The over-proportional increase in EBITDA of 23.3% to EUR 102.0 million led to an EBITDA margin of 32.4% (IFRS 16-adjusted: 30.0%, previous year: 29.0%).

The Build segment again continued to be a growth driver for the Group with an increase in revenue of 25.6% (currency-adjusted: 20.7%), rising to EUR 177.7 million. The over-proportional increase in EBITDA (+47.3%) led to a high margin of 34.7% (IFRS 16-adjusted: 31.6%, previous year: 29.6%).

The Manage segment was considerably strengthened by the acquisition of the Spacewell brand. As a result of organic growth and the strong contribution of Spacewell, revenues increased from EUR 13.8 million in the previous year's period to EUR 38.5 million. The EBITDA margin of 20.5% (IFRS 16-adjusted: 16.9%, previous year: 21.1%) reflects the acquisition costs for the acquisition of the Dutch brand Axxerion in the first quarter of 2019.

The Media & Entertainment segment generated strong growth with a simultaneously conversion to subscription models from the end of the third quarter on. Revenues climbed by 23.2% to EUR 33.9 million. In addition, as of the end of the reporting year, the company RedGiant based in the USA was acquired, which has been consolidated since January 2020 for the first time. The EBITDA margin at 27.8% (IFRS 16-adjusted: 26.6%) was below that of the previous year (43.1%) as a result of the acquisition and integration costs for Redshift (April 2019) and RedGiant.

"Nemetschek continued on its profitable growth course in 2019 and consistently advanced the digital transformation over the entire life cycle of buildings," said Dr. Axel Kaufmann, Spokesman of the Executive Board and CFOO of the Nemetschek Group. "It is essential for our success that, with increasing size, we consistently strengthen our focus on our customers and their actual needs. This purpose is also served by the leadership structure implemented in 2019 that is focused on our segments. In this way, it is possible for us to act with even greater strength in our markets," continued Kaufmann.

Guidance for 2020

With the long-term intact growth trends in the relevant markets in mind and the strong positioning of the company in many countries with great catch-up potential in terms of digitization, the executive board continues to take a fundamentally positive view of the future even in the currently very uncertain environment due to the worldwide Covid-19 pandemic. The possible direct and indirect effects of Covid-19 on the business activities of the Nemetschek Group cannot currently be reliably estimated in terms of the extent, duration and geographical spread. Nevertheless, the first two months of 2020 went according to plan.

Due to the significantly increasing share of recurring revenues from service contracts and subscriptions, which now account for 54 % of group revenues, Nemetschek has a higher degree of planning reliability than in previous crises. In addition, the international positioning of the group and the targeting of different customer groups across the four segments offer a broader risk diversification than in the past. This is complemented by the Nemetschek Group's very solid financial structure with an equity ratio of approximately 41% and high levels of cash generation

Irrespective of these strategic advantages, the executive board's expectations for the year 2020 take the emergency situation worldwide into account with the necessary caution: considering exchange rate fluctuations and the sharp increase in macroeconomic uncertainties, from today's view, the executive board anticipates at least a stable development or a slight increase in Group revenues. The EBITDA margin is expected to exceed 26% of Group revenue in 2020.

These forecasts are expressly subject to the reservation that international economic and industry-specific framework conditions do not significantly worsen especially as a result of the consequences of the Covid-19 pandemic.

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Implementation Investments

Bentley digitises the Pan Borneo Highway

02 April 2020

Malaysia's Pan Borneo Highway is a 1060-kilometre, four-lane dual carriageway that spans undulating terrain through existing communities and protected reserves in the state of Sarawak.

The MYR 16.15 billion ($6.3 billion AUD) project serves as a benchmark for lifecycle digitalisation of highway infrastructure in the country.

With 32.2 kilometres of the first construction phase complete, project delivery partner Lebuhraya Borneo Utara (LBU) is now responsible for integrating design and construction data with asset performance technology to manage operations and maintenance.

To meet strict government standards and establish the new highway as a reliable backbone for transportation in Sarawak, LBU required an interoperable and sustainable digital asset management solution.

Having previously established an open, connected data environment using Bentley's ProjectWise for planning, design, and construction of phase one, LBU leveraged the platform to seamlessly integrate building information modelling (BIM), Geographic Information System (GIS), and construction data for operations, maintenance and management.

Incorporating a reality context helped create an accurate record of existing assets along the entire planned 1,060-kilometre highway route.

The integrated applications provided a complete digital solution to achieve a digital twin within the connected data environment, supporting the asset performance and management needs as the single source of truth for asset information.

Working in the connected data environment has saved over $160 million MYR during the delivery of the first section of the Pan Borneo Highway, in Sarawak.

Integrating all modeling, construction, asset, and GIS information through Bentley's AssetWise, LBU established a digital twin that spans project delivery and operations, capitalising on the full potential of the available data.

AssetWise leverages the connected data environment to provide an efficient asset performance and management system that delivers real-time, reliable information for operations, maintenance, and engineering.

The dynamic digital solution mitigates risk, increases operational efficiency, improves decision-making, and ensures regulatory compliance to optimise costs, operations, and maintenance.

AssetWise enabled LBU to link valuable information and construction data from ProjectWise with asset tags to support management and operation of the completed 32.2-kilometre highway span.

The interoperability of Bentley's asset performance and management application facilitated integration of multiple data sources and asset tagging aligned with Malaysian government standards within a connected data environment, improving collection, analysis, and control of relevant asset information.

Leveraging BIM, reality modeling, and engineering data on the AssetWise platform provides LBU with a geo-referenced visualisation for analytics and decision-making using a digital twin for efficient and sustainable highway operation.

Dassault Solutions Supporting Simulation and Prevention of Contamination Dispersal in Wuhan's Leishenshan Hospital

30 March 2020

In accordance with its new strategic direction "From Things to Life," Dassault Systèmes announced that it is working with China's Central-South Architectural Design Institute (CSADI) to support the simulation and evaluation of virus dispersal in the confined environment of Leishenshan Hospital in Wuhan, China. The largest hospital for infectious diseases and COVID-19 patients, the modular Leishenshan Hospital was created with "China Speed," surprising the world with its 14-day construction. CSADI and Dassault Systèmes are using the 3DEXPERIENCE platform's simulation capabilities to simulate virus contamination and diffusion within the hospital's ventilation system and to counteract the negative effects from unplanned ventilation risks.

As a strategic partner of Dassault Systèmes in China, CSADI undertook the design of Leishenshan Hospital. Avoiding contamination of nearby environments is a key consideration for CSADI, especially the minimization of cross-infection in the hospital and any impacts on external communities, crowds and surroundings. To this end, Dassault Systèmes has donated SIMULIA XFlow software, powered by the 3DEXPERIENCE platform, to CSADI to simulate indoor and outdoor fluids, virus dispersal in ventilation systems, as well as other projects within Leishenshan Hospital.

"Dassault Systèmes technology focuses on life and the future. CSADI showed 'China Speed' during the Leishenshan Hospital Project and will use Dassault Systèmes' advanced SIMULIA XFlow software to simulate indoor air distribution schema and optimize suggestions on better contamination discharge in negative pressure wards to protect medical personnel," said Zhang Shen, Director of Engineering Digital Technology Center, CSADI. "SIMULIA XFlow will also simulate outdoor exhaust emission impacts on nearby surroundings to help the design and site selection of the modular hospital."

"Dassault Systèmes is committed to helping Chinese enterprises combat COVID-19 with the aid of technology, focusing on restoration and development of enterprises after the pandemic," said Ying Zhang, Managing Director, Greater China, Dassault Systèmes. "As a company, we have extended our focus from things to life. It is our concern about human life that drives us to make positive contributions to the environment during the pandemic and in future hospitals with CSADI. Every day the power of the 3DEXPERIENCE platform to collaborate and exploit the value of a 3D virtual twin experience is shown. Applied systematically to design, engineering and manufacturing, it provides seamless remote collaboration at anytime, anywhere, and enables all users to understand, experience and communicate. In the midst of today's crisis, our 3D cloud-based collaborative platform approach replaces an older, slower document-based approach."

Gerber Technology Partners with Hardwire, LLC to Rapidly Expand Production of Personal Protective Equipment (PPE)

03 April 2020

Gerber Technology has partnered with Hardwire, LLC, a manufacturer of protective armor, to produce face shields for medical professionals and first responders fighting COVID-19 on the front lines who desperately need equipment. With Gerber's agile and quick response, Hardwire is adding two new cutting machines and software to their existing multi-ply cutting systems, allowing them to produce tens

of thousands of face shields per day.

"Within 24 hours of our first discussion with the Hardwire team, we had launched the production of the new machines," said Mohit Uberoi, CEO of Gerber Technology. "We have a dedicated team organized to rapidly respond to requests to expand PPE production at existing PPE manufacturers as well as convert apparel and other manufacturers to PPE production with the technology, support and services they need."

For the last two decades, Hardwire, LLC has manufactured armor systems for military, law enforcement, municipalities, private business, consumers, and school systems. The Maryland-based manufacturer is known for solving some of the most challenging military and defense problems having developed, tested, and fielded armor to protect against a variety of threats, ranging from small arms to improvised explosive devices (IEDs) to underbody blast.

"Without Gerber machines in our factory, there is no way we could have made multiple Face Shield PPE prototypes, fielded versions in the ICUs of two hospitals, optimized the design using comments from doctors and nurses, and scaled to more than 7,000 units per day in production in under a week," said George Tunis, CEO of Hardwire LLC. "As we continue to increase toward 100,000 units per day to protect our front line nurses, doctors, caregivers, and first responders, Gerber will be central to our efforts. I have never felt more blessed by digital technology, a machine, and a company that works."

In order to maximize production, Hardwire is relying on the Gerber experts to successfully install two new Gerber Paragon® multi-ply cutting solutions with CutWorks® and added CutWorks to its existing machines in just a matter of weeks. Gerber's unmatched expertise and knowledgeable Application Specialists helped Hardwire optimize their workflow. Gerber's partnership with Hardwire will be ongoing as the manufacturer continues to produce face shields for those that need them.

Gerber has created a PPE Task Force to help companies increase their production or transition into producing PPE by sharing best practices, offering support, and providing resources such as pattern data, cut files, markers, and tech packs for masks, technical suits, gowns and caps as well as sign and graphics templates such as labels. For more information, please visit https://gerbertechnology.com/covid19.

During the wars in Iraq and Afghanistan, Hardwire armored U.S. military trucks against Improvised Explosive Devices (IEDs) and covered the military Green Zones with hundreds of acres of anti-mortar roof protection. Since then, the Company has armored every New York City police car, covered miles of the nation's critical bridges with armor, outfitted countless police officers with life-saving protection, and supplied the United States Special Operations Command and the United States Marine Corps with body armor.

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Global Organizations Choose VMware Digital Workspace Solutions to Meet Evolving Business Continuity Needs
31 March 2020

VMware, Inc. showcased how organizations – including Brisbane Catholic Education, BN Vital, Cofense, Nebraska Medicine, Preferred Mutual, and Tyler Independent School District – are leveraging its digital workspace platform, VMware Workspace ONE, to meet rapidly evolving business continuity needs while providing a productive, engaging digital employee experience. The company also announced the general availability of several Workspace ONE capabilities aimed at addressing critical employee experience use cases – accelerating successful onboarding, building new ways of working for all, and supporting a remote-first workforce.

"At a time when business is far from usual, companies are leaning on our digital workspace solutions to enable their employees to work remotely, maintain productivity, increase connectivity, and provide more secure access to applications regardless of the endpoint," said Shankar Iyer, senior vice president and general manager, End-User Computing, VMware. "And, we're constantly evolving our solutions to improve all aspects of an employee's digital experience – from recruitment to retirement – to help companies win and keep the best talent."

VMware Workspace ONE Customers Share Their Stories

Organizations globally leverage Workspace ONE, an intelligence-driven digital workspace platform, to maximize employee engagement and productivity by empowering employees with a personalized experience and Day One access to any app on any device. Today, several customers shared how Workspace ONE is helping their HR and IT teams transform employee and end user experience.

Brisbane Catholic Education (BCE) oversees 147 schools, 11,000 staff and more than 72,000 students across all education levels. "Our IT teams were spending huge amounts of time manually deploying and provisioning devices to new students at the start of every school term. There were weeks where we did nothing else but manually deploy thousands of devices across our sites. And, this level of digital complexity carried over in the classroom. Teachers would spend more than ten minutes of each lesson logging students in and dealing with application or drive issues, often disrupting classes. We needed to find a better way," explained Paul Saltmarsh, senior IT officer, BCE. "VMware Workspace ONE allows our teams to more securely set up and assign devices to new IDs within hours instead of weeks, irrespective of the OS or device model – a huge leap in efficiency and cost-effectiveness. And, perhaps even more importantly, the Workspace ONE Intelligent Hub app provides educators and students with a frictionless digital environment where they can explore and build digital skills. Workspace ONE has enabled us to raise our students' quality and relevance of education."

BN Vital is the pension fund operator of Banco National, Costa Rica's leading national bank. "Previous interruptions in daily work due to natural disasters, labor strikes, and other events that affected the country's infrastructure and transportation led us to look for a technology solution that would enable our employees to work from anywhere there is an internet connection," explained Juan Carlos Siles, information technology manager, BN Vital, Costa Rica. "With VMware Workspace ONE, BN Vital employees today have secure access to critical business apps and company resources from any device. In addition to being able to provide increased workstyle flexibility to employees, we have been able to cut costs associated with managing a physical office location as well as maintain business continuity through nearly every imaginable scenario."

Based in Leesburg, Virginia, Cofense is a leading provider of intelligent phishing defense solutions worldwide. "Cofense's technology infrastructure was purpose-built to be 100 percent in the cloud, and we needed an endpoint identity management solution that was in the cloud and capable of managing new profiles and policies for Windows 10 and Mac OS. VMware Workspace ONE excelled in this regard and seamlessly integrated with our Azure Active Directory Services," explains Mark Zigadlo, vice president of technology operations and security services, Cofense. "The platform's strong integration ties help us continuously improve and accelerate our employee onboarding and offboarding experiences. After nearly doubling our workforce in a year by onboarding approximately 250 staff, Workspace ONE was able to save our IT team approximately 625 hours in configuration time alone."

Nebraska Medicine operates a healthcare network that covers metro Omaha and extends across the region, providing access to more than 1,000 doctors and nearly 40 specialty and primary care health centers. Its research and education partner, the University of Nebraska Medical Center (UNMC), is comprised of six colleges, two institutes and a graduate studies program, serving nearly 4,000 students in more than two dozen programs. "Over the past year, we successfully rolled out VMware Workspace ONE to clinicians, staff, professors and students across our Nebraska Medical Center and UNMC campuses so they can seamlessly access critical applications from any device," explained Brian Lancaster, vice president of information technology, Nebraska Medicine. "In the wake of COVID-19, professors and students are using Workspace ONE to access apps to run all classes, including labs, in a virtual environment. And, for Nebraska Medical Center, all employees who do not need to go into the hospital are being asked to work from home, accessing required apps and resources from Workspace ONE. The investment we made in our digital workspace strategy is certainly helping us maintain continuity and deliver better care in these extraordinary times."

Preferred Mutual provides property and casualty insurance coverage to more than 232,000 individual and business customers through a network of more than 500 independent agents throughout New York, New Jersey, Massachusetts and New Hampshire. "Many of our 300+ employees work remotely and as a financial services company, we must adhere to several security and privacy requirements when it comes to managing apps and endpoints," explained Ben Moore, lead systems engineer, Preferred Mutual. "We utilize VMware Workspace ONE to enable our bring your own device (BYOD) program and VMware Horizon to allow employees to access their desktops regardless of where they are or what type of connection they have. In addition to providing our employees with work style flexibility, VMware's digital workspace technology enables a zero-trust security approach that helps us better protect data on employee devices."

Tyler Independent School District (ISD) prepares nearly 18,000 K-12 students across east Texas for the future of work by incorporating technology into the learning experience. "Students use the newest digital tools inside and outside the classroom, thanks to the ISD's virtual desktop infrastructure (VDI) powered by VMware Horizon. This mobile technology enhances education and prepares students for real-world careers," explained Joseph Jacks, chief technology officer, Tyler ISD. "And, with VMware Workspace ONE, we can deploy updates to any device being utilized in a classroom setting – be it an iPad, MacBook, Chromebook or a PC – across the district in a matter of minutes. VMware provides us with the flexibility, security, mobility and device-agnostic approach we require to provide students, educators and employees alike with a modern digital experience."

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GOMINO Powers Product Development with Centric PLM

30 March 2020

Zhejiang GOMINO Clothing Co., Ltd. ("GOMINO"), the Chinese leather clothing company, has selected Centric Software®'s Product Lifecycle Management (PLM) solution for emerging enterprises, Centric SMB. Centric Software provides the most innovative enterprise solutions to fashion, retail, footwear, outdoor, luxury, consumer goods and home décor companies to achieve strategic and operational digital transformation goals.

Founded in 1996, GOMINO has grown from a small family workshop to a leader in R&D, design,

manufacturing and sales of leather and fur clothing. GOMINO originally concentrated on its ODM business, supplying top Chinese and international brands. In 2012, GOMINO established two independent brands, GOMINO and KOYAN.

GOMINO values their independent design and R&D capabilities as well as proprietary technical processes. The company needed a PLM solution to provide a dynamic repository for technical know-how and standardize product development to better serve brand customers and consumers.

"We develop hundreds of new products every year, but data for patterns, techniques and materials has not been well-preserved," says Mr. Wang Maliang, general manager of GOMINO. "Without digital data management, it is difficult for us to review products in development and support decision-making for next year's merchandise planning."

Impressed by Centric's industry experience and partnerships with top Chinese clothing brands, GOMINO selected Centric SMB, a cloud-based SaaS PLM solution for emerging enterprises.

GOMINO will use Centric SMB to promote internal collaboration, ensure R&D runs smoothly and systematically manage styles, product development, materials, costing and tech pack outputs. With Centric SMB, GOMINO will establish libraries for patterns, techniques, materials, colors and styles to set the standard for future rapid product development. GOMINO plans to eventually extend the scope of PLM to merchandise planning and supply chain collaboration.

Mr. Wang concludes, "GOMINO's strategy is to develop from 'Made in China' to 'Created in China', and from 'digitalization' to 'digital intelligence'. GOMINO is laying a strong foundation for digital research and development with Centric PLM so we can achieve digitally intelligent production in the future."

"We are very happy that GOMINO has chosen to work with Centric," says Chris Groves, President and CEO of Centric Software. "GOMINO has an ambitious business growth strategy that depends on effective digitalization coupled with market-specific innovations and experience. We are honored to partner with them now and into the future."

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Product News

AVEVA and Axonify deliver first AI Microlearning Solution to Industry 4.0 Customers
03 April 2020

AVEVA announced that it has strategically partnered with Axonify, a rapidly growing B2B SaaS company and a leader in the microlearning space, to offer adaptive microlearning powered by Artificial Intelligence (AI) as part of AVEVA Unified Learning.

This strategic partnership with Axonify makes AVEVA the first leading digitalization company to deliver microlearning solutions for industrial operations staff. This is part of an overarching framework designed to help companies build competence, improve worker performance and drive behavioral change. The training program drives measurable outcomes for organizational competency needs, all enabled by three key aspects:

A single integrated platform from one vendor encompassing simulation for training with rich extended reality capabilities, and tools for designing learning and development programs

Flexible deployment enabling customers to choose cloud, hybrid, or on-premises implementation

Harnessing of AI to fill knowledge gaps with personalized training

AVEVA designs, develops and implements experiential learning with specific expertise in simulation, virtual and augmented reality, and blended enterprise learning with knowledge rooted in operations experience. Axonify prides itself on being a modern learning solution for frontline employees that actually works. The learning experience is fun, fast, personalized and designed to make critical information stick. And employees love it—83% of users log in 2-3 times a week, which translates into meaningful behavior change that drives the business results.

Through industry analysis and at the ARC Industry Forum in February 2020, AVEVA conducted research with clients, competitors and analysts. This research further highlighted that its partnership with Axonify is in fact novel, and a key differentiator for AVEVA Unified Learning in industrial operations and manufacturing space, enabling digital transformation and organizational change by improving retention by 90%, engagement by 80%, while measuring the business impact of training compared against KPI's.

"The whole process of learning in the industrial environment is going through disruptive change, with tools such as AI, AR, and VR playing a key role for a workforce that is both going through a generational transition as well as becoming location independent," commented Craig Resnick, Vice President, ARC Advisory Group. "The partnership between Axonify and AVEVA will not only help to bring these critical training technologies to AVEVA customers, it will also help customers adapt to the new normal caused by disruptions to businesses like the COVID-19 pandemic, where remote training goes hand in hand with the remote workforce who may not have had the benefit of legacy experience of the factory floor and needs being able to remotely monitor, operate and control industrial processes."

In education, AI enables trainers to monitor learners as they complete lessons, while simultaneously offering course corrections and suggestions to them when needed. This actively engages them during the learning experience. Real-time learning analytics adapt to the specific learner's needs creating a customized training experience. Personalization makes the training efficient and relevant—both a magnet for existing learners and a great tool for attracting new ones.

"We are excited to have entered into this strategic partnership with Axonify, as together we can truly transform the way that global organizations approach the learning lifecycle of their employees," commented Amish Sabharwal, Global Head of Engineering, AVEVA. "Microlearning shifts training away from 'one size fits all' classes to daily, easily digestible question-based sessions that can be tailored to meet individual needs based on cognitive science principles. Our research shows that without reinforcement, people typically forget up to 90% of content learned during training within 30 days. AI-enabled microlearning will protect the training investment and ensure that recipients instinctively know all the crucial information when they most need it."

"We are delighted to be partnering with AVEVA at a time when industrial organizations are starting to increasingly take up digital transformation," commented Christine Tutssel, SVP of Global Sales and Co-Founder, Axonify. "Employee knowledge is a foundational element of an organization's digital

transformation strategy and the Axonify platform is proven to drive learning retention, knowledge growth and most importantly behavior change in a way that traditional methods can't. We are also able to support the rapid pace of change that today's industrial organizations require as they embark on building out their digital competencies."

AVEVA Unified Learning combines the latest technologies with sound instructional design to deliver competency-based experiential learning, so that operators perform better in less time. This can be deployed on premise, on the AVEVA Cloud, or as a hybrid cloud solution for a complete enterprise-wide, multi-site training solution. This partnership delivers microlearning in concert with simulation, XR, and other tools as part of one integrated framework.

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Bentley Institute Press Announces Availability of "Inside MicroStation" CONNECT Edition Book Series
01 April 2020

Bentley Institute Press, publisher of cutting-edge textbooks and professional reference works for the advancement of the engineering, architectural, construction, operations, geospatial, and educational communities, has announced the availability of a new publication series titled Inside MicroStation CONNECT Edition, now available in print at www.bentley.com/books and as an e-book at www.ebook.bentley.com.

The three-volume set focusses on developing a strong understanding of the basics of MicroStation and follows a step-by-step approach that includes exercises and real-world example complete with illustrations. The publications instruct readers on how to use the 2D design fundamentals of MicroStation and lay a foundation for advanced learning. The series can be found on Amazon Kindle (volumes I, II, III) and Apple books (volumes I,II, III). The book series serves as a powerful learning tool and a quick reference guide for students, beginners, and practicing professionals.

The book series reflects the benefits of using the CONNECT Edition and discusses the features of MicroStation CONNECT Edition, including new CAD capabilities and its power and versatility to precisely view, model, document, and visualize information-rich designs of all types and scales. MicroStation CONNECT Edition is for professionals working in every discipline on infrastructure projects of every type.

Vinayak Trivedi, vice president, and global head of Bentley Institute, said, "We are pleased to offer this much-awaited title from Bentley Institute Press, which will help engineers take a massive leap forward in their productivity, while working with MicroStation. Bentley experts Samir Haque, Smrutirekha Mahapatra, and Shaylesh Lunawat have brought together their years of experience and lessons learned to write these three volumes. I anticipate that all readers of this series will be able to increase their mastery of MicroStation CONNECT Edition and enhance their careers with this book set."

Volume I is geared to users who need to know the basics of the software, and it explains how to set up the drawing environment. Volume II guides readers through the process of creating elements and modifying elements using various capabilities. Volume III introduces advanced workflows such as creating and placing cells, annotating drawings, attaching references, composing sheets, and printing.

DP Technology Introduces Updated CAM Software for 2020

01 April 2020

DP Technology announces a comprehensive product update, called ESPRIT 2020, for their computer-aided manufacturing (CAM) software. Among the most significant developments are updates to the software's computer-aided design (CAD) interfaces and new or improved solutions for specific machine tools.

ESPRIT 2020 features plentiful updates for Swiss-type machining. This technique is defined by its small, often intricate parts. Medical devices, such as bone screws, are typically manufactured on Swiss-type machines. ESPRIT's 2020 update introduces or enhances support for 200 different Swiss-type machine models, including:

Citizen D25, which features three channels, 3x Y-axis, 3x Z-axis, B-axis front and back

Star SV 38R, which features three channels and a B-axis

Tsugami SS38, a chucker-convertible sliding headstock lathe with B-axis

Tornos machines

Seamless integration of laser cutting operations for Tsugami and Citizen

Willemin-Macodel MT series machines

The 2020 update also includes updated support for the latest CAD software, including:

SolidWorks 2020

SolidEdge 2020

PTC Creo 6

NX 1847

Improved CAD support allows users to better design and visualize parts before manufacturing begins. CAD modeling is an integral part of designing and optimizing any new part, and different software types specialize in different modeling techniques.

Additionally, ESPRIT 2020 expands mill-turn support to the following machines:

Index G200 and G220, featuring two and three turrets and a disk turret mounted on a B-axis

Miyano BNE 51 MSY, featuring three X-axes and three Z-axes

Traub TNX, featuring simultaneous independent machining with up to four tool carriers

CMZ TTL, featuring two turrets and two spindles

Enhanced profile threading and probing capabilities round out the product release.

"Product releases are always exciting for us, because often we're providing a solution where one did not previously exist," says Tania Campanelli, Director of Research and Development at DP Technology. "2020 is no different. We look forward to more users discovering why ESPRIT is the right choice."

Jovian Technologies releases SaaS AI platform for North American Food and Beverage companies

31 March 2020

Jovian Technologies announced its soft release of the branded food analytics module, a new product offered as software as a subscription service. Our AI enabled branded food module is powered by proprietary patent pending AI algorithms and offers food and beverage companies a new way to perform product competitive intelligence and analytics based on market leaders, customer insight outcomes and flavor, ingredient trends.

"Our AI enabled product competitive intelligence module adds a unique offering in the product innovation data management space and our early adapter Fortune 500 clients have acknowledged the ease of use and market intelligence this can drive for their products" Tarun Philar, Founder & CEO at Jovian Technologies

Features and benefits of the branded food analytics module include.

Machine Learning driven competitive intelligence and analytics with over 250,000 products tracked

Traceability of new Ingredient and Flavor trends in the market

Track "Best in Class" products and initiate Product Ideation initiatives for new and existing market opportunities

The commercial release of the Branded Food module will be in May 2020.

Jovian Technologies is a technology startup, provider of AI driven system for product innovation and product lifecycle management solutions, based in Naperville IL, USA. Jovian is an alumnus of Sunnyvale California based Plug and Play accelerator program which is recognized by Forbes magazine to be among the top 5 accelerator programs in United States for emerging new technologies.

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Molex releases its new Micro Fit product range on traceparts.com

02 April 2020

As a leading supplier of electronic components and solutions, Molex sees innovation as a tool for solving its customers' most complex problems.

The Molex Micro-Fit product line is available in multiple circuit sizes and cable lengths for power applications and Board-to-Board, Wire-to-Board, and Wire-to-Wire orientations. The Micro-Fit products will fit into almost any industry such as consumer, medical, sustainable energy, telecommunications/networking, and more!

Molex started out from a simple observation: recent studies have shown that next-generation engineers are more likely to use community-based tools to discover, learn, engage with and use the products offered by manufacturers and distributors.

Even though we already provide most of the CAD models for our products on our website, we want to engage with a site that brings together communities of engineers and designers.

We saw that TraceParts has one of the largest engineering databases, we decided to publish part of our product range on their website in order to enhance our customer experience in engineering communities.

explains Molex's New Product Development Manager Jonathan Thompson

Molex technical data is now accessible to millions of engineers and designers over the TraceParts platform. Molex also offers access to PCB content on its product range directly from the TraceParts platform product sheets.

We are delighted to be able to support a major electronics player like Molex on our platform, and we

welcome this product range with great enthusiasm.

Given the quality of the technical information provided, there is no doubt it will have a big impact on our users.

says Gabriel Guigue, TraceParts Managing Director

About TraceParts

TraceParts is one of the world's leading providers of 3D digital content for engineering. As part of the Trace Group founded in 1990, the company provides powerful web-based solutions, such as CAD part libraries, electronic catalogs and product configurators.

TraceParts offers digital marketing services to help part vendors, 3D printing suppliers, software and computer hardware vendors promote their products and services and generate high-quality B2B sales leads.

The TraceParts portal is available free-of-charge to millions of CAD users worldwide. It provides access to hundreds of supplier catalogs and more than 100 million CAD models and product data-sheets that perfectly meet the specific needs of design, purchasing, manufacturing and maintenance processes and operations.

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New Release of SAP Data Intelligence Promotes Customer Choice On Premise and Cloud

30 March 2020

Whether from an enterprise resource planning (ERP) system, the Internet of Things (IoT), or social media, businesses have more data available to them than ever before. To take advantage of the insights this information can provide, businesses need a solid data management strategy. Topics such as data integration and orchestration have moved to the top of the IT priorities list.

In 2019, SAP brought SAP Data Hub to the cloud and released SAP Data Intelligence on SAP Cloud Platform. It's important to note that SAP Data Intelligence provides all the integration, orchestration, metadata management, connectivity, and rich services of SAP Data Hub with the services of SAP Leonardo Machine Learning in the cloud.

The name SAP Data Intelligence highlights the solution's focus on intelligent data processing and operationalizing machine learning processes in enterprise landscapes. This combination allows customers to get the most out of their disparate data assets, which they can easily integrate, intelligently refine, and seamlessly use in their business processes. Data scientists can continue to work with the tools they know and love while IT focuses on prototyping to production to help ensure their innovation and machine learning projects can scale and be properly managed.

On March 20, we released the general availability of SAP Data Intelligence 3.0. One of the key points of this release is to provide customers with the freedom to choose their deployment model of choice — be it on premise, in the cloud, or a combination of both. The cloud service of SAP Data Intelligence is aligned with the on-premise and the bring you own license (BYOL) model, where customers can deploy on premise in their own data center or on any hyperscaler's public or private cloud.

This release is also a major step forward to address large-scale enterprise deployments with holistic lifecycle management, elasticity, low total cost of ownership (TCO), and resilience. Finally, it adds a sophisticated business glossary and catalog enhancements as well as templates out of the box, and closes

the feature gap between the on-premise and cloud versions.

Data Intelligence Combats Climate Change

The 2015 United Nations (UN) Climate Change Conference (COP 21) in Paris brought world nations together under the common cause of fighting climate change. Since then, there has been increased pressure on renewable energy producers to drive efficiencies and the expansion of renewable energy. It is estimated that over a trillion dollars' worth of capital must be invested in renewable energy around the world to meet the UN's 2030 climate goals.

SAP customer Kaiserwetter Energy Asset Management GmbH is a renewable energy company that relies on data intelligence and analytics gathered from IoT-connected machines for investing more heavily into renewable energy to accelerate the emission-free power generation worldwide.

"Our IoT platform ΛRISTOTELES is based on SAP Data Intelligence and SAP HANA and seen as a leading digital solution for aggregating and correlating technical, meteorological, and financial data to form KPIs for investors and financial banks in the renewable energy market," Hanno Schoklitsch, CEO and founder of Kaiserwetter, said. "The integration of SAP Data Intelligence with ΛRISTOTELES enables early technical failure detection and surface alerts, which allows our clients to minimize their investment risks while maximizing asset performance thanks to an increase in renewable power generation."

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Synopsys Expands Collaboration with Broadcom for 7nm and 5nm Designs

03 April 2020

Synopsys, Inc. announced its expanded collaboration with Broadcom Inc. for the creation of semiconductor solutions using Synopsys' Fusion Design Platform™ to address a host of design challenges at 7nm and beyond.

Building upon multiple successful 7nm designs, Synopsys and Broadcom are expanding the collaboration to include the creation of 5nm designs based on Synopsys' Fusion Design Platform. By encompassing tools, flows and methodologies from Synopsys, this collaboration has enabled Broadcom to extract maximum benefits from the latest silicon-process offerings and efficiently deliver value to its customers.

"We are excited with our expanded collaboration with Synopsys on 7nm and 5nm designs and look forward to continuing the combined efforts to deliver high-volume production
designs leveraging Synopsys' Fusion Design Platform," said Yuan Xing Lee, vice president and head, Central Engineering at Broadcom Inc. "As a global infrastructure technology leader, Broadcom is continually striving for excellence and innovation providing highly differentiated products that enable our customers to excel in their respective markets."

Synopsys' Fusion Design Platform is architected to enable design teams to achieve the optimal levels of power, performance and area (PPA) in the most convergent manner possible to ensure the fastest and most predictable time-to-results (TTR). Spanning test-insertion and optimization, RTL synthesis, place and route and design closure-and-signoff, the Synopsys Fusion Design Platform offers a highly converged solution that enables new levels in predictable PPA to address the challenges inherent across the industry's most advanced designs.

"Close partnerships and collaborations are paramount to ensuring our customers are able to extract maximum entitlement and value from the latest silicon processes," said Sassine Ghazi, general manager

of the Design Group at Synopsys. "Our long-standing relationship with Broadcom, our shared vison of success and our timely execution on the delivery of differentiated value ensure that we continue to deliver together on best-in-class technology."

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