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## CIMdata News

### ***The CLM-Model-Based Connection***

18 January 2023

Peter Bilello, President and CEO of CIMdata, published a blog post for Configit on the topic of Configuration Lifecycle Management. He says, “More and more, the “what” and “why” questions are about Model-Based Structures (MBS’s), which are the information foundation for Model Based Systems Engineering (MBSE), and whether coagulating the enterprise’s information into models is important and what configuration management’s role should be.”

To learn more about what CLM’s role should be, read the full article here: <https://configit.com/clm-model-based-connection-by-cimdata/>

### ***The Promise of the Digital Thread***

31 January 2023

Written by [James Roche](#)

CIMdata’s [2023 PLM Market & Industry Forum](#) series theme is “[The Digital Thread: Powering Business Transformation](#).” At this industry-leading Forum, CIMdata will frame the digital thread and discuss the issues faced by industrial users. Event sessions provide critical information to the PLM Software and Service community enabling them to respond to new and evolving requirements. Learn more about the 2023 PLM Market & Industry Forum [here](#).

CIMdata continues to investigate many topics of interest to the PLM Economy. One area we are currently focusing on is the digital thread, a topic important enough to be featured as a stand-alone topic on our 2023 PLM Market & Industry Forum agenda. Here is some current thinking on how we are developing that session. This is the first of three blogs on this topic, and takes a look at "the promise."

#### Digital Thread’s Rise to Prominence

The Digital Thread, in various incarnations, has been a core element of the product lifecycle management (PLM) vision for decades. The concept of automated linkage of multiple representations of a product, each tuned to the needs of various creators and consumers along the lifecycle, is very powerful. Until recently, tracing these linkages has been primarily a manual process, extracting product information from various heterogeneous systems and relating them in ad hoc reports. But now, with recent advances in commercial PLM solutions, the Digital Thread, with automated linkages and traceability, has become a practical possibility, even for industries with complex products, such as aerospace & defense (A&D).

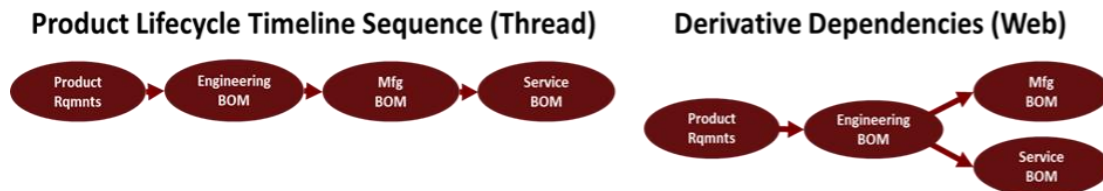
In response, leaders in A&D and similar industries have implemented targeted digital thread solutions and envision expanding these solutions upstream and downstream throughout the product lifecycle. With the newness of this approach, there is not much available in the way of lessons learned or proof points of actual value achieved. This lack of real data is a barrier to broader investment. On the solution side, providers are constantly seeking additional insight into the current state and future investment drivers within industry, which is crucial to their solution strategies and roadmaps. CIMdata has recently completed a research project on behalf of the [Aerospace and Defense PLM Action Group](#) (AD PAG) member companies in collaboration with multiple PLM solution providers to understand the current state and future investment trends on the topic of the digital thread.

# CIMdata PLM Industry Summary

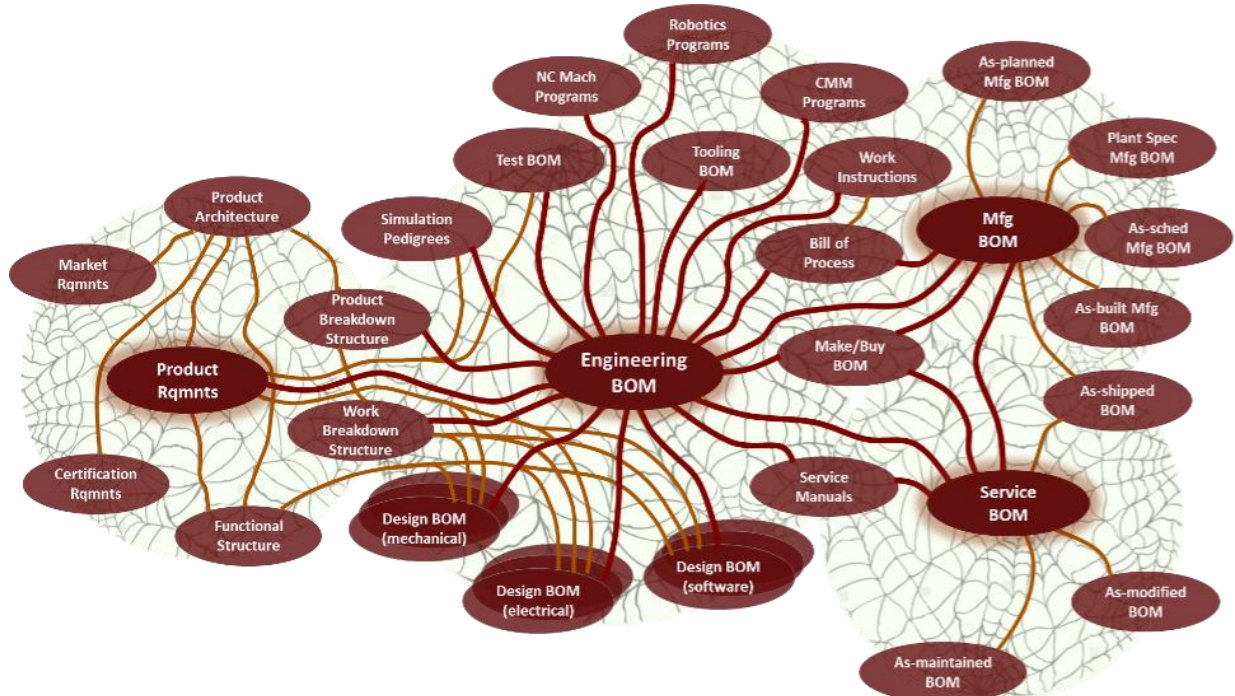
## Digital Thread Realization

What is the Digital Thread, really? Is it really a thread in the sense of being able to string related artifacts together – requirements to design to manufacturing instructions to finished product to in-service performance record for that product? And at what level of specificity – for the whole product, a sub-system, a component, or a part? How does that work? And is it really a thread with a single strand running through the lifecycle from requirement to finished product in-service performance, as is often shown in illustrations?

The Digital Thread is commonly presented as a sequential flow mapped to the product lifecycle. Here we show the four principal product structure configurations in lifecycle sequence. In this representation, threads would run left to right between the objects in one structure to the next in line. But if we look at the derivative relationships between these structures, we see that the dependencies are not sequential.



And there are many other views of product structure that are relevant to various communities as they contribute their efforts throughout the product lifecycle. For example, organizational constructs are often created for presenting data to the creators and consumers in various roles along the lifecycle. These product structure configurations are intertwined as a web, not as a thread.



If you think that this looks like a lot, you are right. The key to success is to think big but focus on pieces of the total picture. Use cases are the pieces. They define the scope and the business value. Pick the piece, i.e., use case, to work on next based on business problems to be solved or opportunities to be captured. And as you build out piece by piece, keep in view that bigger landscape so that the pieces fit together.

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The 2023 PLM Market & Industry Forum will be a live event in Ann Arbor, MI, USA, on March 30 and in Frankfurt, Germany, on April 4. A series of virtual-live events will follow, each held over two half-days designed to share the same information in the following geographies, India, China, and Japan.

Please let me know your thoughts on this topic by sharing them in the comments section of this blog!

Or contact me directly at [j.roche@CIMdata.com](mailto:j.roche@CIMdata.com)

[I hope to see you in Ann Arbor or Frankfurt!](#)

Jim

## Acquisitions

### ***Accenture Expands Strategy Capabilities in Life Sciences with the Acquisition of Bionest***

2 February 2023

Accenture has acquired Bionest, a strategy and consulting firm dedicated to addressing complex strategic decisions for leading biopharma organizations across innovative areas of science including precision medicine and diagnostics, oncology, cell & gene therapy (CGT), and rare diseases.

Headquartered in New York with a European office in Paris, Bionest's team of 46 scientifically-minded consultants, industry executives, and specialists will join Accenture Strategy in the Life Sciences practice. Bionest's focus on go-to-market strategy in life science's most exciting and challenging areas will broaden and deepen Accenture's capabilities.

Scientific and technological advancements are creating breakthroughs for patient health, resulting in more complex and personalized therapies. This New Science, a dynamic combination of the best in science and health technology, is expected to drive 81 percent of biopharma revenue growth. However, biopharma companies must also juggle increasingly complex commercialization challenges, patient access issues, and a changing regulatory and economic environment to achieve that growth. As a result, biopharma companies must constantly assess their go-to-market strategy to maintain a competitive edge.

Brad Michel, a senior managing director at Accenture who leads its North America Life Sciences practice, said, "Biopharma companies are shifting to New Science to drive more precise and effective ways to treat and care for patients in previously unattainable ways. Oncology, precision medicine, and cell and gene therapies will drive disproportionate growth while delivering differentiated patient outcomes in the coming years. The addition of Bionest's highly skilled team of experts expands our capabilities and will support our clients in bringing therapeutics to patients faster and more efficiently."

Bionest's clients include both major established and emerging pharmaceutical and biotechnology brands, chiefly in North America and Europe.

"Complex areas of science require novel thinking when it comes to how businesses consider their go-to-market strategy," said Rachel Laing, Ph.D., Bionest leader and managing director. Melinda Kutzing, Ph.D., Bionest leader and managing director, added, "By joining Accenture, we'll be able to bring new capabilities to our clients through strategy development and operational execution in some of the most exciting areas of science."

Terms of the transaction were not disclosed.

# CIMdata PLM Industry Summary

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## ***Computer Guidance Welcomes AllMax Software To JDM Technology Group***

3 February 2023

JDM Technology Group, the parent company of Computer Guidance Corporation, a leading global software business of best-in-class software providers, has acquired Kenton, OH based AllMax Software. AllMax makes wastewater, water, CMMS, and pre-treatment software. The transaction closed on January 31, 2023 after approval from AllMax owners Russell and Patricia Maxwell.

Since 1994, AllMax Software has delivered first class operations and maintenance management software. AllMax helps plants and facilities increase performance, efficiency, and profitability by delivering critical information quickly and accurately.

“AllMax Software has been a leader in the Water and Wastewater industry for over 28 years and when we decided to sell the business, we looked for companies that aligned with our approach to sales and supporting our clients. JDM was selected since we believe that it will be a great fit for our customers and our employees. With the support of JDM’s global resources and industry expertise, AllMax Software will continue to create value and new opportunities for its customers.”

JDM Technology Group is a private, family owned business focused on long term growth. It is known for creating exceptional software solutions for the architecture, engineering, construction, and operations industries. A key differentiator from other players in the market is its commitment to never “end-of-life” its software so customers are never forced to stop using their preferred solution.

“We’re thrilled to welcome to AllMax to the JDM family,” said JDM CEO Jim McFarlane. “The deep industry expertise of its people and its robust operations and maintenance software further strengthens our existing facility management portfolio. We look forward to working with the AllMax team.”

AllMax joins, AerieHub, EPAC, MicroMain Corporation, MPulse Software, and TeamWORKS as part of JDM’s facility management software group. Randall Brous, President of MPulse Software, will lead AllMax and oversee day-to-day operations of the business.

## ***MIP GMBH JOINS CENIT GROUP***

31 January 2023

**Data management specialist mip is the latest addition to CENIT Group. With a new range of innovative solutions in data analytics, document & information management and now about 300 experts in this business field, CENIT is expanding its market position in Germany, Austria and Switzerland.**

For CENIT AG, 2023 began with a step toward further growth: Effective January 1, 2023, the Munich-based mip Management Information Partner GmbH became a member of the international CENIT Group. Established in 1988, mip GmbH is a software and consulting company active in Germany, Austria and Switzerland. mip and its staff of about 30 experts specialize in data management and analysis, software development, as well as operation of IT infrastructure and applications.

The 100-percent acquisition of the strong, agile data management specialist mip is part of the consistent, carefully planned growth strategy of IT, software and consulting provider CENIT: The company’s target-setting until 2025 is aimed at achieving robust organic and inorganic growth across its five business units, and this includes a clear focus on mergers with innovative, well-established partners. As an experienced, long-standing IBM partner with strong back-end expertise in data management, mip will strengthen CENIT Group’s delivery capabilities regarding IBM-based technologies and complement CENIT’s portfolio e.g. in the information management sphere. For SAP- and MS-based technologies,

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this is domain currently in the capable hands of ISR AG, also a member of CENIT Group.

Peter Schneck, CEO of CENIT AG, says: “In the past years, mip GmbH has been a highly successful and profitable actor in the information management arena, and like CENIT and ISR, the company has been a leading, long-standing partner of IBM in Germany. mip’s innovative spirit and its market profile ideally complement CENIT’s product portfolio in the enterprise information management (EIM) field. Together, CENIT’s EIM unit, ISR and now mip will further strengthen the market position of CENIT Group as a major partner to IBM.” “We are very pleased to be able to welcome the mip team to CENIT Group”, he adds.

## **ON THE ROAD TO #1 IN INFORMATION MANAGEMENT**

With the goal of making CENIT’s competency field EIM the go-to partner for information management and document logistics in Germany, Austria and Switzerland, mip will merge with CENIT EIM and ISR AG. mip will continue to trade as an independent enterprise, under the name affix “a CENIT Company”. The founders and Managing Directors of mip GmbH, Ursula Flade-Ruf and Markus Ruf, will continue to act in their management capacities.

“Our passion is supporting our clients in harvesting added value from their data. With a view to the future development of mip, we were looking for a partner who pursued a comparable market strategy and who could ensure continued stability and profitability for our employees and clients”, says Ursula Flade-Ruf, Managing Director of mip GmbH. “We are very pleased to have found that partner in CENIT”.

André Vogt, Senior Vice President of CENIT’s EIM Unit and CEO of ISR AG, underscores the joint vision: “The fundamental idea and core motivation behind the merger of our three companies is the conviction that together we are ideally prepared for the future, and that our joint strength will generate continued growth. By positioning our topics, solutions and services clearly, we will boost the attractiveness of our EIM portfolio – for our teams, for our clients and for our partners.”

CENIT Group’s expanded EIM portfolio now offers even an even wider range of solutions for end-to-end document and information logistics. In addition to conventional document and process management applications, this also extends to customer communication and data & document analysis.

## ***OpenText Buys Micro Focus***

31 January 2023

OpenText™ announced that it has closed the previously announced acquisition (the “Acquisition”) of Micro Focus International plc (“Micro Focus”), a leading provider of mission-critical software technology and services that help customers accelerate digital transformation.

“I would like to welcome Micro Focus customers, partners and employees to OpenText,” said OpenText CEO & CTO Mark J. Barrenechea. “Digital life is life, and with Micro Focus’ great products and talent, we will help organizations of all sizes accelerate their digital transformation.”

Barrenechea further added, “With this acquisition, OpenText’s corporate mission expands to help enterprise professionals secure their operations, gain more insight into their information, and better manage an increasingly hybrid and complex digital fabric with a new generation of tools that include Cybersecurity, Digital Operations Management, Applications Modernization & Delivery and AI & Analytics. This new generation of Information Management software will help organizations accelerate their digital transformation and drive growth while reducing costs.”

## **Preliminary Financial Overview**

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Further information on our financial performance, as well as updated models, will be provided when OpenText reports its second quarter Fiscal 2023 financial & business results on February 2, 2023.

## **Closing Terms of the Acquisition**

- Total purchase price of approximately \$5.8 billion, inclusive of Micro Focus' cash and debt, subject to final adjustments
- Total purchase price is 2.3x Micro Focus' TTM revenues<sup>(1)</sup>
- Total purchase price is 6.7x Micro Focus' TTM adjusted EBITDA<sup>(2)</sup>
- Immediately accretive to F'23 adjusted EBITDA dollars
- Expected to be on the OpenText operating model within 6 full quarters or sooner
- Net leverage<sup>(3)</sup> expected to be less than 3x within 8 full quarters or sooner
- Consistent with previously announced cost synergies of \$400 million, expect to balance the combined company through an approximate 8% workforce reduction due to the acquisition of Micro Focus

“We have a structured and disciplined approach to M&A. The last six months of planning has led us to a defined integration plan to deliver on our committed outcomes. We are ready and excited about winning the Information Management market, strong customer outcomes, and company growth and expanded cash flows,” concluded Barrenechea.

## ***Sandvik acquires PMT Premier Machine Tools Limited***

1 February 2023

Sandvik has acquired 95% of the shares in the Irish based company PMT Premier Machine Tools Limited (“PMT”), a well-established solutions provider to medical customers in Ireland, with full coverage of machines, tools and services. The company will be reported within Seco, a division within Sandvik Manufacturing and Machining Solutions.

“The acquisition of PMT fits well with our strategy to strengthen our position in the fast-growing area of medical. Together with PMT, Sandvik will be able to offer complete machining solutions to the medical segment”, says Stefan Widing, CEO and President of Sandvik.

PMT has through its strong partnerships the ability to deliver tailored machining solutions and services to its customers. The broad portfolio of services and know-how encompass the full machining process in medical, from design to verification, expanding Seco's offer from products to full solutions and services.

“PMT provides additional capabilities for Sandvik to grow within the medical segment, bringing strong relationships with key manufacturers of medical implants. We can build on PMT's medical machining know-how and, together with Seco's medical sales and application experts, expand into selected markets. We are very pleased to welcome PMT to the Group,” says Nadine Crauwels, President of Sandvik Machining Solutions.

PMT was founded in 2000 and has 14 employees. In 2022, the company generated revenues of approximately SEK 120 million. The EBITA margin is neutral to Sandvik Manufacturing and Machining Solutions. Impact on Sandvik's earnings per share will be neutral. The parties have agreed not to disclose the purchase price.

## ***Sandvik completes the acquisition of advanced mine optimization software provider Polymathian Industrial Mathematics***

1 February 2023

Sandvik has completed the previously announced acquisition of Polymathian Industrial Mathematics (“Polymathian”), an Australia-based provider of advanced mine optimization software and services. Polymathian will be reported in Digital Mining Technologies, a division within business area Sandvik Mining and Rock Solutions (SMR).

The company’s annual revenues per June 2022 were around SEK 100 million. The EBITA margin is approximately 40 percent and impact on Sandvik's earnings per share (excluding PPA) will be accretive.

## **Company News**

### ***Bechtle plans IT future hub in Neu-Ulm***

3 February 2023

**Bechtle has announced plans to construct a new home for three of its subsidiaries in Neu-Ulm on the city’s IT campus, close to the University of Applied Sciences Neu-Ulm (HNU), the ratiopharm arena and the Wiley-Mitte sports and leisure park. The City of Neu-Ulm yesterday passed the necessary resolution adopting the development plan, thus securing an excellent site for the next IT future hub for Germany’s largest IT system house.**

Ground is set to be broken in mid-2024 on what will become a highly-modern, seven-storey office building covering approximately 5,000 m<sup>2</sup> and offering space for some 300 employees. Once completed in 2026, the new site will become home to Bechtle IT System House Ulm, Langenau-based CAD/PLM specialist Solidpro, and the network and IT security specialist Bechtle Network & Security Solutions. With the new hub, Bechtle is creating a modern working environment that fosters creativity and collaboration between the three companies. Bringing multiple subsidiaries under one roof not only has economic advantages, but also allows customers to benefit from the synergies created across disciplines to provide holistic care.

#### **Spotlight on sustainable growth**

In line with Bechtle’s model of interdisciplinary collaboration, this hub will become part of an axis between new Bechtle sites in Unterschleißheim near Munich, Neu-Ulm, Stuttgart and Ettlingen near Karlsruhe—all practically connected by a high-speed rail line. In addition to the office building, Bechtle is also planning a seven-storey car park with 240 spaces and charging points for electric vehicles to extend the company’s Charge@Work concept to the Neu-Ulm site. As at other locations, Bechtle will be installing solar panels on both the office building and car park to increase its reliance on renewable energy sources.

As part of the IT campus, Bechtle will be welcoming students from the nearby University of Applied Sciences at its IT future hub to foster collaboration between the two.

### ***CGTech Celebrates 35th Anniversary***

31 January 2023

CGTech, developer of VERICUT CNC machine simulation software, is proud to celebrate 35 years of growth and innovation in CNC simulation and optimization in 2023.

“Whether it's milling, turning, mill-turning or any other CNC-machining, VERICUT® is the industry

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standard to simulate CNC machines, as well as optimize and verify NC programs,” says Margaret Schmitt, President of CGTech.

“For 35 years, CGTech’s technology leadership and experienced team have helped VERICUT evolve together with our customer base. CGTech’s solutions are deeply entrenched in the aerospace industry’s history, and adopted today across industries ranging from oil and gas to Formula 1 racing. People are at the heart of CGTech’s success and have made it what it is today: an innovative software company driven by team spirit and customer care.”

CGTech was founded by Jon Prun in 1988, when he recognized the need to verify NC tool path programs without taking valuable machining time to prove-out a part. VERICUT was the first widely available method to test machine tool paths in a virtual environment. The software has grown to be the leader in the NC program verification space and has since expanded its original capabilities to include physics-based optimization with its Force module, composites programming and simulation, as well as additive and hybrid processes.

VERICUT is 100% developed in-house by software engineers and leaders experienced in manufacturing and the CAD/CAM space. Improvements are made with each release to support complex multi-axis kinematics, further reduce cycle times, increase tool life, and further optimize the simulation. New features are also continuously being developed, including live CNC machine monitoring features, tool performance optimization, and more.

“In my 30+ years with CGTech it has been amazing to see this company grow globally, to satisfy even the most demanding NC manufacturing needs. I’m so proud to be part of the abundantly knowledgeable and creative staff at CGTech,” says Gene Granata, Director of Product Management. “Together, we truly enjoy applying our collective experience supporting our valued customers, helping them be more competitive and create parts as efficiently and safely as possible.”

Headquartered in Irvine, California, CGTech has offices are located in the United Kingdom, France, Germany, Italy, Japan, China, Singapore, India, Brazil, and Korea to support customers located around the globe in virtually every manufacturing industry. CGTech hosts local VERICUT User Exchange (VUE) meetings annually across the globe to connect with customers to support their growth and needs.

“VERICUT protects our machines from damage due to collisions and gives both the programmer and the machine operator a feeling of safety in their daily work,” says Werner G., CAM System Consultant and MAN Energy Solutions. “[VERICUT] reduces strain on resources on the shop floor through shorter run times and less machine downtime. Wishing CGTech all the best for the 35th anniversary. Keep it up!”

CGTech is committed to strengthening its offers in verification and optimization, as well extending upstream to post-processing through the recent addition of ICAM Technologies Corporation to Sandvik, and downstream to connectivity using real-world machining data and performance.

CGTech is thankful for the continued support of its customers, from those who have just purchased the software to those who have been using VERICUT since its first version. The company will continue to build its value proposition for customers across the digital manufacturing workflow.

## ***DKTE'S Textile & Engineering Institute, Ichalkaranji announced as the first educational centre in India for CADMATIC Electrical***

3 February 2023

Cadmatic Software Solutions Pvt. Ltd and the Electrical Engineering Department of DKTE have inked an MoU whereby the institute will be the first educational centre in India for CADMATIC Electrical. The MoU covers collaboration in the field of digital and intelligent 3D-based design and information management software solutions for electrical engineering. The main objective of this initiative is to provide technology education to students and to ensure that future engineers are well equipped with technology skills that Indian industrial employers value.

The DKTE'S Textile & Engineering Institute, Ichalkaranji provides quality technical education with adequate industrial exposure with its innovative teaching methods. The institute will include a special certification course on CADMATIC Electrical in their curriculum where they will teach their students with CADMATIC Electrical.

*"Roshansingh Navlur, Director (India & SEA), Cadmatic said "We believe in educating the next generation with the latest technologies as this partnership will benefit the students and provide the industry with a larger talent pool. Together with DKTE, we ensure that the best professional education is offered to students keen on joining the industry. This partnership allows technology experts to upgrade their skills, which will benefit the industry in the future."*

Cadmatic will assist DKTE to set up a technology lab in the college, which will allow their students to learn with CADMATIC Electrical. Cadmatic India will also conduct training sessions to enable the faculty members and students to explore Cadmatic software technology. Additionally, refresher training will keep them regularly updated on newer advancements.

*Mr. R. N. Patil HOD Electrical, DKTE'S Textile & Engineering Institute, Ichalkaranji said, "We are happy to be the first educational centre in India for CADMATIC Electrical. This will help us in providing and teaching our students the latest technologies. With the growing demand for electrical engineering, there is a need to adopt new technologies. This will not only minimize errors but also help in delivering better productivity, thus creating huge demand for professionals."*

## ***Rockwell Automation Names Bob Buttermore SVP, Chief Supply Chain Officer***

31 January 2023

Rockwell Automation, Inc., the world's largest company dedicated to industrial automation and digital transformation, announced that Robert (Bob) Buttermore will be named senior vice president and Chief Supply Chain Officer, effective Feb. 13. He will report to Rockwell Chairman and Chief Executive Officer Blake Moret.

In this role, Buttermore heads the Integrated Supply Chain (ISC) organization and is responsible for leading global strategy and development of Manufacturing Operations, Manufacturing Engineering, Quality, Sourcing, Logistics, and Customer Care. Buttermore succeeds Brad Skogman, who has served as the interim head of ISC since June 2022.

"Bob has demonstrated vision and leadership in growing our core business and meeting our customers' needs. His strategic vision, leadership track record, passion for building and empowering teams, and ability to work across the company position him well to lead our agile supply chain organization," Moret said.

"I would like to thank Brad for his strong leadership and results during this dynamic supply chain

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period,” Moret said. “He and Bob will partner for a smooth transition, and we are happy to have Brad return as a leader in our Finance organization.”

Buttermore has built his career at Rockwell. He joined the company in 1997 in the Operations Leadership Development Program as an engineer in Cleveland, Ohio. He has gained global industry expertise with roles of increasing responsibility and leadership scope in operations management, sales, and sales management, including as regional vice president, Greater China. Most recently, Buttermore was vice president and general manager of the Power Control Business within the Intelligent Devices operating segment, overseeing global operations, and developing and implementing strategic direction for this critical area. In this role, he led Rockwell’s recent acquisition of CUBIC.

Buttermore holds a bachelor's degree in mechanical engineering from The Ohio State University.

## ***Tech Soft 3D Elevates Tyler Barnes to President***

31 January 2023

Tech Soft 3D, the leading provider of engineering software development toolkits, announces that Tyler Barnes has been appointed President of the company. Barnes’ appointment marks a strategic milestone for the company as they grow their portfolio and capabilities to address the increasing demand for their software development toolkits for building advanced engineering applications. With the rapid rise in demand for 3D developer tools driven by expansion in areas such as Additive Manufacturing, Simulation and Analysis, Digital Twin, BIM, AR/VR and many others, as well as the ongoing shift to the cloud, the company is in the midst of an accelerated growth phase. The creation of the President role will help the company manage the needs of the company’s more than 700 partners today, while charting a path to address the needs of an even larger community of developers in the future. Ron Fritz will remain in his role as CEO of Tech Soft 3D.

"Since joining Tech Soft 3D, Tyler has demonstrated the kind of strategic thinking and business acumen that has helped the company become the leader that it is today, as well as a natural leadership ability that inspires confidence and excellence within his team and across the company. I am highly confident and excited about the next phase of growth for the company," said Fritz.

Barnes joined Tech Soft 3D in 2014 and helped grow the company’s marketing and business development efforts. Before joining Tech Soft 3D, he spent more than 10 years at Autodesk in the manufacturing solutions group, leading product marketing and product management teams for multiple mechanical design and related product lines, as well as a number of marketing positions at other technology companies prior to Autodesk.

"These recent years at Tech Soft 3D have been unprecedented in our growth, and have shown us what’s possible for the future," said Barnes. "I am honored to serve as President and very much looking forward to continuing to work with the most phenomenally great team in the industry to drive the kind of innovation and product superiority that empowers our partners to build world-class engineering applications for manufacturing, building and construction and other industries on a broader scale."

In his role as CEO, Fritz will remain focused on growing the company’s reach, across industries and geographically. Barnes will remain based in Bend, OR at Tech Soft 3D HQ.

## ***Wipro's Smart i-Building solution showcased at the Microsoft Technology Center in Zurich***

30 January 2023

Wipro Limited, a leading technology services and consulting company, announced that its latest smart building solution, "Smart i-Building," is now being showcased at the Microsoft Technology Center in Zurich, Switzerland.

Smart i-Building is an integrated, modular, Internet of Things and Impact Intelligent building management solution that runs on the Microsoft Azure platform. The solution reduces costs and the sustainability footprint impact of office buildings through better utilization of corporate space, lower energy consumption, and higher operational efficiency. On average, buildings that adopt the Smart i-Building solution can realize 10 to 30 percent energy savings.

"Smart i-Building is designed to help our clients reach their sustainability goals as well as Switzerland's climate targets," said **René Mulder, Country Head & Managing Director – Switzerland, Wipro Limited**. "We are thrilled to showcase clients this innovative solution at the Microsoft Technology Center and demonstrate what is possible when we join forces with partners such as Microsoft."

**Jo Debecker, Global Head of Cloud Infrastructure Services, Wipro Limited**, added, "The traditional office space is evolving. A hybrid/remote and digitally connected workforce is requiring businesses to rethink how they design office spaces to drive deeper collaboration and enhanced creativity and innovation. Smart i-Building is one of the many ways we are helping clients move into the future of work and deploy the technologies needed to engage and manage the workforce of tomorrow."

With nearly 600 customer visitors, the Microsoft Technology Center in Zurich has been bringing new technologies and applications to life since May 2022. The Center showcases a variety of solutions built with partners and customers to deliver immersive experiences along with deep technical engagements, focused on business outcomes.

**Catrin Hinkel, CEO Microsoft Switzerland**, added: "Customers can now see Wipro's solution represented at the Microsoft Technology Center. Through collaboration we can bring the full power of our relationship to clients in the Swiss market to further enable their digital transformation journey."

## **Event News**

### ***Agiloft Announces Annual Awards At The Agiloft Summit, Its Global Contract Management Conference***

26 January 2023

At the 2023 Agiloft Summit flagship event in Las Vegas, **Agiloft**, the global standard in no-code contract lifecycle management (CLM), announced the winners of its annual Agiloft Orange Awards. Lumen, CDW, Amerisure, Deloitte are among the award winners for exemplifying best practices in CLM adoption, implementation, and innovation.

"Congratulations to the winners of this year's Agiloft Orange Awards, who are setting the standard for excellence in enterprise contract lifecycle management," said Agiloft CEO Eric Laughlin. "Every single one of these companies is innovating, accelerating, and pushing the boundaries of contract management with Agiloft. With the Agiloft Orange Awards, we celebrate powerful stories of customer success alongside strong partnerships that maximize the value of CLM for the world's leading organizations."

# CIMdata PLM Industry Summary

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This year's Agiloft Orange Awards winners include:

- **Lumen – Best CLM Transformation:** For demonstrating what excellence looks like when it comes to complete CLM transformation, ensuring all contracts are managed efficiently, and allowing relevant teams to tap into the limitless intelligence of contracts.
- **Amerisure – The CLM Super User Award:** For bringing Agiloft's flexible CLM approach to life by empowering internal super users to do much of the configuration required to streamline contracts and related business processes.
- **CDW – Best Workflow Transformation Award:** For reducing and now leading the industry in turnaround times for SOWs, along with using Agiloft CLM to create better contract connectivity for reviewing and monitoring negotiation patterns and trends.
- **ASM – CLM Innovation Award:** For using Agiloft to automate its NDA process to protect its intellectual property as well as manage risk in the face of geopolitical, regulatory, and economic swings in the global semiconductor industry.
- **Tulare County Health & Human Services Agency – Financial Impact Award:** For using the full capabilities of Agiloft CLM to manage and track critical legal and financial information simply and effectively.

In addition to announcing the winners of the annual Agiloft Orange customer awards, the company also announced the winners of its new Agiloft Orange Partner Awards. Recipients include Workato, Deloitte, SaaSam, Koho Consulting, and Heather McEwen, who were all recognized for delivering exceptional services and strategic guidance to Agiloft's customer base.

"Partners are integral to our continued success and our Partner Awards recognize best-practices and successes related to our technology integrations, solution sales, implementation, and shared values," said Steve McKean, Agiloft VP of Global Alliances. "We are proud to partner with such a stellar group of organizations, and I'm thrilled to recognize several of those partners with awards for their role in our customers' success."

- **Workato – Technology Partner of the Year:** For working like an extension of the team in launching the Agiloft Integration Hub powered by Workato's iPaaS platform and enabling Agiloft to lead the market in integrations and enhance the value of CLM to customers.
- **Deloitte – Implementation Partner of the Year:** For working with Agiloft to grow its practice to include over 40 Certified Agiloft Administrators as well as delivering truly transformational, global business solutions to joint customers through the implementation of the Agiloft platform.
- **SaaSam – Global Reseller of the Year:** For delivering incredible customer success with their highly skilled team of Agiloft experts around the globe and taking pride in providing high-quality results and exceptional ongoing service since 2011.
- **Koho Consulting – North American Reseller of the Year:** For enabling remarkable success for customers across North America over the last four years, and working closely with Agiloft to grow into one of the leading CLM reseller and service partners
- **SaaSam, Heather McEwen – Agiloft Partner Spirit Award:** For embodying the Agiloft Spirit of innovation, service, and partnership and expanding her women-led business into the global SaaSam Group, a pre-eminent consultant and supplier of Agiloft CLM solutions to customers in the Australasian, South-East Asian, EMEA, and UK markets.

This year's awards ceremony took place at The Agiloft Summit 2023, the premier customer contract

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management industry event, happening January 24-26, 2023, in Las Vegas at the newly opened Virgin Hotel. With a theme of “Limitless,” the ground-breaking contract management summit is giving the contract glitterati a world stage to advance the profession and share best practices on shattering expectations for what contract professionals can do to enhance the future of their operations.

Today’s news and the Agiloft Summit begin 2023 with a bang and comes on the heels of a string of recent news from the company, including winning a **2023 BIG Innovation Award from Business Intelligence Group for its CLM platform**. Agiloft also maintained its position as a Leader in the **2022 Gartner® Magic Quadrant™ for Contract Life Cycle Management for the third year in a row**, and was recognized as Value Leader for small, medium, and large companies in Spend Matters’ Fall 2022 SolutionMap for CLM, alongside winning a host of other national and international **awards**.

## *AMUG Announces Keynote Speakers for 2023 Conference*

26 January 2023

The Additive Manufacturing Users Group (AMUG) announced its keynote speakers for the 2023 AMUG Conference, which will be held in Chicago, Illinois, from March 19 – 23, 2023. Co-presenters Robert Ducey of LAIKA Studios and Nicholas Jacobson of the University of Colorado’s Anschutz Medical Campus will take the stage on Tuesday, March 21. Max Haot of Launcher will address the audience on Thursday, March 23.

Ducey and Jacobson will present “Collaborations Between an Animator, an Architect, and a Surgeon: The Keys to Impactful Innovation in Medicine.” This collaboration has resulted in innovative designs for pediatric epilepsy, cardiology, and cleft palate. The co-presenters note that new ideas emerge daily. In their presentation, they will discuss the unique collaboration, provide a history of individual methods, dive into the innovations, and share their vision for future explorations.

Jordan Weston, AMUG director, education & conference, said, “This keynote presentation illustrates what the AMUG Conference is all about. On the one hand, we will hear about innovation fueled by additive manufacturing. On the other hand, we will hear how a connection made during the 2019 AMUG Conference prompted an unlikely collaboration.”

In a joint statement, Ducey and Jacobson said, “We connected over a little-known 3D modeling and printing technique called bitmap printing. We have leveraged our unique workflows and toolsets from that connection to develop new and exciting applications for 3D bitmap printing in medicine.”

They continued, “Throughout our talk, we hope to inspire people to think outside the silos of their fields and search for new ideas through untraditional collaborations. The key to a great innovation might be sitting right next to you.”

Robert Ducey, technical supervisor for the Rapid Prototyping department at LAIKA, has over 25 years of experience in visual effects and animation. His work with additive manufacturing began with LAIKA’s first feature film, Coraline. For that film, the team pioneered additive manufacturing for the facial animations of main characters in a stop-motion production, which demanded thousands of printed parts. This technique is known as replacement animation.

On every subsequent film, Ducey has been involved in the further development and expansion of the process, which received a Scientific and Engineering Award from the Academy of Motion Pictures Arts and Sciences in 2016. He is responsible for integrating additive manufacturing technology with LAIKA’s production processes, which are used on the company’s sixth feature film, Wildwood.

Nicholas Jacobson, a member of the translational research faculty at the University of Colorado

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Anschutz Medical Campus, is trained as both an architect and computational designer. His work involves the development of novel solutions for complex surgeries, leveraging disparate computational methods from fields including architecture, animation, fashion, regenerative medicine, and structural engineering.

Jacobson's work focuses on patient-specific needs in diagnostics, prosthetics, and implants. He has worked with over 50 surgeons in operating rooms to understand the opportunities for new and creative designs first-hand. As an architect, Jacobson designed buildings for aerospace, residential, music, and medical uses.

Regarding the Thursday keynote, Jordan Weston said, "In early 2022, Launcher was big news with its successful E-2 liquid rocket engine test. A lot has transpired over the past 12 months. We are honored to have Max Haot take the stage to share updates on the company's progress and innovations."

Max Haot, founder and CEO of Launcher, will share an overview of the breakthrough additive manufacturing innovations in Launcher's E-2 liquid rocket engine and the Orbiter space tug programs. The E-2 is a closed-cycle, high-performance rocket engine that contains multiple AM-produced, copper-alloy components. The engine can boost a 150 kg payload into low Earth orbit (LEO) using the company's Launcher Light vehicle, which is scheduled for launch in 2024.

Haot has over 20 years of experience as an entrepreneur and a lifelong passion for space. He founded Launcher, a Hawthorne, California, aerospace company, in 2017 to develop the world's most efficient rockets and transfer vehicles for delivery of small satellites to orbit. Before Launcher, Haot was the founder and CEO of Mevo, a live-streaming camera maker that Logitech acquired in 2021. Before that, he was the founder and CEO of Livestream, which offered enterprise-level, live-streaming video software as a service (SaaS) and was acquired by IAC/Vimeo in 2017.

Rounding out the featured stage presentations are Insights and Highlights on Monday, March 20, and the Innovators Showcase on Wednesday, March 22. The keynotes and featured presentations will kickstart each day of the conference and set the tone for nearly 200 presentations, panel discussions, workshops, and hands-on training sessions.

Designed for novice and experienced additive manufacturing users, the AMUG Conference agenda topics range from technology basics to advanced applications to business considerations. Conference details and registration are available at [www.amug.com](http://www.amug.com).

## ***Blackline Safety to make debut at EGYPS – The Egypt Petroleum Show***

31 January 2023

**Blackline Safety Corp.**, a global leader in connected safety technology, announced it will be exhibiting at the 2023 EGYPS exhibition, where it will showcase its suite of ground-breaking connected safety devices. The event is taking place at the Egypt International Exhibition Center, Cairo, from February 13 to 15 and expects to attract more than 500 exhibitors and 32,000 attendees.

Blackline Regional Sales Manager **Samy Karam Gerguis** has also been invited to give a presentation at the adjoining EGYPS Technical Conference on February 13 at 2:30 p.m. (Room 1, Session 1), where he will provide unique insight into "How to improve health and safety in the energy industry by using connected wearable technology."

The EGYPS 2023 Technical Conference brings together global oil, gas, and energy professionals to showcase the latest technical opportunities and challenges, breakthrough research findings, innovative technologies and industry solutions, creating an excellent learning and networking hub for the industry's

technical experts.

At the exhibition, attendees will experience first-hand Blackline Safety's full suite of award-winning connected solutions, including the new **G6 wearable single-gas detector**. Featuring cloud connectivity and data insights, the G6 wearable single-gas detector helps users quickly respond to—and prevent—safety incidents and manage compliance. The company's flagship **G7 wearable personal gas detectors** will also be on display. These devices for personal gas detection and lone worker monitoring include built-in connectivity, out-of-the-box deployment, easy integration into existing operations, and a broad gas sensor portfolio from which to choose. Rounding out the exhibit will be the **G7 EXO Area Monitor**, the world's first direct-to-cloud area portable area gas monitor that offers rapid deployment, configuration flexibility and versatile mounting systems for placement anywhere.

Commenting on the benefits of Blackline's solutions, Ahmed Fathi, Engineering Products Head of Department at Blackline's Oman Distributor of the Year, Mohsin Haider Darwish (MHD ACERE) commented, "As a deep-rooted distributor of fire and safety solutions since the 1980s, MHD ACERE could quickly see the potential of Blackline's unrivalled connected safety technology. Since day one of our partnership, we have demonstrated to our customers how the product can support them to widen the scope of worker and workplace protection. Customers appreciate what we offer and believe in it. They see it working anytime, anywhere, without special network limitations or configuration requirements. We are proud to represent Blackline Safety."

Behind every Blackline Safety solution are **Blackline Live & Blackline Analytics**, award-winning connected safety software that enable organizations to know the moment something happens and manage it through to resolution with world-class emergency management tools. Reports are automatically compiled using data streamed directly from the field, meaning users can monitor, configure and deploy their fleet any time, anywhere.

Visit Blackline Safety at **stand #2F17, Hall 2, Egypt International Exhibition Center**. For Blackline Safety news and product tours, please visit [here](#).

## ***Build the Future: ALLPLAN event by architects for architects***

2 February 2023

ALLPLAN, global provider of BIM solutions for the AEC industry, will host the virtual event Build the Future - Architecture in Digital Transformation on March 22 and 23, 2023, presenting numerous architectural highlights and insights from Germany, Austria and Switzerland.

How can the current challenges of the construction industry be mastered with creativity, digital technologies and software from ALLPLAN, and furthermore create outstanding architecture? This is the question addressed by the two-day virtual event "Build the Future - Architecture in Digital Transformation" on March 22 and 23. On the one hand, twelve exciting lectures by architects for architects will take a close look at the most important topics relating to their daily work. On the other hand, Allplan experts will show what ALLPLAN's "Design to Build" product strategy offers for the architecture sector and how Allplan contributes to optimal buildability, for example with optimized workflows, fast modeling or impressive visualizations.

"Industrialization and digitization are key aspects in addressing the current challenges in the construction industry. Architects have a crucial role to play here, because the design idea is at the beginning of everything we build and determines the success of a project," says Dr. Detlef Schneider, CEO at ALLPLAN. "We look forward to inspiring presentations from leading architectural firms on the future of building at this year's Build the Future event."

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Architecture highlights from Germany, Austria and Switzerland

The event program will feature nine 20-minute presentations on each of the two days. Various architectural projects from Germany, Austria and Switzerland await the participants. For example, in his presentation on the role of architecture in times of climate change, Prof. Dipl.-Ing. Christian Schlüter will address what is probably the most pressing question facing the architecture sector now and in the future. With his office ACMS Architekten, he explores various concepts of sustainable building.

Digital fabrication, built experiences and much more

Waldemar Korte and Alexander Hoffmann of Mense Korte ingenieure + architekten provide another exciting insight into the building of the future with their contribution on digital fabrication in 3D building printing. The pioneers in the additive manufacturing process for buildings already created Germany's impressive first 3D-printed house in 2021.

Meanwhile, Thomas Kalman of KRIEGER Architekten|Ingenieure brings a bit of wellness to the online event. The office was recently responsible for a veritable architectural experience with the Silvretta Therme in Ischgl. In his presentation, Thomas Kalman will show how to plan such built experiences.

Maximum efficiency through digital planning

In addition to these and other architectural highlights, Build the Future will feature numerous interesting presentations on topics such as digital planning, project development in 3D models, cross-border teamwork with BIM and 3D modeling to support costing.

In the spirit of maximum efficiency, all presentations will take place in a compact three-hour time slot between 2 and 5 p.m. on each day of the event.

Register now: [ALLPLAN Build the Future Event](#)

## ***CADMATIC at ADIPEC***

30 January 2023

Hosted by the Abu Dhabi National Oil Company (ADNOC), ADIPEC is the world's most influential meeting place where oil, gas and energy companies and professionals will convene in-person, safely and securely, to engage and identify the opportunities that will unlock new value in an evolving energy landscape. If you are planning on attending ADIPEC, don't miss the change to visit our booth and hear more about our solutions for data-driven engineering and shipbuilding.

Welcome to our booth to discuss our powerful solutions for the marine, process, and construction industries, and how we can help you improve your processes.

[ADIPEC 2023.](#)

## ***INSIDE VECTORWORKS on February 15***

30 January 2023

Under the motto "Learn. Share. Inspire." the interactive live event INSIDE VECTORWORKS will take place on February 15 from 9:30-15:30. Get an in-depth look at how the new features and technologies of Vectorworks 2023 work and learn about them using concrete examples - practical, understandable and specifically tailored to your industry.

Learn more about the advantages of planning and collaboration with Vectorworks in best-practice presentations by and for planners. Vectorworks product experts will also answer your questions in a live chat and will be available for personal discussions.

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## ***Uptake to Present at Geotab Connect 2023***

31 January 2023

Uptake, a leader in predictive analytics software-as-a-service (SaaS), announced it will take part in Geotab Connect 2023 from Feb. 5-8, 2023, at the Hyatt Regency in Orlando, FL.

Jim Rice, Uptake's Senior VP of Transportation, and Jenna Dobrovolny, VP of Marketing, will give a presentation titled "Your Fleet Competes," providing insights into how fleets can maximize their already available data to increase vehicle uptime and efficiency in the face of current industry challenges. The presentation will take place at 2:30 p.m. ET on Feb. 6 at 2:30 PM on the Marketplace Side Stage.

Additionally, Uptake is co-sponsoring a special event hosted by Assured Telematics (ATI) on Feb. 6 from 6:30 – 9:30 p.m. in the Orchid Room. The event is a Geotab technology learning and fleet networking opportunity exclusive to ATI customers. Interested customers can register [here](#).

"We are honored to play a prominent role in this year's Geotab Connect," said Kayne Grau, CEO of Uptake. "Predictive maintenance technology is essential to differentiate fleets and connected vehicle companies from their competitors, especially with so many cost pressures bearing down on the industry. We look forward to demonstrating that in a challenging environment, Uptake is part of the solution."

The event is hosted by Geotab, a global leader in IoT and connected vehicles and assets. It brings together many of the world's largest fleets with the latest digital transformation strategies to accelerate cost savings, operational efficiency, safety and sustainability. Attendees can network with more than 50 Geotab Marketplace partners and attend over 70 sessions on thought leadership, leveled strategies and best practices by industry leaders.

Geotab Connect attendees interested in scheduling a meeting with Uptake at the event can still register [here](#) and stop by booth A2.

## **Financial News**

### ***3D Systems Announces Date of Fourth Quarter and Full Year 2022 Financial Results***

31 January 2023

**3D Systems** announced it will release its financial results for the fourth quarter and full year 2022 after the U.S. stock markets close on Tuesday, February 28, 2023. The company will hold a conference call and simultaneous webcast to discuss these financial results on Wednesday, March 1, 2023 at 8:30 a.m. Eastern Time.

#### **Fourth Quarter and Full Year 2022 Financial Results Conference Call**

Date: Wednesday, March 1, 2023

Time: 8:30 a.m. Eastern Time

Listen via webcast: [www.3dsystems.com/investor](http://www.3dsystems.com/investor)

Participate via telephone: 201-689-8345

The webcast replay will be available approximately two hours after the end of the conference call at [www.3dsystems.com/investor](http://www.3dsystems.com/investor).

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## ***Addnode Group - Year-End Report 1 January – 31 December 2022***

3 February 2023

### **ADDNODE GROUP'S GROWTH STRATEGY IS CREATING VALUE**

#### **FOURTH QUARTER SUMMARY, OCTOBER–DECEMBER 2022**

- Net sales increased by 60 per cent to SEK 1,786 m (1,114), of which 18 per cent was organic. Currency-adjusted organic growth was 13 per cent.
- EBITA increased to SEK 200 m (148), and the EBITA margin was 11.2 per cent (13.3).
- Operating profit rose to SEK 149 m (106), and the operating margin was 8.3 per cent (9.5).
- Profit for the period increased to SEK 103 m (80).
- Earnings per share increased to SEK 0.77 (0.60).
- Cash flow from operating activities increased to SEK 261 m (257).
- Elisabeth Forslin appointed Head of M&A.
- Acquisition of the operations of JBL Technologies of the USA, with net sales of SEK 15 m.
- The Board of Directors proposes a dividend of SEK 1.00 (0.75) per share.

#### **SUMMARY OF SIGNIFICANT EVENTS AFTER THE END OF THE REPORTING PERIOD**

- Acquisition of FAST2 Affärssystem in Sweden, with net sales of approximately SEK 80 m.
- Addnode Group advances to the Large Cap segment of Nasdaq Stockholm.
- The Board of Directors decides to amend the dividend policy to 30-50 per cent of the Group's profit after tax.

## ***American Software to Announce Third Quarter Fiscal Year 2023 Preliminary Financial Results***

2 February 2023

American Software, Inc., a leading provider of innovative AI-powered supply chain management and advanced retail planning solutions, announced that it will release its Third Quarter Fiscal Year 2023 preliminary financial results after the U.S. financial markets close on Thursday, February 23, 2023.

In conjunction with the release, the company will host a conference call at 5:00 pm ET to discuss its results with the investment community. A live webcast and replay of the call will be accessible via the investor relations page of American Software's website at [www.amssoftware.com/investor-relations](http://www.amssoftware.com/investor-relations).

### **American Software's Third Quarter Fiscal Year 2023 Preliminary Financial Results Earnings Call**

Date: Thursday, February 23, 2023

Time: 5:00 pm ET

Location: [www.amssoftware.com/investor-relations](http://www.amssoftware.com/investor-relations)

## ***Autodesk extends invitation to join financial results conference call and digital investor day***

2 February 2023

[Autodesk](http://www.autodesk.com), Inc. announced it will broadcast its fourth quarter fiscal 2023 financial results conference call via its website Thursday, February 23, 2023, at 2 p.m. Pacific Time. Autodesk will host a live webcast

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call Thursday, February 23, 2023, at 2 p.m. PT at [autodesk.com/investors](https://autodesk.com/investors). An audio replay webcast will also be available after 5 p.m. PT on Autodesk's website at [autodesk.com/investors](https://autodesk.com/investors).

Autodesk will also be hosting its Digital Investor Day on Wednesday, March 22, 2023, at 8 a.m. PT. More information will be available on [autodesk.com/investors](https://autodesk.com/investors).

## ***Bentley Systems to Announce Fourth Quarter and Full Year 2022 Operating Results, and Its 2023 Financial Outlook***

1 February 2023

Bentley Systems, Incorporated, the *infrastructure engineering software* company announced that it will release its fourth quarter and full year 2022 operating results, as well as discuss its 2023 outlook, before the market opens on Tuesday, February 28, 2023.

### **Q4 and Full Year 2022 Operating Results and 2023 Financial Outlook Webcast Data**

A live Zoom video webinar of the event can be accessed at 8:15 a.m. EST on February 28, 2023 through a direct [registration link](#). Alternatively, the event can be accessed from the Events & Presentations page on Bentley Systems' Investor Relations website at <https://investors.bentley.com>. A replay and transcript will be available after the conclusion of the live event on Bentley Systems' Investor Relations website.

## ***Dassault Systèmes: Strong FY 2022, Q4 Revenue and EPS Up Double-Digits***

2 February 2023

Dassault Systèmes announces IFRS unaudited financial results for the fourth quarter and fiscal year ended December 31, 2022. The Group's Board of Directors approved these results on February 1, 2023. This press release also includes financial information on a non-IFRS basis and reconciliations with IFRS figures in the Appendix. The audited financial statements for the fiscal year ended on December 31, 2022 will be published in March in Dassault Systèmes' Universal Registration Document; the audit procedures are in progress.

### **Summary Highlights**

(unaudited, IFRS & non-IFRS unless otherwise noted, all revenue growth rates in constant currencies)

- 4Q22 IFRS diluted EPS increased 39% to €0.25 as reported. Non-IFRS diluted EPS grew 20% to €0.34 as reported.
- 4Q22 Revenue increased 10% with software revenue up 9%. Recurring revenue rose 11%, driven by strong subscription growth of 18% and License and other software revenue grew 5%.
- 4Q22 3DEXPERIENCE software revenue rose 24%. Cloud software revenue increased 22%.
- FY22 IFRS EPS grew 20% to €0.70 as reported. Non-IFRS EPS increased 19% to €1.13, as reported with revenue rising 9%.
- FY22 Operating cash flow of €1.53 billion, keeping us on track to achieve deleveraging well ahead of schedule.
- FY2023 non-IFRS objectives: diluted EPS reaching €1.18-€1.20, on the trajectory to achieve our long-term financial plan, well in advance. Revenue growth of 8%-9%.

## ***Desktop Metal Announces Update on Cost Reduction Plans for 2023 to Accelerate Path to Profitability***

2 February 2023

Desktop Metal, Inc., a global leader in additive manufacturing technologies for mass production, announced an additional \$50 million cost-reduction plan for 2023 that will prioritize investments and operations in line with near-term revenue generation, positioning the company to achieve its long-term financial goals.

A key part of the cost reduction plan is a sweeping effort to streamline and consolidate several locations in the United States and Canada into four hubs in Massachusetts, Pennsylvania, Texas, and the Midwest. Today's announced cost reduction plan also includes a workforce reduction of approximately 15%.

This plan, along with the cost optimization and strategic integration initiative commenced in June 2022, is expected to deliver annualized savings of \$100 million in 2023. Desktop Metal will provide more detail on the progress of this effort throughout the year.

"These cost reductions will help us improve margins and reduce costs to accelerate our path to profitability. The Additive Manufacturing industry continues to mature and expand even in a challenging macroeconomic environment," said Ric Fulop, Founder and CEO of Desktop Metal. "Our talent is the critical success factor that helps us drive the industry forward. These actions reinforce our highest priorities and create a flatter, more agile organization. I value the contributions of everyone who has served and continues to serve Desktop Metal. We are committed to managing this transition with care and respect."

## ***DXC Technology Reports Third Quarter Fiscal Year 2023 Results***

1 February 2023

DXC Technology reported results for the third quarter of fiscal year 2023.

Mike Salvino, DXC Chairman, President and Chief Executive Officer commented: "I am very pleased with our strong third quarter results, where our execution drove strong bookings, along with Adjusted EBIT margin, Adjusted EPS, and free cash flow that all exceeded expectations. In addition, we continue to execute on our portfolio shaping initiatives, and intend to use our cash to reduce our debt, strengthen our investment grade profile, and to complete our \$1 billion share repurchase program. We have created momentum, and we believe that the business is heading to an inflection at the end of FY23. Getting to this point was no small task, and my management team and I are proud of the quality company we have created, and we are clear and excited about delivering the business we envisioned in FY24."

### **Financial Highlights - Third Quarter of Fiscal Year 2023**

Revenue was \$3.57 billion for the third quarter of fiscal year 2023, down 12.8% as compared to prior year period, and down 3.8% on an organic basis. The third quarter of fiscal 2023 was impacted by a difficult comparison related to lower resale, a perpetual license sale in the prior year quarter, and lower than anticipated levels of project revenue this year.

Net income was \$61 million, or 1.7% of sales for the third quarter of fiscal year 2023, compared to \$102 million, or 2.5% of sales, in the prior year quarter. EBIT was \$117 million or 3.3% of sales. Net income and EBIT in the quarter included the following items: amortization of acquired intangible assets of \$100 million, restructuring costs of \$49 million, merger related indemnification and arbitration charges of \$20 million, a loss on disposition of \$9 million, an impairment charge of \$8 million, and transaction,

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separation, and integration costs of \$6 million. Excluding these items, Adjusted EBIT margin was 8.7% in the third quarter, flat as compared to the prior year quarter.

Diluted earnings per share was \$0.25 and Non-GAAP diluted earnings per share was \$0.95 for the third quarter of fiscal year 2023. Compared to the prior year quarter, diluted earnings per share and non-GAAP diluted earnings per share were positively impacted by a lower share count and lower net interest expense, partially offset by foreign exchange headwinds and lower sales volumes.

On a trailing twelve months basis, the company delivered a book to bill of 1.06x.

## Financial Information by Segment

GBS segment revenue was \$1,738 million in the third quarter of fiscal year 2023, down 10.7% compared to the prior year period and up 0.2% on an organic basis. GBS performance was driven by continued growth in the Analytics & Engineering business, where revenue increased 11.7% on an organic basis. GBS segment profit was \$244 million and segment profit margin was 14.0%, down 220 bps compared to prior year period, due to a difficult comparison resulting from a perpetual license sale in the prior year quarter. GBS bookings for the quarter were \$2.1 billion for a book-to-bill of 1.21x, and 1.16x on a trailing twelve months basis.

GIS segment revenue was \$1,828 million in the third quarter of fiscal year 2023, down 14.7% compared to the prior year period, and down 7.4% on an organic basis. GIS segment revenue performance was driven by lower Modern Workplace and Cloud Infrastructure & ITO revenues. GIS segment profit was \$123 million with a segment profit margin of 6.7%, a 190 bps margin expansion as compared to third quarter of fiscal year 2022, as a result of our cost optimization program, asset sales, and a favorable commercial settlement. GIS bookings were \$2.7 billion in the quarter for a book-to-bill of 1.46x, and 0.97x on a trailing twelve months basis.

## Guidance

The Company's preliminary fiscal year 2024 expectation is:

- Organic revenue growth of flat to 1%
- Adjusted EBIT margin above FY23 levels but do not expect the margin to exceed 9.0%
- Free cash flow above FY23 levels, but do not expect to exceed \$900 million
- Restructuring and TSI expense of ~\$100 million

DXC does not provide a reconciliation of Non-GAAP measures that it discusses as part of its guidance because certain significant information required for such reconciliation is not available without unreasonable efforts or at all, including, most notably, the impact of significant non-recurring items. Without this information, DXC does not believe that a reconciliation would be meaningful.

## Earnings Conference Call and Webcast

DXC Technology senior management will host a conference call and webcast to discuss these results on February 1, 2023, at 5:00 p.m. EDT. The dial-in number for domestic callers is +1 (888) 330-2455. Callers who reside outside of the United States should dial +1 (240) 789-2717. The passcode for all participants is 4164760. The webcast audio and any presentation slides will be available on DXC Technology's Investor Relations website.

A replay of the conference call will be available from approximately two hours after the conclusion of the call until February 8, 2023. The phone number for the replay is +1 (800) 770-2030 or +1 (647) 362-9199. The replay passcode is 4164760.

# CIMdata PLM Industry Summary

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## ***HONEYWELL DELIVERS STRONG FOURTH QUARTER RESULTS, FULL YEAR SEGMENT MARGIN AND EARNINGS ABOVE HIGH END OF INITIAL GUIDANCE DESPITE SIGNIFICANT HEADWINDS; ISSUES 2023 GUIDANCE***

3 February 2023

Honeywell announced results for the fourth quarter and full year 2022 that met or exceeded the company's original guidance despite a challenging operating environment. The company also provided its outlook for 2023.

The company reported fourth-quarter year-over-year sales growth of 6% and organic<sup>1</sup> sales growth of 10%, or 11% excluding the impact of the wind down in operations in Russia<sup>4</sup>, with another quarter of double-digit organic sales growth in Honeywell Building Technologies, Performance Materials and Technologies, and Aerospace. Demand remained strong, with closing backlog<sup>5</sup> of \$29.6 billion, up 7% year over year. Fourth-quarter operating margin expanded 220 basis points to 19.7%, or 240 basis points excluding the year-over-year impact of Quantinuum. Segment margin<sup>1</sup> expanded 150 basis points to 22.9%, or 180 basis points excluding the year-over-year impact of Quantinuum<sup>1</sup>, led by another strong quarter of margin expansion in Safety and Productivity Solutions and Honeywell Building Technologies. Honeywell delivered fourth-quarter earnings per share of \$1.51, down 26% year over year, and adjusted earnings per share<sup>1</sup> of \$2.52, up 21% year over year. Operating cash flow was \$2.4 billion with operating cash flow margin of 25.8%, and free cash flow<sup>1</sup> was \$2.1 billion with free cash flow margin<sup>1</sup> of 23.1%, driven by strong net income and reduced working capital quarter over quarter.

For the full year, sales increased by 3%, or 6% on an organic<sup>1</sup> basis, and operating margin expanded 10 basis points, with segment margin<sup>1</sup> expanding 70 basis points. Honeywell reported full-year earnings per share of \$7.27 and adjusted earnings per share<sup>1</sup> of \$8.76, above the high end of the company's initial guidance of \$8.40 - \$8.70.

"Honeywell delivered a strong finish to another challenging year, meeting our original guidance for the year despite significant headwinds from FX and the wind down of our operations in Russia," said Darius Adamczyk, chairman and chief executive officer of Honeywell. "We also met our latest guidance for all metrics in the fourth quarter. Organic<sup>1</sup> sales growth of 10% in the quarter was underpinned by double-digit growth in our commercial aviation, building products, advanced materials, and UOP businesses. Our disciplined cost management enabled us to expand segment margin<sup>1</sup> by 150 basis points, led by 940 basis points of margin expansion in Safety and Productivity Solutions to 20.2%, the highest ever segment margin for that business. Our strong balance sheet allowed us to execute on our capital deployment strategy once again, deploying \$2.3 billion in the quarter, including \$1.4 billion in share repurchases to fulfill our 2022 share repurchase commitment from our March Investor Day."

Adamczyk continued, "As we have consistently shown over the past three years, Honeywell's operating principles enable us to outperform in any macroeconomic environment. As we look toward 2023, we are well-positioned to remain resilient and deliver differentiated results. Our backlog remains at a record level, ending 2022 at \$29.6 billion, and will help support growth throughout the year. Late-cycle aerospace and energy end markets are positioned for a strong growth year in 2023, we are demonstrating commercial progress in digital offerings through our Forge platform, and we remain focused on growing our sustainability initiatives such as renewable fuels, carbon capture, and sustainable buildings. I am confident that 2023 will be another strong performance for our shareowners, our customers, and our employees."

Honeywell also announced its outlook for 2023. The company expects sales of \$36.0 billion to \$37.0 billion, representing year-over-year organic growth of 2% to 5%; segment margin expansion<sup>2</sup> of 50 to 90

# CIMdata PLM Industry Summary

basis points; adjusted earnings per share<sup>2</sup> of \$8.80 to \$9.20, flat to up 5% despite an approximately \$0.55 non-cash pension headwind; operating cash flow of \$4.9 billion to \$5.3 billion, and free cash flow<sup>1</sup> of \$3.9 billion to \$4.3 billion, or \$5.1 billion to \$5.5 billion excluding the net impact of settlements signed in the fourth quarter of 2022. A summary of the company's 2023 guidance can be found in Table 1.

## **Fourth-Quarter Performance**

**Honeywell** sales for the fourth quarter were up 6% year over year on a reported basis and 10% year over year on an organic basis<sup>1</sup>. The fourth-quarter financial results can be found in Tables 2 and 3.

**Aerospace** sales for the fourth quarter were up 11% year over year on an organic basis<sup>1</sup> led by commercial aviation. Sales growth was the strongest in commercial original equipment, increasing 25% organically year over year on increased shipset deliveries, especially to business and general aviation customers. Commercial aftermarket sales also grew over 20% organically year over year as flight hours continue on their recovery path to pre-COVID levels. Air transport aftermarket was particularly strong, growing 25% organically in the quarter. Increased commercial aviation sales were partially offset by lower defense volumes year over year, although defense and space sales increased 15% sequentially in the fourth quarter. Segment margin contracted 120 basis points to 27.8% driven by increased sales of lower margin original equipment products, partially offset by commercial excellence.

**Honeywell Building Technologies** sales for the fourth quarter were up 15% on an organic basis<sup>1</sup> year over year with strength in both building products and building solutions. Building products sales increased 21% organically, primarily driven by increased sales of fire products and building management systems. Project sales grew double digits organically for the third consecutive quarter, leading the growth in building solutions. Segment margin expanded 370 basis points to 24.8% due to commercial excellence, partially offset by cost inflation.

**Performance Materials and Technologies** sales for the fourth quarter were up 15% on an organic basis<sup>1</sup> year over year despite an approximately 4% headwind from Russia. Sales growth was led by more than 30% organic growth in fluorine products within advanced materials and refining catalyst shipments in UOP, as well as double-digit organic growth in thermal solutions and lifecycle solutions and services within process solutions. Segment margin contracted 100 basis points to 22.0%, primarily driven by cost inflation and higher sales of lower margin products, partially offset by commercial excellence.

**Safety and Productivity Solutions** sales for the fourth quarter decreased 5% on an organic basis<sup>1</sup> year over year. Growth in sensing and safety technologies was offset by lower volumes in productivity solutions and services and warehouse and workflow solutions. Segment margin grew at the fastest rate ever for SPS, expanding 940 basis points to 20.2% as a result of commercial excellence, improved sales mix, and productivity actions, partially offset by volume leverage and cost inflation.

## **Conference Call Details**

Honeywell will discuss its fourth-quarter results and full-year 2023 guidance during an investor conference call starting at 8:30 a.m. Eastern Standard Time today. A live webcast of the investor call as well as related presentation materials will be available through the Investor Relations section of the company's website ([www.honeywell.com/investor](http://www.honeywell.com/investor)). A replay of the webcast will be available for 30 days following the presentation.

## **TABLE 1: FULL-YEAR 2023 GUIDANCE<sup>2</sup>**

Sales	\$36.0B - \$37.0B
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## CIMdata PLM Industry Summary

<i>Organic Growth</i>	2% - 5%
Segment Margin	22.2% - 22.6%
<i>Expansion</i>	Up 50 - 90 bps
Adjusted Earnings Per Share <sup>3</sup>	\$8.80 - \$9.20
<i>Adjusted Earnings Growth<sup>3</sup></i>	0% - 5%
Adjusted Earnings Per Share Excluding Pension Headwind	\$9.35 - \$9.75
<i>Adjusted Earnings Growth Excluding Pension Headwind</i>	7% - 11%
Operating Cash Flow	\$4.9B - \$5.3B
Free Cash Flow	\$3.9B - \$4.3B
Free Cash Flow Excluding Impact of Settlements	\$5.1B - \$5.5B

**TABLE 2: SUMMARY OF HONEYWELL FINANCIAL RESULTS**

	FY 2022	FY 2021	Change
Sales	35,466	34,392	3 %
<i>Organic Growth<sup>1</sup></i>			6 %
Operating Income Margin	18.1 %	18.0 %	10 bps
Segment Margin <sup>1</sup>	21.7 %	21.0 %	70 bps
Reported Earnings Per Share	\$7.27	\$7.91	(8) %
Adjusted Earnings Per Share <sup>1</sup>	\$8.76	\$8.06	9 %
Cash Flow from Operations	5,274	6,038	(13) %
<i>Operating Cash Flow Margin</i>	14.9 %	17.6 %	(270) bps
Free Cash Flow <sup>1</sup>	4,917	5,729	(14) %
<i>Free Cash Flow Margin<sup>1</sup></i>	13.9 %	16.7 %	(280) bps
	<b>4Q 2022</b>	<b>4Q 2021</b>	<b>Change</b>
Sales	9,186	8,657	6 %
<i>Organic Growth<sup>1</sup></i>			10 %
Operating Income Margin	19.7 %	17.5 %	220 bps
Segment Margin <sup>1</sup>	22.9 %	21.4 %	150 bps
Reported Earnings Per Share	\$1.51	\$2.05	(26) %

## CIMdata PLM Industry Summary

Adjusted Earnings Per Share <sup>1</sup>		\$2.52		\$2.09		21 %
Cash Flow from Operations		2,366		2,663		(11) %
<i>Operating Cash Flow Margin</i>		25.8 %		30.8 %		(500) bps
Free Cash Flow <sup>1</sup>		2,125		2,593		(18) %
<i>Free Cash Flow Margin</i>		23.1 %		30.0 %		(690) bps

**TABLE 3: SUMMARY OF SEGMENT FINANCIAL RESULTS**

<b>AEROSPACE</b>		<b>FY 2022</b>		<b>FY 2021</b>		<b>Change</b>
Sales		11,827		11,026		7 %
<i>Organic Growth<sup>1</sup></i>						8 %
Segment Profit		3,228		3,051		6 %
Segment Margin		27.3 %		27.7 %		-40 bps
		<b>4Q 2022</b>		<b>4Q 2021</b>		
Sales		3,204		2,896		11 %
<i>Organic Growth<sup>1</sup></i>						11 %
Segment Profit		890		839		6 %
Segment Margin		27.8 %		29.0 %		-120 bps
<b>HONEYWELL BUILDING TECHNOLOGIES</b>		<b>FY 2022</b>		<b>FY 2021</b>		<b>Change</b>
Sales		6,000		5,539		8 %
<i>Organic Growth<sup>1</sup></i>						14 %
Segment Profit		1,439		1,238		16 %
Segment Margin		24.0 %		22.4 %		160 bps
		<b>4Q 2022</b>		<b>4Q 2021</b>		
Sales		1,514		1,404		8 %
<i>Organic Growth<sup>1</sup></i>						15 %
Segment Profit		375		296		27 %
Segment Margin		24.8 %		21.1 %		370 bps
<b>PERFORMANCE MATERIALS AND TECHNOLOGIES</b>		<b>FY 2022</b>		<b>FY 2021</b>		<b>Change</b>
Sales		10,727		10,013		7 %

## CIMdata PLM Industry Summary

<i>Organic Growth</i> <sup>1</sup>					11 %
Segment Profit		2,354		2,120	11 %
Segment Margin		21.9 %		21.2 %	70 bps
		<b>4Q 2022</b>		<b>4Q 2021</b>	
Sales		2,860		2,605	10 %
<i>Organic Growth</i> <sup>1</sup>					15 %
Segment Profit		628		598	5 %
Segment Margin		22.0 %		23.0 %	-100 bps
<b>SAFETY AND PRODUCTIVITY SOLUTIONS</b>		<b>FY 2022</b>		<b>FY 2021</b>	<b>Change</b>
Sales		6,907		7,814	(12) %
<i>Organic Growth</i> <sup>1</sup>					(9) %
Segment Profit		1,080		1,029	5 %
Segment Margin		15.6 %		13.2 %	240 bps
		<b>4Q 2022</b>		<b>4Q 2021</b>	
Sales		1,607		1,752	(8) %
<i>Organic Growth</i> <sup>1</sup>					(5) %
Segment Profit		325		189	72 %
Segment Margin		20.2 %		10.8 %	940 bps

<sup>1</sup>See additional information at the end of this release regarding non-GAAP financial measures.

<sup>2</sup>Segment margin and adjusted EPS are non-GAAP financial measures. Management cannot reliably predict or estimate, without unreasonable effort, the impact and timing on future operating results arising from items excluded from segment margin or adjusted EPS. We therefore, do not present a guidance range, or a reconciliation to, the nearest GAAP financial measures of operating margin or EPS.

<sup>3</sup>Adjusted EPS and adjusted EPS V% guidance excludes items identified in the non-GAAP reconciliation of adjusted EPS at the end of this release, and any potential future one-time items that we cannot reliably predict or estimate such as pension mark-to-market.

<sup>4</sup>Lost Russian sales is defined as the year-over-year decline in sales due to the decision to wind down our businesses and operations in Russia. This does not reflect management's estimate of 2022 Russian sales absent the decision to wind down our businesses and operations in Russia.

<sup>5</sup>Effective March 31, 2022, performance obligations exclude contracts with customers related to Russia as collectability is not reasonably assured. Backlog V% includes prior year revisions to reflect a prior period correction, which had no impact on our results of operations.

# CIMdata PLM Industry Summary

## ***Procore Announces Timing of Fourth Quarter and Full Year 2022 Earnings Call***

26 January 2023

**Procore Technologies, Inc.**, a leading global provider of construction management software, announced that it will report its fourth quarter and full year 2022 financial results after the U.S. financial markets close on Thursday, February 16, 2023.

In conjunction with this announcement, Procore will host a conference call on Thursday, February 16, 2023 at 2:00 p.m. Pacific Time to discuss Procore's financial results and financial guidance. To access this call, dial (844) 200-6205 (domestic) or (929) 526-1599 (international). The conference ID number is 083195. A live webcast of this conference call will be available on the Investor Relations page of Procore's website, <http://investors.procore.com>, and a replay will be archived on the website as well.

## ***PTC ANNOUNCES FIRST FISCAL QUARTER 2023 RESULTS***

1 February 2023

PTC reported financial results for its first fiscal quarter ended December 31, 2022.

"In our first fiscal quarter, we again delivered strong ARR and cash flow results that exceeded our guidance ranges. We reported ARR growth of 11%, organic ARR growth of 10%, and organic constant currency ARR growth of 14%. The Codebeamer™ business, which we acquired in Q3'22, added an additional point of ARR growth, taking constant currency ARR growth to 15%. In Q1, our cash from operations was \$181 million, up 31% year over year, and our free cash flow was \$172 million, up 28% year over year," said James Heppelmann, President and CEO, PTC.

"Our product portfolio, now increasingly differentiated with the acquisition of ServiceMax, and our industry-leading SaaS capabilities align well to the manufacturing industry's push for digital transformation. Despite uncertain macroeconomic conditions, the resiliency of our business due to our subscription model and our strong market position, coupled with solid execution and prudent financial management, position PTC for continued solid financial performance in fiscal 2023," concluded Heppelmann.

### **First Quarter 2023 Highlights**

Key operating and financial highlights are set forth below. For additional details, please refer to the Q1'23 earnings presentation and financial data tables that have been posted to the Investor Relations section of our website at [investor.ptc.com](http://investor.ptc.com). The definitions of our operating and non-GAAP financial measures and reconciliations of non-GAAP financial measures to comparable GAAP measures are included below and in the reconciliation tables at the end of this press release.

<b>\$ In millions</b>	<b>Q1'23</b>	<b>Q1'22</b>	<b>YoY Change</b>	<b>Q1'23 Guidance</b>
ARR as reported	\$1,663	\$1,496	11 %	
ARR at constant currency	\$1,603	\$1,389	15 %	\$1,580 - \$1,600
Organic ARR as reported	\$1,645	\$1,496	10 %	
Organic ARR at constant currency	\$1,586	\$1,389	14 %	

## CIMdata PLM Industry Summary

Cash from operations	\$181	\$138	31 %	~\$170
Free cash flow	\$172	\$134	28 %	~\$165
Revenue <sup>1</sup>	\$466	\$458	2 %	
Operating margin <sup>1</sup>	23 %	14 %	900 bps	
Non-GAAP operating margin <sup>1</sup>	36 %	35 %	100 bps	
Earnings per share <sup>1</sup>	\$0.63	\$0.39 <sup>2</sup>	63 %	
Non-GAAP earnings per share <sup>1</sup>	\$0.99	\$0.95	4 %	
Total cash and cash equivalents	\$388	\$296	31 %	
Gross debt	\$1,359	\$1,450	-6 %	

<sup>1</sup> In Q1'23, revenue was up 9% year over year, on a constant currency basis. Revenue and, as a result, operating margin, operating profit, and earnings per share are impacted by revenue recognition under ASC 606.

<sup>2</sup> In Q1'22, earnings per share included a \$0.29 impact related to restructuring, partially offset by a \$0.08 benefit related to a gain on an investment.

### Reconciliation of Q1'23 Cash from Operations to Free Cash Flow

In millions	Q1'23	Q1'23 Guidance
Cash from Operations	\$181	~\$170
Capital expenditures	(\$9)	(~\$5)
Free Cash Flow	\$172	~\$165

### Fiscal 2023 and Q2'23 Guidance

"Q1 was a solid start to the year, driven by the resilience of our business model, our consistent execution, operational discipline and the actions we have taken to align our investments with our growth opportunities. While we saw incremental signs of a softening economy in Q1, we believe we have set our financial guidance appropriately, balancing our momentum and forecast with macroeconomic uncertainties. Based on our performance in Q1'23 and forecast for FY'23, we are raising our cash flow guidance and narrowing the ARR guidance range we presented at our investor day in November 2022, which includes the ServiceMax acquisition," said Kristian Talvitie, EVP and CFO, PTC.

In millions except percentages (all figures include ServiceMax)	FY'23 Previous Guidance <sup>1</sup>	FY'23 YoY Growth Guidance	FY'23 Guidance	Q2'23 Guidance
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## CIMdata PLM Industry Summary

ARR at Constant Currency	\$1,905 - \$1,965	22% - 25%	\$1,910 - \$1,960	\$1,790 - \$1,810
Cash from Operations	~\$585	~37%	~\$595	~\$205
Free Cash Flow	~\$565	~38%	~\$575	~\$200
Revenue	\$2,050 - \$2,130	7% - 11%	\$2,070 - \$2,150	

<sup>1</sup> Previous guidance, including ServiceMax, from November 17, 2022 Investor Day presentation, slide 50

### Reconciliation of Cash from Operations Guidance to Free Cash Flow Guidance

In millions (all figures include ServiceMax)	FY'23 Previous Guidance	FY'23 Guidance	Q2'23 Guidance
Cash from Operations	~\$585	~\$595	~\$205
Capital expenditures	(~\$20)	(~\$20)	(~\$5)
Free Cash Flow	~\$565	~\$575	~\$200

### Our FY'23 and Q2'23 financial guidance includes the assumptions below:

- We provide ARR guidance on a constant currency basis, using our FY'23 Plan foreign exchange rates (rates as of September 30, 2022) for all periods. Foreign exchange fluctuations during Q1'23 had a favorable impact on our Q1'23 reported ARR, compared to our Q1'23 constant currency ARR. Using foreign exchange rates as of the end of Q1'23 and assuming the midpoint of our constant currency guidance ranges:
  - Q2'23 reported ARR would be higher by approximately \$62 million, compared to Q2'23 constant currency ARR
  - FY'23 reported ARR would be higher by approximately \$67 million, compared to FY'23 constant currency ARR
- We expect FY'23 organic churn to be ~5.5%, in line with FY'22.
- For cash flow, due to invoicing seasonality, and consistent with the past 2 years, we expect the majority of our collections to occur in the first half of our fiscal year and for Q4'23 to be our lowest cash flow generation quarter.
- Our GAAP P&L expectations, including our GAAP tax rate, do not include the impact of ServiceMax purchase accounting as the valuation of the acquired assets and liabilities has not been completed. The purchase accounting will include valuing acquired assets and liabilities and is expected to have a material impact on our financial statements.
- Compared to FY'22, at the mid-point of FY'23 ARR guidance, FY'23 GAAP operating expenses, excluding the impact of ServiceMax purchase accounting, are expected to increase approximately 6% to 7%, and FY'23 non-GAAP operating expenses are expected to increase approximately 10% to 11%, primarily due to the acquisition of ServiceMax and foreign exchange rate fluctuations.
- FY'23 GAAP P&L results, excluding the impact of ServiceMax purchase accounting, are expected to include the items below, totaling \$253 million to \$268 million, as well as their related tax effects:

## CIMdata PLM Industry Summary

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- \$180 million to \$195 million of stock-based compensation expense, with the increase from our previous assumption of \$165 million to \$180 million primarily due to the acquisition of ServiceMax
- \$57 million of intangible asset amortization expense
- \$16 million of acquisition and transaction-related expense
- Our FY'23 GAAP tax rate, excluding the impact of ServiceMax purchase accounting, is expected to be approximately 22%. Our FY'23 non-GAAP tax rate is expected to be approximately 22%.
- FY'23 capital expenditures are expected to be approximately \$20 million.
- Our long-term goal, assuming our Debt/EBITDA ratio is below 3x, is to return approximately 50% of our free cash flow to shareholders via share repurchases, while also taking into consideration the interest rate environment and strategic opportunities. Given the current interest rate environment, we expect to prioritize paying down our debt in FY'23 and FY'24.

### **PTC's Fiscal First Quarter Results Conference Call**

The Company will host a conference call to discuss results at 5:00 pm ET on Wednesday, February 1, 2023. To participate in the live conference call, dial (888) 330-2508 or (240) 789-2735 and provide the passcode 7328695, or log in to the webcast, available on [PTC's Investor Relations website](#). A replay will also be available.

### ***Synopsys Announces Earnings Release Date for First Quarter Fiscal Year 2023***

1 February 2023

Synopsys, Inc. announced it will report results for the first quarter fiscal year 2023 on Wednesday, February 15, 2023, after the market close. The company will host a conference call at 2:00 p.m. Pacific Time / 5:00 p.m. Eastern Time to review its financial results and business outlook.

Financial and other statistical information to be discussed on this conference call will be available on the corporate website at [www.synopsys.com](http://www.synopsys.com) immediately before the call. A live webcast will also be available on this site. Participants should access the live webcast at least 10 minutes prior to the start of the call. A webcast replay can be accessed on the corporate website beginning Wednesday, February 15, 2023, at approximately 5:00 p.m. PT. The replay will be available until Synopsys announces its second quarter fiscal year 2023 results in May 2023. In addition, a dial-up replay of the conference call will be available beginning February 15, 2023, at 5:00 p.m. PT, ending on February 22, 2023, at midnight. The replay telephone number is USA +1-800-770-2030, and International +1-647-362-9199, conference ID 6444570.

### ***TRIMBLE FOURTH QUARTER AND FULL YEAR 2022 EARNINGS CALL AND WEBCAST***

25 January 2023

Trimble will hold a conference call on Wednesday, February 8, 2023 at 8 a.m. ET to review its fourth quarter and full year 2022 results. The call will be broadcast live on the web at <http://investor.trimble.com>. Investors without internet access may dial into the call at (888) 660-6347 (U.S.) or (929) 201-6594 (international). The conference ID is 1043223.

## Implementation Investments

### ***A.P.C. chooses Centric PLM to Structure Collection Planning and Reaffirms its Commitment to Environmental Responsibility***

31 January 2023

A.P.C., French clothing and accessories brand for men and women, has chosen Centric Software's Product Lifecycle Management (PLM) solution to power its digital transformation. Centric Software® provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Founded in 1987 by Jean Tuitou, A.P.C. offers authentic, accessible and sustainable ready-to-wear collections. Originally a specialist in raw denim, the company now distributes a wide range of clothing and accessories inspired by everyday life, with a sober and relaxed elegance. With an international presence, A.P.C. runs a diversified distribution network: independent boutiques, wholesalers, websites and distribution licenses, particularly in Japan and South Korea. Each season, the brand launches nearly 1,500 references, in addition to four to six annual collaborations in partnership with major fashion brands and personalities.

A.P.C. continues to grow and develop internationally, and the company's organization requires constant coordination between the design studio and its various departments.

"Each prototype developed upstream corresponds to a product presented on the racks," explains Fabrice Henneron, A.P.C.'s studio director. "We must therefore be extremely efficient, regardless of the complexity and number of products."

Social and environmental responsibility is another pillar of the brand, based on an approach that has been implemented organically for many years: rigorous choice of materials, certified factories, ethical working conditions, absence of fur, down or feathers, reuse of surplus fabrics, a collection program for used jeans, and more. A.P.C. does not destroy anything and has always been committed to integrating eco-responsible materials into its products.

To structure its collections, A.P.C. leveraged an internally developed PLM tool along with Excel spreadsheets, which were used on a daily basis by many employees. This process was becoming more cumbersome as the brand expanded, and A.P.C. needed to quickly identify a solution capable of streamlining exchanges between its teams.

"We wanted to turn our product managers and collection managers into real specialists in their field, and no longer be back-office teams spending 60% to 70% of their time entering data into Excel spreadsheets," says Fabrice Henneron. "In terms of traceability and fabric composition, our suppliers do not all communicate at the same level of detail, hence the need to invest in a solution to collect, make reliable, and standardize this information."

A.P.C. first chose Centric Software for its sophisticated multi-channel, multi-category and international collection planning capabilities, as well as for its business knowledge and long experience in the fashion industry. The richness and configuration power of Centric PLM® was a third key factor. With Centric PLM, A.P.C. intends to record and track all data related to environmental scores and percentages delivered by its suppliers, to check the authenticity of certificates, their validity dates, and so on. Eventually, the solution should enable A.P.C. to cover up to 80% of its needs.

Fabrice Henneron outlines the benefits expected by A.P.C., "With Centric, we will have space dedicated

to environmental data; algorithms will calculate the scores and percentages of recycled materials and integrate this information into various product nomenclatures. Finally, Centric's data will feed our website, our applications and our ERP. Product, merchandising and manufacturing teams – a total of about 50 employees – will use the solution.”

“We are delighted that A.P.C., a clean, elegant, international brand that is in tune with the social and environmental concerns of our time, has chosen to work with Centric Software,” said Chris Groves, president and CEO of Centric Software. “With Centric PLM, A.P.C. is well positioned to continue its successful trajectory, tracking its social and environmental performance indicators in a meaningful and comprehensive way. We look forward to building on this promising partnership.”

## ***Airbus Commercial Selects Altair SimSolid in ZEROe Sustainable Aircraft Initiative***

31 January 2023

Altair, a global leader in computational science and artificial intelligence (AI), announced that Airbus Commercial has selected Altair SimSolid® – the game-changing simulation technology that performs structural analyses on fully featured CAD assemblies within minutes – in its ZEROe global initiative, which aims to create the world's first zero-emission commercial aircraft.

“Altair SimSolid is the premier simulation technology for engineers, designers, analysts, and manufacturers. It eliminates geometry preparation and meshing, which are the two most time-consuming, expertise-extensive, and error-prone tasks in conventional structural simulations,” said Sam Mahalingam, chief technology officer, Altair. “Airbus choosing Altair SimSolid further solidifies Altair as a leader in worldwide sustainability initiatives and continues the two companies' long and fruitful history of successful collaboration.”

Altair SimSolid will save Airbus' design and engineering teams time, money, and hassle. Altair SimSolid was selected because it has shown that it will reduce elementary part analysis delivery times from days to minutes, and cuts complex assembly delivery times from several months to less than one week in some cases. Additionally, Altair SimSolid's intuitive, easy-to-implement operations and interface lets users work without needing to clean geometry or prepare models beforehand. Altair SimSolid also allows Airbus's design and engineering teams to explore more design iterations in shorter timeframes, which will expedite project timelines and deliver sustainable innovations quicker.

“By using Altair SimSolid, our teams can explore more design possibilities in a simple, easy-to-implement environment,” said Christophe Brand, head of airframe methods and tools, Airbus Commercial. “By not requiring our teams to clean geometries beforehand, Altair SimSolid helps us significantly reduce delivery times and build better products. With it, we look forward to building the future of zero-emission aircraft technology.”

The ZEROe project aims to create the world's first hydrogen propulsion-powered commercial airline fleet and enables Airbus to explore a variety of configurations and hydrogen technologies that will shape the development of future zero-emission aircraft. Airbus is working towards a mature technology readiness level for a hydrogen-combustion propulsion system by 2025.

## ***Ardent Health Services Teams with Accenture and UKG to Transform Workforce Management***

31 January 2023

Accenture and UKG, a leading provider of HR, payroll, and workforce management solutions for all people, are collaborating to help Ardent Health Services improve workforce visibility and agility across

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its network of 30 hospitals and 200 sites of care. From timekeeping to scheduling, Ardent is transforming workforce operations to empower frontline talent with more flexible scheduling solutions that support work-life experiences, while remaining focused on providing quality healthcare services.

Accenture worked with Ardent to leverage UKG Dimensions, an AI-powered workforce management solution, to more effectively manage scheduling, payroll and attendance across its healthcare facilities. Accenture's extensive talent management and healthcare operations experience, combined with UKG's intelligent workforce management suite, designed to meet industry-specific needs, has empowered Ardent to reimagine its approach to workforce management with a strategic vision to support more than 24,000 team members across the country.

"This integration is a key example of how we're delivering on our purpose to care for our patients, their families and one another," said Carolyn Schneider, chief human resources officer at Ardent. "Our work with Accenture and UKG helps continue to improve how we deliver quality care in a workplace that drives a better experience for our team members and the communities we serve."

The Accenture and UKG collaboration with Ardent is underpinned by an expanded business partnership between the two companies that is focused on helping clients transform how the workforce is managed to create better team member experiences, optimize operations and unlock new business value. Accenture and UKG have collaborated on more than 150 client engagements across industries.

"Healthcare organizations face an enormous challenge and they need to drive access and improve experience by addressing the unprecedented labor shortage coming from burnout and attrition. Technology is the key to equitably and sustainably delivering care, while improving experience for patients and providers," said Julia Kenney, a managing director at Accenture. "Through our expanded partnership with UKG, we're helping organizations across industries move toward a sustainable future that is more responsive to workers' needs. This represents one example of how we're helping clients reinvent care delivery with new offerings that combine human ingenuity and technology to reshape access, experience and outcomes."

Accenture helped Ardent gather and apply lessons learned from each phase of the transformation, and incorporated input and feedback from key stakeholders, local leaders and frontline staff throughout the integration. This not only built accountability for the direction of the initiative, but enabled a unified, system-wide transition. The transformation at Ardent was conducted in phases by market, with careful consideration given to infrastructure, data quality, training, and the impact of change brought about by the Dimensions implementation.

"Great business outcomes start with exceptional employee experiences, which is why it is vital to keep people at the heart of organizational transformation projects. This is true across all industries, and especially important for health systems working to overcome challenges across the care continuum," said Patrick Lannon, vice president, Global Alliances at UKG. "Our strategic business partnership with Accenture will help countless organizations worldwide reimagine work, ensuring they're ready to meet the challenges of both today and tomorrow, while providing all people with the opportunity to have a truly great workplace."

## ***Atos selected by Madrid City Council as part of its Territorial Emergency Plan to respond more effectively to potential risks***

1 February 2023

Atos announces that it has signed a contract with Madrid City Council, for which it plays a key role in updating and expanding the new Territorial Municipal Emergency Plan (PEMAM '*Plan Territorial de*

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*Emergencia Municipal del Ayuntamiento de Madrid*) of the city, presented on January 30 by the Mayor of Madrid, José Luis Martínez-Almeida.

Chosen for its strong consulting and technical expertise, Atos provided consultancy support to update the PEMAM of Madrid City Council and designed and developed the new **Information and Communications Platform** as part of the PEMAM, which aims to coordinate existing emergency services and related means and resources of the City Council and other entities. By doing so, the City Council, with the help of Atos, will ensure effective anticipating, forecasting, monitoring and response of emergency activity across the city of Madrid.

## **Real-time management and reduced response time**

The platform features a catalogue of resources available, an updated database of all relevant contact people, as well as a new messaging system that informs users of the emergency in real-time, allowing the sharing of images, videos, documents and texts, so that resources from multiple services can be coordinated more efficiently and dispatched faster.

In addition, the new PEMAM platform incorporates a viewer that aggregates each of the risks into layers of information and displays them graphically in a map view, which can be consulted by users.

The objective of the new PEMAM is to have an efficient multidisciplinary organization combining human and material resources, capable of responding to emergencies related to a serious risk, catastrophe or public calamity, such as those caused by fires, accidents, terrorism, floods, adverse meteorological phenomena or other serious events that may affect the safety of people, property and the environment.

## **General Directorate of Emergencies and Civil Protection (DGEPC)**

For years, Madrid City Council has been using Atos emergency solutions, which allow the DGEPC (*Dirección general de emergencias y protección civil*) the organization responsible for coordinating emergency services in the city of Madrid, to integrate and coordinate its response to emergency calls. It is a comprehensive solution, constantly updated, that optimizes the use of resources, reduces response times and, most importantly, saves lives.

## ***BMW Group Chooses RISE with SAP to Drive Business Transformation***

30 January 2023

SAP SE announced that BMW Group will expand its strategic partnership with SAP to accelerate its digital transformation.

On January 25, 2023, this was sealed by both companies. Using the RISE with SAP solution, BMW Group will move its entire SAP software landscape. The company will merge its cloud strategy with its existing SAP S/4HANA systems, allowing for joint innovation for critical business areas, including finance, parts supply, warehousing, supply chain and production. This will help BMW Group to digitalize faster, more comprehensively and more efficiently in the future.

## **Expanding a Long-Standing Strategic Partnership**

BMW Group and SAP look back on a long-standing strategic partnership. As part of RISE with SAP, BMW Group will have access to a cloud platform for end-to-end business processes.

Alexander Buresch, CIO and Senior Vice President, BMW Group IT, said: “This strategic decision will help us to drive our digitalization leadership even faster forward. We are increasing the flexibility of our infrastructure and creating maximum global scalability. And most importantly, it allows us to bring business innovations to our customers and users much faster than before. That’s why I’m very much

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looking forward to the next steps on this joint journey with SAP.”

Thomas Saueressig, member of the Executive Board of SAP SE responsible for SAP Product Engineering, added: “Our two companies are closely connected through 30 years of trusting cooperation. By expanding our partnership, we are taking a decisive step toward a digital future. This shows how SAP S/4HANA Cloud and our broad portfolio of solutions create the foundation for companies to drive innovation and ensure our customers’ long-term success in a competitive world.”

## **Shaping the Future of the Automotive Industry Together**

RISE with SAP bundles the applications, platforms, tools and services needed to drive business transformation in one contract. It will enable BMW Group to combine the latest SAP technology and cloud solutions to drive business innovation. BMW Group and SAP will move from a traditional licensing model towards an operating model covering infrastructure, cloud applications and operations. As part of this expanded partnership, BMW Group and SAP will shape the future of business process innovation in the automotive industry together.

## ***Brazil’s largest medical cooperative from Santa Catarina selects HPE GreenLake to drive innovation, transform patient outcomes and extend reach of healthcare services***

30 January 2023

Hewlett Packard Enterprise announced that Unimed Grande Florianópolis, a branch of the Brazil’s largest medical cooperative group, has chosen the HPE GreenLake edge-to-cloud platform to accelerate innovation and deliver new digital touchpoints and services to healthcare patients across the country.

Unimed Grande Florianópolis – known widely as Unimed Floripa - is a cooperative providing healthcare services within the Santa Catarina state in Brazil. It is the largest of its kind in the country, serving more than 220,000 people in 17 cities, across 20 hospitals, 270 clinics, 90 medical labs, and 1,700 medical doctors. The healthcare system in Brazil was severely impacted by the demands from the pandemic and struggled to cope with the surge in admissions and demand for services. The cooperative needed to rethink the way it was delivering healthcare and accelerated its digital transformation plans to create new digital touchpoints for patients and extend the reach of healthcare provision. To do this it needed to modernize its existing technology environment to support the implementation of new projects, digitize patient records and simplify the sharing of critical data among different healthcare teams.

Unimed Grande Florianópolis reimaged its IT around the HPE GreenLake platform to create a scalable, agile, high performance private cloud with a pay-per-use financial model. HPE GreenLake delivers a single technology environment across all facets of care, from appointment management to patient record access. Its pay-per-use structure ensures that Unimed Grande Florianópolis and its service users get maximum value from their investment and maximum reliability from a single management interface, and a scalable unified solution.

“The performance improvement is undeniable,” said Leandro Morales, IT Infrastructure Specialist at Unimed Grande Florianópolis. “With HPE GreenLake we’ve also seen a significant leap in project activity with a much faster response to new projects and ideas. Previously provisioning new resources could take days and now this can be done in five minutes. It’s a far more agile way of working.”

One example of a new way of working is Doctor-U, a network of telemedicine kiosks. The kiosks, open 24/7, enable patients to contact a doctor and register a range of health indicators, including BMI, blood pressure and heart rate. All interactions with Doctor-U are logged on a patient’s health record. Many of the tasks are conducted via an AI-powered virtual doctor. The plan is to roll out the kiosks state-wide, helping relieve the burden on medical staff, and as a triage for more serious complaints. Another

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example is a patient app providing access to medical records and appointments, so that medical teams have access to the information they need to work remotely.

In addition to the cost-optimization of pay-per-use, the new environment has also significantly reduced electrical power and space requirements to further reduce overheads at a time when cost is a significant factor in healthcare delivery.

“We are thrilled to have been able to design a system that meets the specific and exacting needs of a leading healthcare provider like Unimed Grande Florianópolis,” said Ricardo Emmerich, managing director, Hewlett Packard Enterprise, Brazil. “We embarked on the project knowing that we needed to offer maximum reliability in a challenging financial framework and thanks to HPE GreenLake, we are proud to be a part of improving patient outcomes across Unimed’s healthcare network.”

HPE worked in partnership with HPE authorized partner, Sercompe to build the system tailored to the unique needs of Brazil's healthcare system. The HPE GreenLake platform runs VMware and is delivered through a combination of HPE ProLiant DL360 Gen 10 servers, HPE Alletra dHCI and HPE FlexFabric 5710 Switches.

## ***Dassault Systèmes Developed a New Data Science Solution to Allow Renault Group to Optimize Vehicle Costs***

2 February 2023

Dassault Systèmes announced that Renault Group is leveraging the data science capabilities of Dassault Systèmes’ 3DEXPERIENCE platform to understand the increase of raw material prices and model the most relevant optimization scenarios to reduce the impact on vehicle production costs.

The deployment of a cost intelligence solution extends Renault Group’s use of the 3DEXPERIENCE platform on the cloud from design and engineering to the strategic business functions of costing and purchasing, enabling these new users to contribute to the car manufacturer’s technological and digital transformation. Access to data-driven, actionable insights that are projected on the virtual twin of a vehicle offers them innovative ways to balance vehicle design with business.

Competitive automotive manufacturers must balance sustainability with regulatory requirements as well as inflation. Highly volatile raw material prices due to armed conflicts, health crises, climate change, consumer demands and other global factors make it difficult to ensure a return on investment when aligning the price of a vehicle with the cost of its parts.

In this challenging economic context, the 3DEXPERIENCE platform provides Renault Group with a unique combination of artificial intelligence, machine learning, collaborative business processes and an enriched single 3D data model of the vehicle to better manage the business impacts of market volatility. Renault Group can aggregate equipment designs, configurations, historical data and forecasts, and test different design scenarios in a virtual twin to understand, anticipate, quantify and optimize vehicle price and cost, as well as improve equipment purchasing negotiations by sharing these insights with other stakeholders.

“In a previous announcement, we talked about the virtual twin of the car and the enterprise to support the ‘Renaulution’ plan,” said Laurence Montanari, Vice President, Transportation & Mobility Industry, Dassault Systèmes. “Our cost intelligence solution with NETVIBES artificial intelligence has allowed Renault to connect its data across the enterprise in less than six months. Now, we are extending the virtual twin from the vehicle to the supply chain. During this uncertain time, our solutions have given companies the ability to simulate and anticipate impacts due to supply chain shortages or raw material price increases. This project extends the platform’s usage to new business audiences at Renault Group to

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tackle the new challenges of our decade such as inflation, volatility and regulatory requirements.”

Renault Group is using the “Global Modular Architecture” industry solution experience based on the 3DEXPERIENCE platform, which integrates the cost intelligence solution. The cost intelligence solution is also available to companies in other industries that Dassault Systèmes serves.

## ***DXC Technology Supports ContiTech with Modernization of Business Applications***

2 February 2023

DXC Technology will support ContiTech, one of Continental Group’s three sectors, to digitally transform its global IT applications. Through the recently signed six-year deal, DXC will deliver transformational SAP S/4HANA services to build the digital backbone for ContiTech’s mission-critical business systems covering 172 locations in 40 countries across the globe.

ContiTech develops, manufactures and markets environmentally friendly, multi-material, smart industrial and service solutions that make mining, railway engineering, automotive and other important industries safer and more convenient.

ContiTech today runs its operations on more than a dozen different legacy SAP systems. Through the agreement, DXC will draw on its global SAP expertise and industry knowhow, to enable ContiTech to implement a single, integrated SAP S/4HANA platform for its global business. As a result, ContiTech will transform processes across manufacturing, supply chain, logistics, finance and procurement, while generating companywide data insight. ContiTech will benefit from new levels of process standardization and optimization, helping to manage increasing complexity while driving down costs.

“We turned to DXC to provide a strong, reliable IT platform for the next chapter of our business growth,” said Matthias Reinsberg, Executive Vice President and Chief Financial Officer at ContiTech. “With 40,000 employees in about 40 countries globally, it’s essential for us to have rapid access to real-time data to enable informed decision-making and enhance collaboration between colleagues.”

“With our expertise in simplifying and modernizing mission-critical business applications, we are helping customers respond quickly to market dynamics, simplify operations, and minimize risk,” said Karim Jeribi, Vice President Sales EMEA at DXC Technology.

“We are delighted to be supporting ContiTech in one of the largest IT transformation projects in its history which will help strengthen its position in the market,” added Jacqueline Fechner, General Manager, DXC Central, Northern & Eastern Europe.

## ***Ericsson and Ooredoo Qatar provide Artificial Intelligence solutions for customer experience leveraging Microsoft Cloud Datacenter***

1 February 2023

Ericsson and Ooredoo Qatar are providing Artificial Intelligence (AI) solutions on top of trusted Microsoft cloud in the country. The deployment of Ericsson Cognitive Software optimizes 5G user experiences for seamless connectivity.

Ericsson’s new optimization solution uses digital twin technology and advanced AI techniques like deep reinforcement learning to analyze the Radio Access Network (RAN) to proactively provide mobile network optimization recommendations and resolve specific network performance issues, enabling a superior subscriber experience, while reducing operating costs.

Thani Al Malki, Chief Business Officer at Ooredoo Qatar, says: “The substantial efforts deployed by Qatar’s telecommunications industry over the years have culminated in this major milestone where,

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together with Ericsson, we are working to provide the best next-generation 5G connectivity experience possible to millions of people. This will enable our customers to enjoy remarkably high network speeds, low latency, and large data capacity.”

Ericsson technologies and solutions will enable Ooredoo Qatar to offer and facilitate a multitude of use cases based on enhanced mobile broadband, with high network speeds, low latency, and large data capacity.

Kevin Murphy, Vice President and Head of Ericsson Levant Countries and Global Customer Unit Ooredoo Group at Ericsson Middle East and Africa, says: “Since we began operations in Qatar, we have been committed to enhancing the nation’s cellular infrastructure and fostering an environment that drives innovation and technological adoption to support Qatar’s national agenda. Through Artificial Intelligence-backed network modernization, infrastructure deployments, and network enhancements, we focused our efforts on supporting Ooredoo Qatar and in providing top-notch performance.”

Masroor Hamid, Telecom Sector Lead at Microsoft Qatar says: “By harnessing the power of Microsoft cloud, telecom operators can transition to a more flexible and scalable model, drive down infrastructure cost, use AI and machine learning to automate operations and create service differentiation. Through our hyperscale datacenter in Qatar, Ooredoo Qatar and Ericsson are enabling organizations across industries to rapidly innovate with new 5G services.”

Ericsson Performance Optimizers suite is part of the Cognitive Software pack in Ericsson Operations Engine. It can be implemented through licensing, software as a service (SaaS) or as part of services packs.

## ***Finnish construction giant Lujatalo selects IFS to drive agility and enhance insight into business processes***

31 January 2023

IFS, the global cloud enterprise software company, announced that Finnish building contractor, Lujatalo Oy, is implementing the IFS Cloud ERP software solution as it looks to modernize its infrastructure and drive a competitive edge against the backdrop of rising raw material and energy prices. The solution Lujatalo has purchased will be implemented initially for Lujabetoni, the concrete manufacturing business unit of Lujatalo, with plans to expand the IFS Cloud footprint within Lujatalo moving forward.

The decision to implement IFS’s software came at a time when Lujatalo’s existing solution did not live up to the company’s needs and expectations. The current challenging market conditions made finding a suitable replacement increasingly urgent.

Lujatalo chose IFS Cloud because it provides users with real-time updates on the status of their business processes, enabling them to gain instant transparency, make faster and more accurate decisions and stay ahead of the competition. Coupled with that, Lujatalo was attracted by the solution’s open interface architecture, based on APIs, enabling it to efficiently leverage the existing business solutions it runs.

Lujatalo will initially implement the financial, supply chain management, electronic invoicing, circulation and partly manufacturing modules of IFS Cloud, with some other functionality like CRM to follow soon after. IFS will work closely with Lujatalo to ensure the smooth roll-out of the solution to 150 users across Finland, mostly within the finance and procurement teams, and will help monitor the results.

Mikko Isotalo, CEO at Lujabetoni, said: "We are one of the top players in our industry, whose strength has been based on, among other things, continuous renewal and the development of efficiency and

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profitability. We understand that staying there requires us to remain on top of our processes, make faster and better decisions and drive operational efficiencies. When it came to replacing our current ERP software, we recognized that IFS Cloud is the best option to support the business agility we were looking for. We are also confident that IFS will support it with the best possible service and support with a long lifecycle of the IFS Cloud platform."

Bjarne Baarman, Country Manager, Finland, IFS, said: "Lujatalo fully understands the importance of ERP software and sees it as the operational heart of its business. We were thrilled that they turned to us when they first started looking for a solution. They also appreciate that we have a local presence in Finland, through which we have built a strong, trust-based relationship over the engagement period."

## ***Futaba North America Group (FNA) to Standardize Automotive Manufacturing Operations on the Plex Smart Manufacturing Platform***

31 January 2023

Plex by Rockwell Automation, a leader in cloud-delivered smart manufacturing solutions, announced that automotive supplier Futaba North America Group (FNA) has selected the Plex Smart Manufacturing Platform as a state-of-the-art, complete and integrated manufacturing and business solution to run their North American operations. The multiyear contract will see the full suite of Plex cloud-based solutions rolled out in locations across the US, with Plex Professional Services to support the multi-site implementation.

FNA sought the expertise of a single provider with automotive experience, where Plex has a deep history and domain expertise. The Plex solutions will help improve FNA's real time inventory management, complex planning and reporting, and data visibility and connectivity across its production, supply chain, and business operations. FNA's plan to standardize on Plex SaaS-based solutions to optimize their enterprise is targeted to improve scrap rates, labor productivity, and lower overhead costs. FNA also noted Plex's outstanding security rating and uptime as key to the partnership.

"The members of Futaba North America's selection team were very impressed by the strength of the Plex software solution and proven effectiveness at several of our peer companies in the automotive supply sector," commented Dave Martin, Vice President, FNA. "We are excited to embark on a successful journey with Plex as our business partner."

Rockwell Automation's upcoming 8th annual "The State of Smart Manufacturing" study details the challenges faced by manufacturers to retain and attract skilled workers and the increasingly recognized value of integrating machines from shop floor to top floor across the enterprise. More and more, the data shows that manufacturers recognize the critical nature technology plays in their ability to maintain and grow market share, particularly as advanced technologies like artificial intelligence gain widespread adoption. These modern systems help manufacturers digitally transform their environment and gain the visibility needed to stay ahead of the competition.

"The Plex comprehensive suite of scalable, smart manufacturing solutions will deliver a world-class production system for FNA that is integrated across the enterprise and broader supply chain to drive increased levels of efficiency and agility," said Nathan Pieri, chief product officer and vice president, applications, Rockwell Automation. "Futaba North America recognizes the importance of digital transformation to stay ahead of the game in today's evolving automotive supplier marketplace."

FNA will implement Plex's full suite of cloud-based solutions including Plex's Enterprise Resource Planning system (ERP), Manufacturing Execution System (MES), Quality Management System (QMS),

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Asset Performance Management system (APM), Production Monitoring, MES Automation & Orchestration (A&O), and DemandCaster Supply Chain Planning.

## ***LTIMindtree Partners with Criteo to Drive IT Operational Efficiency***

2 February 2023

LTIMindtree, a global technology consulting and digital solutions company, today announced a multi-year engagement that enables Criteo, the commerce media company, to enhance its business agility, IT service quality, and scalability.

As part of the engagement, LTIMindtree provides end-to-end IT services to support Criteo's global operations across all functions. This includes supporting Criteo's Microsoft Azure Cloud environment, developing a unified data platform, and providing end-user services for its service desk, field, device engineering and Enterprise Service Management.

"Enabling Criteo with modern IT systems and capabilities remains a key priority in this fast-moving business environment," said Beatrice Mabile, VP Internal IT, Criteo. "We look forward to our continued strategic partnership with LTIMindtree."

"We are excited to be a part of Criteo's business journey as its first-ever strategic IT outsourcing partner," said Sudhir Chaturvedi, President and Executive Board Member, LTIMindtree. "A successful first year of our engagement has further validated the power of our industry-leading domain and digital capabilities in helping Criteo drive greater value, innovation, and sustainable long-term growth."

## ***nVent Improves Customer Experience by Dramatically Enhancing Velocity with Infor M3 CloudSuite***

1 February 2023

Infor®, the industry cloud company, announced that nVent, a global leader in electrical connection and protection solutions, has completed the first phase of its Infor M3 CloudSuite deployment in Europe, led by Infor and its partner Columbus, a global IT cloud consultancy. This project is part of a multi-year digital transformation of capabilities, business processes and technology solutions all focused on enhancing digital end-to-end customer journey, making it frictionless and easy for customers to do business with nVent.

nVent is focusing on four strategic pillars in its digital transformation: digitizing go-to-market, digitizing operations, data platform and analytics capabilities, and innovating through connected solutions and software-enabled products. nVent's partnership with Infor and Columbus is a key piece of the digitize operations pillar. Becoming a 100% cloud company and modernizing its ERP are critical pieces of making sure the operations side of the company is ready to support a seamless customer journey.

nVent rolled out its new Infor M3 CloudSuite, running on Amazon Web Services (AWS), at its site in Andrezieux, France, in the first half of 2021, Tilburg, The Netherlands, in the first half of 2022, and five sites in Asia Pacific (Shanghai, Qingdao, Singapore, Hong Kong and Sydney) in the fourth quarter of 2022. The goal of the project was to consolidate its ERP systems into one single core solution.

"A few years ago, we surveyed our employees and found that 'barriers to execution' was a large concern for them. As grows, our processes and systems need to scale with our business, so our employees don't nVent need to spend time shielding our customers from inefficiencies," said Andy Hohman, nVent vice president of digital transformation. "The Infor M3 journey is giving our teams the tools to fully support our customers and make sure they have a fast, simple and fruitful experience with nVent, so they can

better support their customers.”

“This journey has dramatically enhanced our velocity by shrinking lead times, improving customer response times, and lowering processing costs, all with the goal of driving value for our customers and improving their experience,” says Mufaddal Photographer, nVent vice president of information technology. “It has also empowered our employees and improved efficiency of our business processes. nVent is ready and willing to rethink and change how we do business today in order to build on our success and ensure lasting benefits for customers, employees and shareholders.”

## **Digitizing end-to-end supply chain processes**

Among several vendors evaluated, Columbus with Infor M3 CloudSuite was the preferred ERP choice for achieving nVent’s goals. One advantage for Columbus was its “glocal” (*global and local*) consultants available to support nVent business operations at all sites around the world.

“We wanted a tailor-made system that could meet our high demands and help us digitize end-to-end supply chain processes from planning to shipping. Infor M3 CloudSuite was the best possible solution for us as it clearly felt made-to-measure for the manufacturing industry. We have also offered associated training to get everyone acquainted with the new ERP system, a decision that has proven valuable for us,” Photographer said.

“nVent now boosts its performance and efficiency in areas that are essential to its manufacturing organization – with improved customer engagements, operations, and an even more well-organized supply chain as a result,” says Ed Allen, Infor executive vice president for discrete manufacturing industries in the US. “Its decision to implement Infor M3 CloudSuite helped it transform its business and now provides access to the industry best practices, emerging technology, and consumable data it needs to grow and thrive—all within a smaller IT footprint than it had before.”

Columbus is one of Infor’s largest channel and alliance partners, with offices in 13 countries and a global team of experienced Infor consultants. After a successful implementation for nVent’s sites in France and The Netherlands, nVent and Columbus have rolled out Infor M3 CloudSuite at nVent’s Asia Pacific sites. They plan to bring the system to several of its North America sites in 2023, including additional Infor modules and new integrations.

“The project is still ongoing and engages a team of approximately 100 nVent and Columbus resources across several continents with project governance managed in Europe and the United States. Columbus has been involved in the nVent transformation project since the beginning and will continue through go-live and post-live stabilization,” says Tina Algvist, business line executive for Columbus' global Infor M3 business. “We are proud of the collaboration and partnership between our consultants, nVent and Infor. We are focused on helping nVent leverage best practices and achieve a stronger, more efficient production community, with the end-customer at the center.”

## ***OneRail Leverages Trimble Technology to Enhance Last Mile Logistics***

31 January 2023

Trimble and OneRail, an Orlando-based transportation technology startup focusing on last mile logistics and visibility solutions, today announced the integration of Trimble Maps technology as part of OneRail’s delivery platform to enhance last mile logistics.

The announcement was made at Manifest 2023.

OneRail’s delivery fulfillment platform is directly connected to an unparalleled real-time network of nearly 10 million drivers, which is supported by its **Exceptions Assist**<sup>™</sup> operations layer—a US-based

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exceptions management team available 24/7 who actively get ahead of delivery issues before they occur. With an on-time delivery rate of more than 98 percent, OneRail has firmly established itself as a go-to provider for an expanding range of industries, including retailers, healthcare networks, wholesale product and material distributors as well as construction and agriculture supply companies.

Leveraging the integration with Trimble Maps, OneRail now utilizes PC\*MILER® commercial routing and mileage, location services, map visualization, and an advanced ETA engine to calculate and monitor deliveries in progress as well as send proactive alerts for any updates in the delivery schedule. In addition, OneRail will use Trimble's traffic and weather web services for enhanced visualization and precise time calculations.

“With this integration, we're able to deliver enhanced technology through OneRail's last mile logistics platform—ultimately providing superior value to OneRail customers,” said James Stevenson, vice president of Strategic Initiatives, Trimble Transportation. “We're excited to continue growing and evolving this relationship as we work together to provide technology solutions to better serve the last mile market.”

“We look forward to continuing to deliver our customers with an exceptional experience to achieve greater efficiencies, increase fulfillment capabilities and better reach corporate sustainability objectives,” said Bill Catania, CEO and founder of OneRail. “Our collaboration with Trimble will support the future growth of our company and the last mile industry.”

## ***Quickparts Adopts Materialise CO-AM Software Platform***

27 January 2023

Quickparts, a global leader in on-demand industrial production services, has partnered with Materialise, a global leader in 3D printing solutions, to leverage the CO-AM platform to manage their distributed manufacturing flows. The platform will support Quickparts' traditional and additive manufacturing (AM) capacities and connect to existing production systems.

“Adopting CO-AM within Quickparts' manufacturing operations will enable us to streamline our distributed global production facilities and modernize our capabilities with efficiency so we are able to achieve the fastest lead times in the industry,” said Ziad Abou, CEO of Quickparts. “Once CO-AM is integrated, we can process orders faster, which allows us to improve our cost structure through fleet optimization and machine utilization. It gives us, and our customers, traceability to every part along the manufacturing process so we can realize the highest quality standard with all of our parts.”

Quickparts runs seven global design and production centers across North America and Europe. Their distributed manufacturing network required a software solution capable of connecting all sites and of integrating traditional and AM technologies. Quickparts began the CO-AM implementation at their U.S. locations in Seattle and Lawrenceburg at the end of last year and will extend the platform to additional locations in the second quarter of 2023.

Quickparts will use CO-AM to streamline their order-to-cash operations, automate processes, and securely manage production across distribution manufacturing sites. This will allow Quickparts to collect and access production data, monitor and improve workflows, and achieve an efficiency level that will help save their customers time and money.

Quickparts customers from the aerospace, automotive, consumer, medical, and energy industries are increasingly turning to additive manufacturing for product innovation and to solve supply chain challenges while expecting consistent quality at short lead times. The CO-AM platform integration will help Quickparts successfully scale their AM operations with an open ecosystem that connects to a wide

range of technologies and integrates with their existing production infrastructures.

“The open architecture of CO-AM enables manufacturers to work with their preferred tools, giving them the flexibility to build a process that is tailored to their business,” said Bart Van der Schueren, CTO of Materialise. “We look forward to our collaboration with Quickparts to create and grow their software solution for high-quality, on-demand manufacturing through CO-AM.”

## ***Research project KOGNIA: design aided by AI***

1 February 2023

### **The University of Augsburg and CADENAS are working together on an assistance system for engineering which is supported by Artificial Intelligence**

The University of Augsburg and CADENAS are part of the research project KOGNIA in order to develop an assistance system for Computer Aided Design (CAD), supported by Artificial Intelligence (AI). The researchers are taking advantage of the resemblance of CAD to the human language.

The research project KOGNIA was founded to support designing processes by AI and machine learning. Sponsored by the Bavarian State Ministry of Economic Affairs, Regional Development and Energy, researchers of the Institute for Software & Systems Engineering (ISSE) at the University of Augsburg and employees of CADENAS are working on an AI-supported assistance system for CAD.

#### **Theory and practice**

The project’s aim is to reuse knowledge and solutions from earlier constructions for new use cases.

“When a company designs a product, for instance a smartphone, for the first time, the construction plan is gathered“, explains Prof. Dr. Wolfgang Reif, Director of ISSE and head of KOGNIA. In this manner huge bulks of construction plans and data emerge. In theory, designers who are developing a successor can draw on this.

But in practice, especially young and unexperienced engineers are facing multiple problems: On the one hand they have to learn the company’s standard construction plans and on the other hand they have to search for the right part in countless product catalogs. “This takes 60 to 70 percent of the time working on a CAD construction“, knows Carola Lenzen, project staff and research fellow at ISSE.

#### **An AI which searches for components**

KOGNIA is doing research on simplifying the search for parts with the help of AI. CADENAS is a predestined support for the project, because the company has more than 30 years of experience with the software PARTsolutions. The solution for Strategic Parts Management helps to make the search for parts easier and therefore to speed up design processes. On this basis ISSE and CADENAS developed an AI which gathers every part in its place within the overall structure and its interaction with other components.

#### **Construction plans resemble compound sentences**

“We perceived, that CAD and the human language are very similar. Like the word order in a sentence represents a linguistic structure, you can understand a product’s CAD construction as an order of parts“, outlines Reif. So the researchers faced a new challenge: existing artificial neural networks, the algorithms behind the AI, are used to process pictures or language. “We had to find a way to translate parts into words, to understand the complexity“, illustrates Lenzen.

„The AI analyses every existing design of a company to learn the components' connectivity. That way it acquires company-specific knowledge. Because of that KOGNIA doesn’t give a generic hint but provides a definite suggestion, that fits closely the internal use case. So it takes experienced employees

less time to find the right parts and new designers learn about the company's engineering conditions“, says Frank Epple, CTO and KOGNIA project manager at CADENAS.

## ***Scandi Standard Standardizes with Infor Cloud***

31 January 2023

Infor<sup>®</sup>, the industry cloud company, announced that Scandi Standard has chosen Infor CloudSuite Food & Beverage to consolidate and standardize its core processes such as purchasing, processing, logistics and finance. The suite will be delivered as a multi-tenant cloud solution powered by Amazon Web Services (AWS).

Scandi Standard is a leading producer of chilled, frozen, and ready-made chicken products in the Nordics and Ireland, as well as selling eggs in Norway. In its production, Scandi Standard cares about the highest standards for quality, innovation, and sustainability. Scandi Standard has operations in five countries and sales in over 40 through subsidiaries such as Danpo, Den Stolte Hane, Kronfågel, Manor Farm and Naapurin Maalaiskana. Scandi Standard's existing business systems lacked the industry adaptation needed to ensure that the ERP (enterprise resource planning) solution could support all core processes in a harmonized way within the group and contribute to further increasing the ability and pace of change in the business. With a standardized platform, Scandi Standard also sees an opportunity to more quickly introduce new technologies into the group and future-proof its development.

“Our value chain is quite similar in all markets where we operate, which means that we see an opportunity to standardize our processes as far as possible in the industry-adapted solution that Infor has,” says Göran Matz, Scandi Standard's group CIO. “The move to a new business system is, to a large extent, a process of change. With an industry-specific business system in the cloud, the introduction is facilitated while at the same time we get support with updates and best practices for the food industry.”

After a procurement process, the group chose Infor CloudSuite Food & Beverage. A multi-tenant cloud deployment was a deciding factor in Scandi Standard's decision, ensuring the business can benefit from continuous updates with minimal administrative burden on the internal IT team.

“For our core processes such as purchasing, logistics and finance, there is really no reason for us to do anything differently than other companies in our industry do, but rather is something we see can be harmonized advantageously within the group where possible,” Matz says. “With Infor, we now get the uniformity we were looking for with a supplier of an ecosystem and a future-proof product.”

## ***TOPPAN FORMS chooses HPE GreenLake to respond quickly to demand as their customers transition to a digital first world***

31 January 2023

Hewlett Packard Enterprise announced that TOPPAN FORMS CO., LTD., a leading global provider of data print services and business process outsourcing headquartered in Japan, has selected the HPE GreenLake edge-to-cloud platform to create a scalable, secure, and agile services infrastructure that will grow with its business.

Headquartered in Japan and established in 1965, TOPPAN FORMS is a leader in the business forms industry. It offers a range of secure print services to businesses from traditional offerings such as financial statement printing to more complex digital options, including electronic statements and payment services. Its Data Print Service (DPS) offering has grown to nearly 50% of its information processing business, and as demands from clients become more sophisticated, the company needed a scalable infrastructure that could respond quickly in a secure and agile manner while avoiding

overprovisioning.

HPE GreenLake gives TOPPAN FORMS the flexibility to offer on-demand resources that scale up and down instantly according to need. With pay-per-use pricing backed up by detailed consumption analysis and the ability to produce reports to visualize the predicted demand, TOPPAN FORMS can be sure that it is getting the best possible value from its existing systems. ITOCHU Techno-Solutions, an HPE authorized partner proposed HPE GreenLake, designed the solution for TOPPAN FORMS, and is integrating the existing systems into the new platform for the organization, which will be managed as a single resource pool.

“As TOPPAN FORMS progresses on our own transformation journey, we have pivoted to a *'DigitalHybrid'* company to augment support for our customers' digital transformation. With HPE GreenLake, it has become easier to modernize our integrated infrastructure,” said Hideo Inoue, Managing Director, TOPPAN FORMS. “We look forward to ITOCHU Techno-Solutions and HPE providing us with advanced systems and services that will underpin our endeavors well into the future.”

Because HPE GreenLake is able to scale up or down instantly, it simplifies and accelerates the commissioning of internal resources to manage a specific and sudden spike in demand. HPE Pointnext Complete Care gives TOPPAN FORMS access to a dedicated team with a complete understanding of the systems and can offer support and maintenance including preventative maintenance, resource management and firmware updates. All of this is achieved while preserving and augmenting the high levels of data security required by the business.

“HPE is delighted to be working with TOPPAN FORMS and ITOCHU Techno-Solutions to create an effective, elastic solution to meet the constantly changing demands on its DPS platform,” said Hirokazu Mochizuki, senior vice president and managing director for HPE Japan. “By adopting HPE GreenLake to remove silos from its infrastructure and HPE Pointnext Complete Care for a complete, personalized monitoring and maintenance offering, we have been able to create a unique, tailored and holistic solution for a unique business need.”

The new system is based on HPE Primera Storage with its highly efficient multi-tenancy feature, combining HPE ProLiant Servers running virtual machines and includes support for all hardware needs.

## Product News

### ***ActCAD 2023 New Version 1339 Released, Dt.26 Jan, 2023***

26 January 2023

ActCAD 2023 Professional, Standard and Prime Versions released based on latest **IntelliCAD 11.1** Engine.

This is a major release that includes performance improvements and new features as mentioned below:

- Updated ODA dwg/dxf libraries
- Fixed arrow grips working issue on rectangle
- Fixed Table title cell content is removed when column is added on the left
- Fixed the issue of Mtext editor's ribbon tools remain visible after the editor is closed during a BEDIT session
- Fixed certain lisp program autoload issues in Appload command
- Fixed Incorrect snapping to a 3d box in WinGLES graphics device

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- Fixed Enter key not working when selecting cell data format in Table
- Improved some features on request to add LIVESECTION command
- Fixed Mapimport does not provide option to provide input coordinate system
- Fixed some issues found by regression script
- Fixed some issue of DYNMODE interferes with input
- Fixed Viewpoint fall back to old behavior of zoom extents if either old or new view direction is parallel to WCS Z-axis
- Fixed Saveas command error when FILEDIA setting is OFF
- Fixed Pan doesn't display images in WinGLES mode
- Fixed polygon progress display message issue in command bar
- Fixed menu script wrong last command recorded issue
- Fixed menu script issue of last menu control characters for toggling system variables takes effect
- Fixed Dimaligned is created based on a polyline node that differs from the entered one
- Fixed getpoint does not accept text input
- Added logging for file dialog, CLOSE and WBLOCK
- Fixed matchprop doesn't modify an entity selected with selection cycling

The new versions are available from ActCAD download page. Existing ActCAD 2023 users can use "Check for updates" command to get the latest version.

## ***BETA CAE Systems announces the release of the v22.1.6 of its software suite***

31 January 2023

### **About this release**

We are glad to announce the release of v22.1.6. For those still working with v22.1.x series, the launch of the new version is an excellent opportunity to update your processes with tools of bulletproof reliability.

Follows a selection of the most important items:

### **Known issues resolved in ANSA**

#### CAD Translators

CATProducts of R32 no longer lead to error, thanks to the integration of the updated CT libraries (CT\_2022\_SP4) in the new release.

#### CAD Import / Export

The Product Tree Editor would cease to respond during parts' selection in the list, while trying to highlight them in the viewer.

In addition, the META Viewer would only interact (e.g., via Show, Hide, Show only) with the tab of the Product Tree Editor that was active when the viewer was launched.

#### Modular Run Management

Significant speed-up has been achieved upon opening the Renumber Tool, in models that contain Subsystems with per-type numbering rules, as well as in functions that modify the contents of Subsystems by adding or removing entities. The latter improvement is particularly noticeable in the

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Copy functions of the Database Browser lists.

Unexpected terminations had been noticed, in sessions connected with SPDRM as an SDM back-end. This occurred when a Subsystem was selected in the Model Browser and ANSA attempted to fetch its metadata from DM, in cases where Subsystem overwrites had corrupted the indexing metadata of the Subsystem in DM.

Volume Mesh

As for the Layers of the Structured Mesh, it would not be possible to assign different Growth Factors to different Properties.

Connections & Assembly

Regarding Connection Manager, the Nodes marked as FROZEN\_DELETE, created upon Realize would be deleted upon Erase FE.

As for PENTA-CONTACT-ON-SOLIDS FE Representation, penetration values defined in the Realize field would lead to abrupt termination of ANSA.

LS-DYNA

Executing the function Checks>Contacts twice would cause unexpected termination.

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

## **Known issues resolved in EPILYSIS**

Performance

Significant speed-up has been achieved in cases where multiple RESVECS were requested. In specific, requesting RVDOF in 900 DOFs, the time spent went from 2h:40m to 25m.

SOL200

Unexpected error would occur in the sensitivities calculation of an MFREQ subcase with zero load.

SOLUTION TYPES

Unexpected termination would also occur, when single node CBUSH1D elements existed in the database.

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

## **Known issues resolved in META**

Graphics

Executable scripts of ANSA/META have been updated, to handle the case of launching many jobs on cluster with nodes sharing a common user home directory.

Handling Entities

Unexpected termination might occur, when feature selection was used on tetra or penta elements or when feature selection was used and, as next step, a new model was read.

NVH Calculators

In cases where the maximum frequency requested in FRF Assembly was the same as the maximum frequency in a UNV file with Transfer Functions of a component, it could be possible, depending on the frequency request resolution, that META would not allow the FRF Assembly calculation to proceed,

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reporting that the frequency range of the respective UNV file is smaller than the frequency request.

## Solver Files

Nastran: Vectors for Aux Forces of BEAM elements read from punch file would not be drawn correctly.

LS-DYNA: Displacements from .d3rms files would not be loaded correctly.

Permas: It was not possible to read Scalar results in a local coordinate system.

## META Viewer

Error messages and unexpected termination could occur when importing project METADB files.

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

## Compatibility and Supported Platforms

ANSA files saved by all the first and second point releases of a major version are compatible to each other. New major versions can read files saved by previous ones but not vice versa.

META Project files saved from version 22.1.6 are compatible and can be opened by META version 16.0.0 or later.

Support for Mac OS has been discontinued.

Support for 32-bit platforms has been discontinued for all operating systems.

## Download

### Where to download from

Customers who are served directly by BETA CAE Systems, or its subsidiaries, may download the new software, examples and documentation from their account on our server. They can access their account through the "sign in" link on our website.

Contact us if you miss your account details. The Downloads menu items give you access to the public downloads.

Customers who are served by a local business agent should contact the local support channel for software distribution details.

### What to download

All files required for the installation of this version reside in the folders named "**BETA\_CAE\_Systems\_v22.1.6**" and are dated as of **January 31, 2023**. These files should replace any pre-releases or other files downloaded prior to that date.

The distribution of this version of our pre- and post-processing suite is packaged in one, single, unified installation file, that invokes the respective installer and guides the procedure for the installation of the required components.

For the installation of the software on each platform type, download from the respective folders, the .sh file for Linux or the .msi file for Windows.

In addition to the above, optionally, the META Viewer is available to be downloaded for each supported platform.

The tutorials and the example files reside in the folder named "TUTORIALS". This folder includes the complete package of the tutorials and example files, and a package with only the updated ones.

The Abaqus libraries required for the post-processing of Abaqus .odb files are included in the installation package and can be optionally unpacked.

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Earlier software releases are also available in the sub-directory called "Previous\_Versions" or in a folder named after the product and version number.

## ***BIMcollab issue management integrated in latest release of Vectorworks***

31 January 2023

BIMcollab and Vectorworks have announced an integration to guarantee Vectorworks users direct access to the BIMcollab Cloud issue management platform.

Vectorworks is a world-renowned BIM application that provides extensive drafting, BIM, and rendering capabilities for architectural, landscape and entertainment design.

*“Collaboration is key when it comes to BIM, and at Vectorworks, we strive to deliver improved ways for designers to work together. The BCF connection between Vectorworks and BIMcollab allows for a more streamlined information exchange process and issue management crucial for successfully coordinating Building Information Models.”*

- Luc Lefebvre, Vectorworks Product Marketing Manager-Architecture

### Faster connection

BIMcollab is used daily on thousands of projects worldwide to connect stakeholders using different BIM applications. BIMcollab provides a bridge for sharing issues found in model-checking software to BIM modelling applications. This solution results in faster time-to-close conflicts and better end results for projects and clients.

### Direct access

With this latest integration, users of Vectorworks will now have direct access to the BIMcollab issue management platform with its trusted feature set, easy-to-locate viewpoints and components, and be able to comment and create issues on BIMcollab projects.

*“BIM issue management can occur in real-time when using a BIM authoring tool like Vectorworks in combination with a BCF web service like BIMcollab, significantly improving the communication among BIM Collaborators.”*

- Darick DeHart, Vectorworks Chief Product Officer

### Up-to-date information

It is no longer needed to export and import BCF files manually. Synchronization will only take one click, and the user will see the latest information. This more reliable workflow eliminates the extra work of managing versions and ensures that the user is working with up-to-date information.

At BIMcollab, we are pleased that a leading design tool such as Vectorworks has joined the already extensive range of BIM applications with which BIMcollab projects can interact.

*I am thrilled to have Vectorworks onboard as one of the main BIM tools to connect to BIMcollab. This live connection will boost our mutual users in creating better models.”*

- Erik Pijnenburg, CEO of BIMcollab

## ***Deckorators Partners with BIMsmith to Launch New BIM Tools for Architects and Designers***

27 January 2023

Deckorators, a leading manufacturer and supplier of decking and railing products, has announced a partnership with BIMsmith, the leading product research platform for building professionals, for the development of new Building Information Modeling (BIM) tools for architects, designers, and other

building professionals.

The partnership includes a suite of new Building Information Modeling (BIM) product models for Deckorators products. These data-rich digital models contain key data representing both geometric and aesthetic properties of each product, allowing for highly accurate early-stage design. Each model integrates seamlessly with Autodesk Revit, the leading BIM design software used by building professionals globally.

The partnership also places Deckorators products, like their exclusive mineral-based composite technology, in front of a global audience of building design professionals on BIMsmith Market, the leading cloud platform used by architects and engineers to conduct building product research.

“Deckorators is committed to going the extra mile with architects, designers, and builders to help them design projects ranging from beautiful outdoor living spaces and exteriors to marine construction,” said Jase DeBoer, Senior Manager of B.A.S.E. Development at UFP Retail Solutions, a team focused on providing education, resources and innovation to builders, architects, specifiers, and engineers. “Our BIM content on BIMsmith makes it easier than ever for building professionals to choose Deckorators for their BIM projects.”

“Throughout the specification process, architects are constantly in search of quality materials that they know will look incredible both now and long into the future,” said Benjamin Glunz, CEO at BIMsmith. “On behalf of the entire BIMsmith community of architects, we’re excited to welcome Deckorators to the platform.”

## ***EagleView Adds Imagery Options to EagleView Cloud, Including 1-inch Oblique Images, Enhancing the Service to Help Governments Make Better and More Confident Decisions***

25 January 2023

EagleView Technologies, Inc., a leading provider of aerial imagery, software and analytics, is enhancing EagleView Cloud for government customers. The company’s signature imagery and software service features clear aerial imagery, accurate property measurements and easy-to-use software and analysis tools. EagleView Cloud is a critical resource for government departments including tax assessment, GIS, public safety and public works.

EagleView Cloud now includes 1-inch ground sample distance (GSD) aerial imagery, which is the industry’s highest standard with each pixel representing one square inch of ground area. The oblique imagery, which is usually captured at a 40 to 45 degree angle, provides enhanced clarity and side-angle views of buildings, homes and properties. This allows governments to see property changes, analyze roads and infrastructure, and produce accurate tax assessments.

“The added clarity (of 1-inch imagery) just gives us so much accuracy and people are able to spend less time in the field as a result,” said Mike Schonlau, GIS Administrator for Douglas County, Nebraska. “We can often capture what we need from the desktop instead of having to even make a field visit.”

Along with the inclusion of 1-inch oblique imagery, EagleView has added 3-inch GSD orthogonal imagery to EagleView Cloud. Captured at 3-inch GSD, or better, these orthogonal images help governments identify structural changes to buildings, additions to homes and the condition of impervious surfaces. The orthogonal images, which are priced competitively, offer a top-down view and can be delivered annually, or multiple times per year.

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“EagleView’s proprietary image capture systems and technologies help us generate the best imagery possible to provide governments what they need to do their jobs best,” said Chris Jurasek, EagleView’s Chief Executive Officer. “Innovation is at the core of who we are and what we do.”

EagleView Cloud will next be available in commercial industries including insurance, construction and solar.

## ***Gravity Climate Helps Xometry Marketplace Customers Calculate the Carbon Footprint of Manufacturing Projects***

1 February 2023

Gravity Climate, a technology company helping industrial businesses and their supply chain partners manage their carbon footprint, and Xometry, the global online marketplace connecting enterprise buyers with suppliers of manufacturing services, announced a new initiative that will help Xometry’s industrial customers make informed decisions to reduce the carbon footprint of their supply chains.

This new integration, powered by the Gravity API, instantly calculates carbon emissions estimates for Xometry order requests in real-time. Gravity Climate purpose-built the database for Xometry, incorporating the latest climate science and data related to product material, manufacturing processes, mass, and geography.

The Gravity API will address the vast majority of orders up until the point of sale on the Xometry Instant Quoting Engine®. With this information, procurement and sustainability teams can quickly:

- Measure Scope 3 emissions of their orders with greater ease and accuracy;
- Meet emissions disclosure commitments more confidently; and
- Inform current and future product design leading to a greener world.

Companies are increasingly taking proactive action to limit their greenhouse gas emissions across their industrial supply chains, starting with Scope 3 visibility.

“Industrial buyers are increasingly asked to track and make procurement decisions based on sustainability metrics, but lack the data necessary to do so,” said Saleh ElHattab, Founder and CEO of Gravity Climate. “We’re thrilled to bring product-level emissions visibility to industrial procurement through our work with Xometry.”

“Xometry is committed to helping organizations of all sizes create reliable and sustainable supply chains that limit greenhouse gas emissions and lead to a greener planet for the benefit of all,” said Matt Leibel, Xometry’s Chief Technology Officer. “Gravity’s core product offering is a software platform that makes it easy and cost-effective for companies to measure the emissions of their company and products, decarbonize their operations, and promote their sustainability efforts.”

## ***HILTI INTRODUCES NEW TIME SAVING DIGITAL LAYOUT TOOL***

26 January 2023

Hilti North America, a global leader providing innovative tools, technology, software, and services to the commercial construction industry, introduces the PLT 400, a digital layout tool designed to help jobsite layout crews be more productive.

With continued labor shortages and jobsite restrictions, single operator tools like the PLT 400 are essential. Hilti’s PLT tool technology allows layout to be completed more quickly, efficiently, and accurately. This tool also brings improved accuracy, faster layout speed, advanced prism tracking, auto

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calibration, and requires minimal training to use. The benefits of improved technology, fewer labor hours, and faster layout all combine to create a cost-saving and productivity increasing solution for jobsites.

The PLT 400 can take BIM (Building Information Modeling) designed digital plans and lay them out, without the time consuming need to create points on the plans first. It can also be used during the building process to help keep your BIM model up to date, contributing to a highly efficient end-to-end workflow. Hilti's digital construction software is also compatible with Revit, AutoCAD, and other professional layout platforms.

The layout tool integrates seamlessly with Hilti's full ecosystem of solutions including ON!Track and Fleet program. Beyond having high performing tools and the latest technology at their fingertips, Fleet customers also benefit from free verification of tool accuracy in accordance with manufacturer's specifications, as well as theft coverage to reduce financial risk and unexpected expenses.

The PLT 400 is backed by an industry best Tool Warranty\* and will be available later this month throughout the U.S. and Canada.

## ***Mitsubishi Electric Automation, Inc. Announces Release of MELSOFT Gemini 3D Simulator Software***

1 February 2023

Mitsubishi Electric Automation, Inc. has released its MELSOFT Gemini 3D Simulator Software to allow users to expedite the design and construction of manufacturing projects as they introduce new automation components to their facility. By connecting to a variety of software and factory devices, Gemini provides visualization, simulation, and the streamlining of work processes.

Gemini operates using a PC-based 3D digital space and connects directly to factory devices without having to go through an OPC server. This enables 3D data to be updated in digital spaces approximately 12 times faster than OPC environments. As engineers use the software for their verification purposes, they can test and debug the automation logic for machines and systems, as well as check the operation of the planned production facility prior to construction. As their projects advance into operation and maintenance phases, engineers can quickly identify the causes of abnormal occurrences in their production line using logged data to step through and review the error event on the synchronized 3D model, PLC sequence monitor, waveform display, and/or video data.

Gemini includes a hardware menu that offers selection from approximately 2,500 types of production equipment, including robots, conveyors, processing machines, and more. These can be combined in a simulated 3D production facility via easy drag and drop operation. Users can also set parameters to adjust the way the virtual production line operates.

"The manufacturing sector is seeing an increase in demand for digital transformation within factories," said Lee Cheung, associate product manager at Mitsubishi Electric Automation, Inc. "Software assets like 3D simulators are a pivotal part of this transformation."

## ***Nemetschek Group Takes Quality Assurance to a New Level with the Release of Solibri Inside***

2 February 2023

The Nemetschek Group, a leading global provider of digital solutions for the AEC/O and media industries, announced the availability of *Solibri Inside*. The new automated rule-based BIM checking

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model is now part of its design software solutions Allplan, Graphisoft Archicad and Vectorworks.

“This cloud-based service offering heralds a new era of quality assurance in construction projects”, says Viktor Várkonyi, Chief Division Officer for the Planning & Design Division and member of the Executive Board at the Nemetschek Group. “With the integrated design process, designers and architects can check their models any time they want, in real time, with one click, significantly elevating their productivity and eliminating errors that would have been costly as well as time- and resource-intensive.”

With Solibri Inside, the Nemetschek Group is providing an integrated quality assurance service within the design process – in all of their authoring tools. As of today, all three brands are live with Solibri Inside, which will help customers in avoiding constant rework, keeping their project schedules, and accelerating project timelines. BIM professionals worldwide can now access and benefit from this solution.

Solibri Inside ensures the rapid and easy adoption for model checking, as it works as a native feature that can be used within the authoring tool and can run checks within a SaaS based environment as and when the designer wishes. No longer does the designer need to export the model and open other software to perform basic model checking but can be easily accessed from a simple palette like functionality in the UI of the authoring tool. Solibri Inside ensures that every model can be checked upfront before sharing within the workflow to other team members. The integrated quality checking is a time saver for the designer, ensuring the details are right, before submitting the BIM to the coordination workflow.

Ville Kyytsönen, Solibri CEO, stated, “Making models correct and information rich is the very core of good digital design workflows. Our ambition is to embed quality into the construction process, and we do that by going direct to the start of the process – the designer. Their models are now enriched and improved from the very start. We then offer others within the workflow the ability to benefit from BIM quality with our total solution offering. It is great to see Nemetschek Group continue to integrate its solutions, put the shared customer first and lead with best practices”.

Solibri Inside was initially introduced in November 2022 and is now accessible to thousands of BIM professionals working with the authoring tools of the Nemetschek Group. This first release of Solibri Inside allows checking of Door & Window clearances and the supporting Level of Information (LOI). The service comes as a standard free package within Graphisoft Archicad, Allplan and Vectorworks. The Premium paid package gives access to additional features.

## ***PlanHub Creates a Powerful and Simplified End-to-End Preconstruction Platform for General Contractors***

31 January 2023

PlanHub, the leading cloud-based software as service (SaaS) preconstruction solution, officially announced the expansion of its end-to-end general contractors’ platform. The simplified, cloud-based tool will be a one-stop shop to help general contractors improve collaboration with subcontractors and material suppliers, find new projects, request, receive and select quality bids, qualify subcontractors and create winning proposals.

The expanded, easy-to-use platform takes the hassle and headaches out of preconstruction. General contractors can post unlimited projects for free, easily invite subcontractors and suppliers to bid, increase overall bid coverage, simply and quickly compare bids to reduce risk and assemble winning proposals. It is designed for the collaboration needed in preconstruction to boost efficiency, productivity, and profits while finding more projects in the design phase to fuel growth.

# CIMdata PLM Industry Summary

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*“The new General Contractor platform is an important step in PlanHub’s mission to help construction professionals create stronger relationships, increase efficiency, streamline their operations and make it easier to win business and grow,” said Ro Bhatia, CEO of PlanHub.*

*“With the ability to find leads on exciting new projects, manage a huge network of subcontractors and suppliers and an end-to-end bid management platform — general contractors have unprecedented power to take their business to the next level.”*

*“The use of PlanHub supports our bid coverage as we grow and has been indispensable,” said TJ Andrade, Bid Coordinator at Madewell Construction.*

*“Being able to bid more projects on the platform means that in return, we are able to do more projects. They go hand-in-hand and make for increased productivity.”*

The platform empowers users with the following:

**Lead Finder** – General contractors can ensure that they are increasing sales by accessing the newest building construction projects available, including hard-to-find private projects, and can view owners’ and architects’ full contact information.

**Commercial Subcontractor Network** – General contractors have direct access to the right people with the PlanHub Directory of 350,000+ subcontractors in 397 key trades, plus 4,500+ materials suppliers. With PlanHub, general contractors have direct access to the owners, subcontractors, and suppliers needed to win projects.

**Private Planroom** – Allows general contractors to choose to make projects private, giving access to only the subcontractors and suppliers invited to see the project and submit bids.

**Risk Management & Qualifications** – Aids general contractors in reducing risks by clarifying and confirming a subcontractor qualification – while being able to request additional information with integrated communication functionality.

**Bid Leveling** – PlanHub’s bid leveling feature lets general contractors compare bids side-by-side, including bid amount, qualifications, and certifications, in order to assist in finding the right subcontractor.

**Smart Coverage** – Via the project dashboard, general contractors can easily see the status of project bids per trade and automatically receive filtered directory results to contact subcontractors in low bid coverage trades.

*“Amid significant economic headwinds, general contractors need help to find projects, produce better bids and win more jobs,” continued Bhatia.*

*“Innovative, simple-to-use preconstruction technology improves planning, increases operational efficiency and processes, and helps general contractors, subcontractors, and suppliers collaborate more easily to establish long-lasting connections that enhance stability and success.”*

## ***Presagis Introduces VELOCITY 5D Plugin for Unreal Engine***

30 January 2023

Presagis, developer of the VELOCITY 5D (V5D) digital twin production platform, announced availability of the V5D Plugin for Unreal Engine, the most powerful 3D computer graphics engine on the market today. The plugin enables users to load a

GIS-generated V5D digital twin into Unreal Engine to create highly realistic visualizations and simulations of entire cities and even countries.

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“The primary application of the Unreal Engine Plugin will be in 3D visualization applications covering large geographic areas because of V5D’s unmatched ability to produce 3D digital twins from massive geospatial data sets,” said Jean-Michel Briere, Presagis President.

The most beneficial applications of the plugin will be in aviation, aerospace, urban planning, disaster preparation, and defense simulations that need to include expansive geographies. Visualizations that span long linear distances, such as the design of transportation routes and utility corridors, will also benefit. V5D for Unreal is the perfect extension of the scalable and highly automated, cloud based CDB production pipeline VELOCITY 5D. V5D for Unreal allow users to create custom visualization and simulation experiences in Unreal Engine while natively loading

OGC CDB content produced by Velocity 5D platform or other OGC CDB compliant toolsets.

Release of the plugin is a win-win for existing users of both V5D and Unreal Engine, Briere explained. V5D users will be able to make powerful 3D fly-throughs and immersive simulations of their GIS-based digital twins. Unreal Engine users can now incorporate geospatially accurate cityscapes and terrains into their 3D experiences.

Launched in November 2022 by Presagis, V5D is a cloud-based platform that quickly and automatically converts massive volumes of geospatial data into high-fidelity 3D digital twins. With no geospatial processing expertise, V5D users can easily produce accurate digital twins from multiple 2D data sets, including GIS vector layers, remote sensing imagery, and other structured and unstructured data of any size, format, or type.

Developed by Epic Games, Unreal Engine is the 3D computer graphics generator that powers many of the world’s most popular and successful video games. Due to its vivid graphics and extremely accurate spatial presentation capabilities, Unreal Engine is increasingly being employed in other industries using 3D visualization and simulation technologies for improved understanding of current or future situations, risks and conditions.

Presagis will demonstrate the Unreal Engine plugin along with the unmatched speed, scalability, and realism of the V5D platform in booth #340 at GeoWeek 2023 being held February 13-15 in Denver, Colorado.

## ***Siemens advances integrated circuit verification with new, data-driven Questa Verification IQ software***

31 January 2023

Siemens Digital Industries Software introduced Questa™ Verification IQ software – a groundbreaking solution that helps logic verification teams overcome a host of challenges associated with the dramatic rise in design complexity of sophisticated, next-generation integrated circuits (ICs). Team-based, cloud-enabled, data-driven and powered by artificial intelligence (AI) technology, Questa Verification IQ helps to accelerate verification closure, streamline traceability, optimize resources and speed time-to-market.

Logic verification traditionally consumes over 70 percent of the overall IC development cycle. Achieving design closure – knowing engineers have done enough of the right kind of verification to ensure your design will work flawlessly – is an ever-increasing challenge as each new generation of IC designs introduce high-levels of complexity. According to a 2022 Wilson Research industry study, verification teams achieving first silicon success has declined from 31 percent in 2014 to just 24 percent in 2022, which represents the lowest level recorded in the past 20 years.

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Engineered to help design teams achieve design closure faster, Questa Verification IQ is tightly integrated with Siemens' industry-leading Polarion™ REQUIREMENTS software to deliver a platform that automatically captures all data from every engine run across the life of a project, helping customers manage requirements, coding, testing and release management across the design and verification process. This powerful combination provides a tight digital thread optimized for functional safety compliance tasks, providing a traceable solution from requirements down to verification results and implementation.

Questa Verification IQ unifies coverage data from the formal and simulation engines within Siemens' Questa™ platform, OneSpin® software, Symphony™ platform for analog and mixed-signal simulation, as well as Siemens' Veloce™ hardware for emulation and prototyping. The machine learning functionality in Questa Verification IQ then analyzes the data to predict patterns and holes, identify root causes, and prescribe solutions to potential issues; thereby helping to improve efficiency and giving teams the information needed to signoff with confidence.

“Companies across the globe on the cutting edge of chip design and verification are leveraging big data to spark innovation, streamline operations and boost efficiencies,” said Abhi Kolpekwar, vice president and general manager of Design Verification Technology for Siemens EDA. “With the launch of Questa Verification IQ, Siemens is transforming IC verification with a state-of-the-art, data-driven verification solution that can speed and simplify the verification process using analytics, collaboration and traceability – especially when married to Siemens' Polarion REQUIREMENTS software.”

Questa Verification IQ is implemented in a web-based application framework, providing scalable verification management with minimal install cost, while achieving device and OS independence. Supporting public, private and hybrid cloud configurations with native collaboration and centralized data access, Questa Verification IQ helps global engineering teams collaborate in real time to accelerate the verification management process and provide real-time project visibility. Questa Verification IQ is also fully integrated with popular Continuous Integration (CI) tools such as Jenkins to automate workflows.

## **Industry leaders on Questa Verification IQ**

“The rapid pace of innovation today means that time-to-market is more critical than ever for us to meet the growing demand for computing power,” said Tran Nguyen, senior director of Design Services for Arm. “The Questa Verification IQ solution from Siemens allows for greater collaboration across teams and geographies during the verification process, and enables analytical navigation to improve productivity, significantly reducing our closure times.”

“Nordic Semiconductor specializes in wireless communication technology that powers the IoT. Knowing the verification status of the design throughout the development cycle is critical to planning, execution, and the final quality of our products,” said Christoffer Amlo verification team lead for Nordic Semiconductor. “As an early adopter, Questa Verification IQ provides us with a central portal with high level trending. The live status automated by the tool replaces the manual effort of gathering our regression information. And for investigating uncomplete verification work, Questa Verification IQ provides an efficient collaborative workflow for coverage closure.”

## ***TCS Launches Clever Energy™ Solution on Google Cloud to Help Organizations Achieve their Net Zero Goals***

1 February 2023

Tata Consultancy Services (TCS) announced that its award-winning TCS Clever Energy™ solution that helps commercial and industrial organizations reduce carbon emissions, is now available on Google Cloud.

Businesses can now leverage the enterprise-grade energy and emission management solution, TCS Clever Energy, on Google Cloud's carbon-neutral data cloud integrated with artificial intelligence (AI) for speed, scale, and security.

TCS Clever Energy leverages Internet of Things (IoT), AI, machine learning, and cloud to help organizations understand intricate energy performance factors, enabling them to become more sustainable and empowering leaders to make informed decisions without compromising business needs. It monitors energy use 24x7, giving enterprises a consolidated view, and provides predictive analytics and insights, to improve and speed up decision making to improve asset utilization. Clever Energy helps reduce energy consumption and decrease carbon emissions while saving energy costs.

*“With climate change concerns gaining greater urgency, efficient energy usage and management becomes the need of the hour for every organization,”* said **Regu Ayyaswamy, Global Head, IoT and Digital Engineering, TCS.** *“We are pleased to announce that TCS Clever Energy is now available on Google Cloud. We look forward to helping more enterprises optimize energy consumption, accelerate their journey to net zero with minimal new capital investment, and become more sustainable.”*

TCS Clever Energy is helping a multinational pulp and paper manufacturer reduce emissions, achieving 10% energy savings year-over-year. At a multi-brand retailer, TCS Clever Energy is at work across over 1,000 sites, including offices, stores, warehouses, and malls, driving its carbon dioxide reduction by 25,000 tons.

*“Enterprises are looking for solutions that provide a comprehensive understanding of how they consume energy and the ability to convert those insights into more sustainable business decisions,”* said **Kevin Ichhpurani, Corporate Vice President, Global Partner Ecosystem & Channels, Google Cloud.** *“With TCS Clever Energy now available on Google Cloud, customers can lower their energy consumption, costs, and emissions, all while running on our carbon-neutral infrastructure.”*

The TCS Google Business Unit offers companies a full complement of services and solutions, leveraging TCS' domain-focused innovation and Google Cloud's suite of technologies. These include advisory and foundational cloud-build services, infrastructure, application and data modernization services, managed services for hybrid and multi-cloud environments, support for SAP on Google Cloud, application development, and data-centric, fit-to-purpose digital solutions across industries.

TCS provides cloud-native services and solutions across new technologies such as IoT, intelligent edge-to-core, and blockchain to enhance end-customer value. TCS' suite of cloud accelerators, rendered on the Google Garage, offer an immersive experience for companies to experiment and build viable versions of a product. TCS has achieved 11 specializations and received several Google Cloud awards for its comprehensive and compelling digital solutions, including the 2021 Industry Solution Partner of the Year for Retail; 2021 Global Diversity & Inclusion Partner of the Year; and 2020 Breakthrough Partner of the Year.

## ***Trimble Engage Lane Provides First-of-its-Kind Dwell Time Metrics for Freight Procurement***

31 January 2023

Trimble announced that its Engage Lane dynamic contract procurement solution now provides the industry's first availability of average dwell time metrics within a freight bidding workflow. This integration enables carriers and shippers to make better, more-informed freight procurement decisions.

The announcement was made at Manifest 2023.

Powered by the Trimble Transportation Cloud, Trimble's **Connected Locations** workflow makes this dwell time data directly available within Engage Lane, providing shippers and carriers with the critical information they need to make more informed bid and contract award decisions.

Prior to Trimble's development of Connected Locations, there has not been a third-party source capable of providing average dwell time metrics for pick-up and drop-off locations. This lack of information source often results in a disconnect between shippers and carriers, which means drivers often experience unexpected delays while waiting to be loaded or unloaded. By combining anonymous live and historical GPS data streams with its millions of geofenced locations, Trimble is bridging the gap to address this disconnect between shippers and carriers, providing transparency around facility dwell times.

Engage Lane is the first freight procurement solution to provide transparency into dwell time metrics directly within the bid workflow, doing so by combining Trimble's unique geolocation data and procurement capabilities.

"More than 90 percent of shippers and carriers agree that procurement based on rates that are locked in over a set period of time are better for their business," said Kelly Williams, product manager, Trimble's Engage Lane. "The average dwell time metrics that are now available in Engage Lane, through the Trimble Transportation Cloud, allow carriers to make more accurate bids, leading to greater contract stability—and ultimately further strengthening the relationship between shippers and carriers."

The integration of dwell time metrics into Engage Lane for facilities via the Connected Locations workflow, further strengthens Trimble's position as a leading provider of transportation industry data.

## ***UFP-Edge Partners with BIMsmith to Launch New BIM Tools for Architects and Designers***

27 January 2023

UFP-Edge, a leading manufacturer and supplier of innovative siding, pattern, and trim products, has announced a partnership with BIMsmith, the leading product research platform for building professionals, for the development of new Building Information Modeling (BIM) tools for architects, engineers, and other construction professionals.

The partnership includes a suite of new Building Information Modeling (BIM) product models for UFP-Edge products. These data-rich digital models contain key data representing both geometric and aesthetic properties of each product, allowing for highly accurate early-stage design. Each model integrates seamlessly with Autodesk Revit, the leading BIM design software used by building professionals globally.

The partnership also places UFP-Edge products, like their Thermally Modified Wood siding and Native Woods shiplap collections, in front of a global audience of building design professionals on BIMsmith Market, the leading cloud platform used by architects and engineers to conduct building product

research.

“UFP-Edge is committed to going the extra mile with architects and designers to help them design beautiful exteriors and inviting interiors,” said Jase DeBoer, Senior Manager of B.A.S.E. Development at UFP Retail Solutions, a team focused on providing education, resources, and innovation to builders, architects, specifiers, and engineers. “Our BIM content on BIMsmith makes it easier than ever for building professionals to choose UFP-Edge for their BIM projects.”

“Throughout the specification process, architects are constantly in search of quality materials that they know will look incredible both now and long into the future,” said Benjamin Glunz, CEO at BIMsmith. “On behalf of the entire BIMsmith community of architects, we’re excited to welcome UFP-Edge to the platform.”

## ***UMC and Cadence Collaborate on 3D-IC Hybrid Bonding Reference Flow***

1 February 2023

United Microelectronics Corporation (“UMC”), a leading global semiconductor foundry, and Cadence Design Systems, Inc. announced that the Cadence® 3D-IC reference flow, featuring the Integrity™ 3D-IC Platform, has been certified for UMC’s chip stacking technologies, enabling faster time to market.

UMC’s hybrid bonding solutions are now ready to support the integration across a broad range of technology nodes that are suitable for edge AI, image processing, and wireless communication applications. Using UMC’s 40nm low power (40LP) process as a wafer-on-wafer stacking demonstration, the two companies collaborated to validate key 3D-IC features in this design flow, including system planning and intelligent bump creation with Cadence’s Integrity 3D-IC platform, the industry’s first comprehensive solution that integrates system planning, chip and packaging implementation, and system analysis in a single platform.

“Interest in 3D-IC solutions has increased notably in the past year as our customers seek ways to boost design performance without sacrificing area or cost,” said Osbert Cheng, vice president of device technology development & design support at UMC. “Cost-effectiveness and design reliability are the pillars of UMC’s hybrid bonding technologies, and this collaboration with Cadence provides mutual customers with both, helping them reap the benefits of 3D structures while also accelerating the time needed to complete their integrated designs.”

“With increasing design complexity for IoT, AI, and 5G applications, wafer-on-wafer technology automation is increasingly important for chip designers,” said Don Chan, vice president, R&D in the Digital & Signoff Group at Cadence. “The Cadence 3D-IC flow with the Integrity 3D-IC platform is optimized for use on UMC’s hybrid bonding technologies, providing customers with a comprehensive design, verification and implementation solution that enables them to create and verify innovative 3D-IC designs with confidence while accelerating time to market.”

The reference flow, featuring Cadence’s Integrity 3D-IC Platform, is built around a high-capacity, multi-technology hierarchical database. The platform offers design planning, implementation and analysis of full 3D designs within a single, unified cockpit. Multiple chiplets in a 3D stack can be designed and analyzed together through integrated early analysis for thermal, power and static timing analysis. The reference flow also enables system-level layout versus schematic (LVS) checking to connectivity accuracy, electric rule-checking (ERC) for coverage and alignment checking, and thermal analysis for heat distribution in a 3D stacked-die design structure.

In addition to the Integrity 3D-IC platform, the Cadence 3D-IC flow also includes the Innovus™ Implementation System, Quantus™ Extraction Solution, Tempus™ Timing Signoff Solution,

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Pegasus™ Verification System, Voltus™ IC Power Integrity Solution and Celsius™ Thermal Solver for system analysis.