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CIMdata News

Imagine: Bringing SOLIDWORKS Users to the Cloud: 3DEXPERIENCE World 2023 - a CIMdata Commentary

2 March 2023

Key Takeaways

- **3DEXPERIENCE** World brings together a global community of industrial practitioners to learn, engage, share knowledge, and drive innovation around the **3DEXPERIENCE** Works portfolio and the SOLIDWORKS ecosystem.
- Over the last several years, Dassault Systèmes has focused on helping the SOLIDWORKS user base leverage their vast portfolio through adoption of the **3DEXPERIENCE** platform on the cloud.
- The event highlighted innovations from the company and their many customers, from startups to global enterprises, who are increasingly leveraging the **3DEXPERIENCE** Works portfolio.
- Two offers announced during the event should drive further adoption of that portfolio.

CIMdata attended the **3DEXPERIENCE** World event in Nashville, TN on February 13-14, 2023. This was a return to an in-person event for the first time since 2020 and the energy in the crowd showed just how happy everyone was together in real life. Approximately 4,100 attended the event in person, with another 10,000+ expected to join online. The event offered over 100 sessions and over 30 hours of live content streamed to a global audience. [\[1\]](#)

For many years, this event was named SOLIDWORKS World, with a focus on the SOLIDWORKS portfolio. But over the last decade that portfolio has expanded significantly through both organic development and acquisitions. It has also grown by making intellectual property (IP) from other parts of Dassault Systèmes business available to SOLIDWORKS users. This makes sense because while design is critical, many SOLIDWORKS-using businesses have solution needs across the lifecycle that can greatly benefit from Dassault Systèmes IP and expertise. Part of supporting this evolution requires making the technologies more consumable by average users, in effect “democratizing” access and effective usage through their delivery on the **3DEXPERIENCE** platform. This is a challenge in that the average SOLIDWORKS installation has only a handful of users and only 10-15% of those have adopted data management solutions. One way to encourage adoption is to highlight the additional business value that the platform can bring. While the many breakout sessions focused on the “bread and butter” of design using SOLIDWORKS, the main stage content mainly focused on how the platform is providing additional business value today for a succession of Dassault Systèmes customers.

Mr. Jamie Siminoff, the CEO, Founder & Chief Innovator for Ring, shared his journey from one man with an idea in his garage to a 1,300+ person company with hundreds of millions of dollars in revenue. While innovating in his garage more than a decade ago he realized that the garage workspace was too far from his front door (and its doorbell). Being an inveterate tinkerer, he

created a video doorbell using Wi-Fi dubbed the DoorBot in 2011. Pictures showed SOLIDWORKS running on a desk in the corner of the overstuffed garage. Today his company relies on the 3DEXPERIENCE platform and is known as a home security company with a mission to “make neighborhoods safer.” In his remarks he discussed how it is not just about the product but what it does. While he emphasized today’s mission as home security that was not the real genesis of the idea. It was about being able to answer the doorbell. In a press Q&A session at the event, CIMdata asked Mr. Siminoff about how the step from doorbell to neighborhood security pioneer actually occurred. In fact, it was a comment from Mr. Siminoff’s wife about feeling safer with the DoorBot installed that started his innovation wheels turning to home and neighborhood security. In an interesting side note, Mr. Siminoff said that he includes his email on every box. While some thought him crazy, he insisted that having this direct channel from customers was extremely valuable to keep him connected with their realities.

Mr. Salvadore Garcia, Chief Revenue Officer of Ocean-Based Climate Solutions, spoke about their innovative approach to carbon sequestration, a key technique to help humankind limit the impacts of carbon emissions on climate. Since about 50-80% of the oxygen we breathe comes from phytoplankton in the ocean they chose to focus on enhancing the growth of those critical organisms. A graphic shown during his remarks highlighted their approach. The “midnight zone,” deep seawater lower than 1,000 meters, is where significant amounts of carbon are naturally sequestered. The “twilight zone” between 200 meters and 1,000 meters is rich with nutrients that have no way of getting to the “sunlit zone” above 200 meters deep where the sun can power photosynthesis in the phytoplankton to generate oxygen and trap carbon. The company relied on the 3DEXPERIENCE platform since early in development of their innovative solution: using wave energy to operate pumps that bring nutrients from the twilight zone into the sunlit zone. Their approach also includes measuring the degree of sequestration which allows them to create carbon credits that can be sold to other organizations to help them meet their own climate goals. This novel solution can be scaled up to provide more benefits more broadly.

Also getting main stage time was Dr. David Hoganson from Boston Children’s Hospital. A former engineer now a pediatric cardiac surgeon, Dr. Hoganson spoke about how his surgical teams are benefiting from the 3DEXPERIENCE platform and Dassault Systèmes long-time investment in the Living Heart program, a collaborative research effort to leverage their design and simulation offerings to better understand the innerworkings of the human heart. In Dr. Hoganson’s case, those human hearts are often no bigger than a walnut in his patient’s undergoing life-saving surgery in their first week of life. He described how his team uses the platform to create patient-specific heart models from CAT and MRI scans, and then uses these models to more fully prepare for the challenging surgeries ahead. Current practice relies on the knowledge and improvisation skills of the surgeon. By using patient-specific data, they can plan the surgery and scale patches used to repair holes in the cardiac tissue to 98% accuracy. They also use lasers in the operating theater to outline the anatomy correctly right on the patient during the operation. This work is amazing and shows the power of bringing digital technology from one domain to another.

Dassault Systèmes leverages cloud infrastructure in several ways for the benefit of the SOLIDWORKS community as shown in Figure 1. Users of the on-premises software can access the 3DEXPERIENCE platform through the Collaborative Designer for SOLIDWORKS offering that provides cloud-based product data management (PDM) capabilities. 3DEXPERIENCE SOLIDWORKS lets users access SOLIDWORKS through the platform and employ SOLIDWORKS Connected functionality.^[2] SOLIDWORKS Cloud is a bundle of cloud-native capabilities that includes 3D Creator for parametric design and 3D Sculptor for freeform design.^[3]

From the main stage, Mr. Gian Paolo Bassi, Senior Vice President and lead for 3DEXPERIENCE Works, the moniker for solutions that bring the power of Dassault Systèmes portfolio to the SOLIDWORKS community, made two major announcements. Both should help expand the adoption of the 3DEXPERIENCE platform within the SOLIDWORKS community. After July 1, purchasers of SOLIDWORKS will have more ready access to cloud services supporting data management and collaboration from the 3DEXPERIENCE platform. If they pay two years of maintenance at the time of purchase, they will be able to use Collaborative Designer for SOLIDWORKS, an offering that includes:

- The 3DEXPERIENCE Connector for SOLIDWORKS, which provides SOLIDWORKS cloud product data management (PDM) capabilities from within the SOLIDWORKS application. This out of the box (OOTB) cloud-native solution removes the information technology (IT) overhead of data management which can be particularly challenging for the small companies that are a large percentage of SOLIDWORKS customers.
- The Collaborative Industry Innovator role which supports collaboration on assets like designs and documents that are managed on the platform.^[4]
- 3DSWYMer, a role that provides access to 3DSWYM, Dassault Systèmes' social collaboration offering for communication and threaded discussion in a managed environment. This includes a number of widgets to support dashboard configuration.



Figure 1—Bringing SOLIDWORKS Users to the Cloud
(Courtesy of Dassault Systèmes)

Existing SOLIDWORKS customers can get these new capabilities by paying an additional \$300 for a higher maintenance tier.^[5] SOLIDWORKS users taking advantage of these offers will get 25GB of platform storage. This is an exciting offer that should help bolster efforts to increase platform adoption in the SOLIDWORKS community.

The second announcement is that starting July 1, 2023, all users with a **3DEXPERIENCE** Cloud license will be able to provide free access to the Collaborative capabilities of the 3DEXPERIENCE platform to anyone of their choosing, at no additional charge. Reducing monetary friction to such value chain collaborations is critical to adoption and highlighting the value that such collaboration can bring.

Conclusion

This is but a small sample of the content available at **3DEXPERIENCE** World 2023. The breakouts offered deep dives into new functionality, customer presentations, and much more. Known as an excitable bunch, the SOLIDWORKS users in attendance did not disappoint, rushing toward the main stage to cop front row seats to hear the latest news about their favorite solution.

Dassault Systèmes, like many other technology providers, is all in on the cloud, including buying their own cloud infrastructure provider, Outscale, in 2017.^[6] Offering the 3DEXPERIENCE platform on the cloud gives them the perfect vehicle to democratize access to their vast portfolio of IP that supports the product lifecycle from idea through life. Democratization is key because much of their technology was designed for power users who often have specialized expertise which may be in short supply within SOLIDWORKS customers. Based on the presentations and exhibition floor the company has made significant progress on democratizing the technology with a consistent user experience. The offerings appear to be ready, now it is time to ramp up adoption. They have made some gains in that regard and clearly think that the new offers announced during 3DEXPERIENCE World 2023 will entice more customers and prospects. They just might be right.

^[1] Travel and/or other expenses related to this commentary were provided by Dassault Systèmes.

^[2] SOLIDWORKS Connected provides access to all the 3DEXPERIENCE services and apps that you are entitled to use based on your role. This offering installs a full version of the SOLIDWORKS application on your computer from the 3DEXPERIENCE platform". https://help.solidworks.com/2023/english/SWConnected/swdotworks/c_get_started_3DX_platform.htm.

^[3] <https://www.solidworks.com/how-to-buy/solidworks-cloud-offer> lists the full set of offerings in SOLIDWORKS Cloud.

^[4] <https://www.solidworks.com/product/collaborative-industry-innovator>

^[5] Note that this is pricing for US-based customers that will be different in different regions. This \$300 payment offers access to capabilities that would normally cost \$1500 if licensed separately.

^[6] <https://investor.3ds.com/news-releases/news-release-details/dassault-systemes-acquires-majority-stake-outscale>

The Green Energy Transition

Written by [Cheryl Peck](#)



CIMdata is known globally for its research into topics important to PLM Professionals. One such topic is Green Energy & Sustainability. This is a topic that impacts us all. With this in mind, I recently spent some “quality” “Zoom” time with my colleague Mark Reisig, CIMdata’s Sustainability & Green Energy Practice Director. Mark is busy getting ready for his presentation on The Green Energy Transition, which he will

make at our upcoming PLM Market & Industry Forums which take place over the late March to early April time frame in North America and EMEA. In this interview, I asked Mark to update us on the following:

First off, I know that you have been working on some key research on green energy and sustainability. Will you be sharing findings from your recent survey at the Forum?

Yes, the results will be featured, and as we review each key area, we will also review the survey results from CIMdata’s 2023 Green Energy Transition and Sustainability survey.

What kind of information will be shared?

The survey covered a lot of things. PLM professionals were asked to provide answers to the following questions among others:

- How industries compare with other industries relative to sustainability.
- The prevalence of “net zero” pledges.
- How companies organize to achieve sustainability objectives.
- Common features of sustainability programs.
- Bottlenecks to achieving sustainability objectives.

What is happening in the green energy space, and what will you discuss in your presentation?

Rising concerns over climate change are shifting energy ecosystems—away from fossil fuels and toward renewable, clean energy and more sustainable products across many industries.

Companies are responding with ambitious “net-zero” greenhouse gas emissions commitments. The presentation will review key aspects of reducing a product’s carbon footprint, including its supply chain as well as embedding sustainability within your PLM strategy.

Greenhouse gases are front and center of any discussion on green energy; how will you address this in your presentation?

Since 1958, we have been monitoring the accumulation of CO₂ in our atmosphere, which along with other greenhouse gases (GHG), continues to rise, causing global warming to rise to more than 1.1°C higher than the pre-industrial era. This lack of sustainability has resulted in climate change, biodiversity loss, and other challenges that threaten the ability for future generations to survive on the planet. At the Forum, I will look at the GHGs emitted by type, country, and

industry sector and the projected forecast for different types of energy, including coal, gas, nuclear, and renewable energy.

What role does sustainability play?

The U.N. has 17 goals as part of their 2030 Agenda for Sustainable Development, which they adopted in 2015, which is the blueprint the world is using. The Green Energy Transition is a subset of the greater need for achieving a sustainable future where we do not compromise the needs of future generations to meet their own needs. While our focus is primarily on climate change and clean energy's role, we will touch on other aspects of sustainability.

You just mentioned an emphasis on climate change and clean energy's role; how will you cover this aspect in your session?

Specifically, concerning climate change, the Paris Agreement set the goal to strengthen the global response to the threat of climate change by limiting global warming to well below 2°C, preferable to 1.5°C, compared to pre-industrialized levels. I will review the progress and what still needs to be done to limit global warming to 1.5°C from the perspective of countries. Additionally, I will look at the U.N. projections to see the most likely scenario.

What other topics do you have on tap for attendees?

I will review corporate trends and net-zero pledges and validate plans, how investors view this, and what actions policymakers are taking. Enabling a green energy transition requires a new grid. I'll also discuss the traditional grid and how that will transform into a grid that can support distributed renewable energies. As we make new products, sustainable design and reducing their product carbon footprint becomes critical. I will cover the key concepts of sustainable design and how sustainability can be embedded in a company's PLM strategy.

And what about the implications for PLM?

I will show how PLM can reduce a company's PCF and the role of PLM in a growing circular economy.

Thanks, Mark. I look forward to hearing your presentation at the end of March.

Acquisitions

Atvero has been acquired by Cmap

23 February 2023

CMap, the leading provider of industry-tailored project and resource management software, have announced the acquisition of Atvero, a leading provider of document management software to Architects, Engineers & Construction firms.

Built on world-leading online business platforms SharePoint & Teams, Atvero streamlines document control, enabling its clients to improve quality, decrease risk and save time.

Atvero's cloud-based project information management software spans document management in SharePoint, email management from Outlook, secure transmittals of project information, and

integrations with leading CAD tools and CDEs. Leveraging Microsoft 365 project information can be accessed from any location and device, whilst clients retain complete ownership of their data within their SharePoint tenancies.

“Bringing Atvero into the CMap family enables us to offer Architects, Engineers and Construction firms a unique proposition—the industry’s first cloud-based, best-of-breed project, document & email management solution.” said Dave Graham, CEO of CMap. *“Our combined offering helps free our clients from the day-to-day complexities of running their companies and lets them focus on what they love: delivering outstanding projects.”*

Together, CMap and Atvero serve nearly 500 customers globally, and help them deliver over 100,000 projects annually. An integration between the two products is being released imminently, but each product will maintain its own independent roadmap and development team. Marcus Roberts, Director and Co-Founder of Atvero, will lead the Atvero business unit within CMap.

“We’ve seen huge demand for Atvero as more and more companies have embraced the cloud, and Microsoft SharePoint and Teams.” said Marcus Roberts, Head of Atvero. *“CMap are a clear leader in the AEC industry, and by joining forces we have the perfect partner to help further accelerate the development and adoption of Atvero.”*

CoreLogic Signs Deal to Acquire Digital Real Estate Marketing Firm Plezzel

24 February 2023

Leading independent property data and analytics powerhouse CoreLogic International has entered into a binding agreement to acquire boutique Victorian PropTech firm Plezzel, as part of its expansion across real estate technology solutions.

The agreement to acquire Plezzel is subject to a number of conditions, including regulatory approval.

Plezzel currently provides customizable digital advertising and marketing support and an inquiry response platform to thousands of real estate agents nationally.

When announcing the news, CoreLogic International Chief Executive Officer Lisa Claes said Plezzel was a leader in the property industry’s evolving digital market, offering agents autonomy and full control over their own branding, marketing and communications.

As an independent operator wholly supportive of the property industry and agency independence, Ms. Claes said Plezzel complemented CoreLogic’s existing suite of real estate software solutions.

“The proposed acquisition of Plezzel, once complete, is expected to bolster CoreLogic’s considerable investment designed to support the real estate industry through the use of data and sophisticated technology solutions,” she said. *“Our focus is unequivocally on the future and sourcing the best opportunities that will foster success and enable our real estate partners to engage, advertise and convert leads.”*

Plezzel was founded in 2011 by Geelong-based husband and wife PropTech entrepreneurs Greg and Cecille McCutcheon and has grown to support thousands of real estate directors, agents and property marketing teams across Australia.

The Plezzel platform provides digital automation and lead generation across the buyer and seller experience. The platform provides customised communication and digital marketing products to help agents grow, build their brands and drive more listings.

“This is an exciting development for Plezzel, and following completion, we look forward to working with CoreLogic to develop innovative digital products to meet the needs of agents in our industry,” Mrs. McCutcheon said.

Mr. McCutcheon added, “With significant industry experience, our team is excited to help real estate agents generate more listings and appraisals and sell property more effectively.”

CoreLogic’s products are underpinned by its unrivalled depth and breadth of property data, which combines information derived from public, contributory and proprietary sources and spans more than 40 years of collection, covering almost 100% of the Australian and New Zealand residential property markets.

Company News

Altair Channel Partner CaeTek Expands into Norway

2 March 2023

Altair, a global leader in computational science and artificial intelligence (AI), announced that Finnish channel partner CaeTek has expanded into Norway. In addition to Norway, CaeTek offers Altair technology in Finland, Denmark, Iceland, and the Baltic region. The Norwegian branch of CaeTek is supported by cDynamics, a Norwegian consultancy with a strong background in Altair’s software portfolio and structural and hydrodynamics simulation for the marine and telecommunication markets.

“We are very happy that CaeTek has expanded into Norway as we continue to make our solutions more accessible around the globe,” said Joakim Lindholm, managing director, Altair Nordics. “The CaeTek team has more than 35 years of experience in product development and will deliver best-in-class knowledge and support for our customers.”

“CaeTek’s expansion to Norway accelerates our efforts to offer world-class simulation technology based on proven excellence, quality, and agility in the market,” said Ari Tertsunen, board chairman, CaeTek AS.

Since its establishment in 2020, CaeTek’s mission is to empower all engineering companies to design, innovate, and optimize products and processes. In addition to selling software solutions, the company also provides local support and training for Altair simulation solutions to help customers maximize the value of their investments.

Announcing Mastercam's 2022 Wildest Parts Competition Winners

27 February 2023

Mastercam has announced the 2022 Wildest Parts Competition winners. The Wildest Parts Competition is held each year to encourage student interest and participation in manufacturing. The competition is open to students at the secondary and postsecondary levels to create parts demonstrating creativity and technical skill using Mastercam. The Wildest Parts Competition also has a division for professional Mastercam users to enter parts they created.

“Each year, we look forward to seeing all the entries we receive for Wildest Parts,” said Peter Mancini, Product Manager, Education at Mastercam. “There are so many talented and dedicated teachers, and the quality and originality of their students’ work with Mastercam is both amazing and inspiring. The professional division lets instructors and machinists think outside the box and push their Mastercam skills to make something extraordinary.”

In the **Educational** Division, a team from Vincennes University, Indiana, submitted a working electric skateboard. The project started out as a simple personal project until their instructor approached them about entering it into the competition! The students designed and manufactured everything on the board except for the electronics. Second place went to a team from National Xinying Industrial Vocational High School, Taiwan, who designed a violin. They wanted to design a product that would change the ‘cold’ impression that people have of the manufacturing industry, so they created a violin that is full of enthusiasm and warmth. Third place went to Kwan Syn Yen from National Tsing Hua University (Taiwan), who submitted a combination/master lock in the shape of an end-mill, paying tribute to CNC manufacturing.

In the **Professional** Division, David Berry from Southwestern Illinois College submitted a turbocharged impeller, which was created to push his skills and complete a part that was beyond his current knowledge. David always wanted to cut an impeller, so he designed a desk piece that featured a 12-blade, large wheel compressor design. Tzu-Wen, Chen from Taichung Municipal Taichung Industrial High School (Taiwan) tied for 2nd place by submitting a squirrel family. Mastercam and a 5-axis machine were used to make the squirrel, and the squirrel was a reminder to everyone living on the campus about the importance of ecological development and sustainability. Guan-Jun Fang from Taichung-Changhua-Nantou Regional Branch of the Ministry of Labor’s Workforce Development Agency (Taiwan) also tied for 2nd place by submitting a rocket which consists of a basic, body, and connector and were all made on a Turning and Milling center out of aluminum.

Every participant receives a Mastercam t-shirt, and the winning entrants receive cash awards, certificates, and other prizes for entering the competition.

AVEVA announces new CEO and vision for connected industries of the future

1 March 2023

AVEVA, a global leader in industrial software, has announced Caspar Herzberg as CEO.

With more than 25 years of experience in software and industry, Caspar brings a deep understanding of how technology can transform and reshape industries, enabling innovation and driving responsible use of resources.

Caspar joined AVEVA in 2021 as Chief Revenue Officer and assumed the role of Chief Operating Officer in 2022. AVEVA has recently been acquired by Schneider Electric, and as AVEVA CEO, he will also be a member of the Schneider Electric Executive Committee.

Prior to joining AVEVA, Caspar led all aspects of Schneider Electric's business in over 80 countries as President, Middle East & Africa. He started his business career at Accenture based out of its London office and worked in extensive digital transformations for the global energy sector. At Cisco, Caspar led sales and services for over ten years, developing smart cities strategies, technology innovation and business master plans for the private and public sector in China, Asia, Japan, Australia, the USA, and Europe.

Caspar replaces Peter Herweck, who will become CEO of Schneider Electric from May 4th, 2023.

Caspar Herzberg, CEO of AVEVA, said: "It is a privilege to take over from Peter Herweck, who has led the company through a time of transformation and renewal. We have a great opportunity ahead of us, having brought together three market-leading software portfolios—Schneider Electric Software, AVEVA and OSIsoft. We are now one of the world's top industrial software providers, trusted by over 90% of industrial companies from energy, water and food to manufacturing, pharmaceuticals and smart cities. We plan to drive value for our customers with integrated data, AI-infused applications, accelerating their journey to the cloud and providing Software-as-a-Service (SaaS) to reduce total cost of ownership.

"My vision for the future is a completely connected world, where industrial teams use integrated data to collaborate beyond their own four walls. Together with suppliers, partners and customers, they uncover new synergies, reduce waste and create new opportunities. At AVEVA, we are uniquely positioned to enable our customers to thrive in this new connected industrial economy. I'm looking forward, alongside our hugely talented teams, to empowering our customers to design better, operate more efficiently and solve the most critical challenges for industry, infrastructure and our planet."

Bentley Systems Announces Retirement of Founder Keith Bentley and Promotion of Julien Moutte to Chief Technology Officer

28 February 2023

Bentley Systems, Incorporated ("Bentley Systems" or the "Company"), the *infrastructure engineering software* company, announced forthcoming retirements:

- As of April 2023 founder Keith Bentley will step down as Chief Technology Officer to assume the role of Technology Advisor through his anticipated retirement later in the

year, and will continue thereafter his service on Bentley Systems' Board of Directors. His successor as Chief Technology Officer will be Julien Moutte, currently Vice President of Technology; and

- David Hollister, currently Chief Investment Officer, will retire as of March 31, 2023. He was succeeded as Chief Financial Officer by Werner Andre at the beginning of 2022.

CEO Greg Bentley said, "It is practically unique for any mature software company to have had, for its lifetime, a chief inventor who has also been its chief evangelist, both for the work of its engineer users and developers. Bentley Systems was founded in 1984 to commercialize Keith Bentley's software for infrastructure engineering, and Keith's contributions to the substance and articulation of our work have never slowed down, culminating in our market-leading iTwin Platform for infrastructure digital twins. Keith has been working closely and continuously with Julien Moutte over the past two years. Together they are committed to assuring that iTwin benefits will extend to every one of our application and cloud services users."

Soon-to-be CTO Julien Moutte joined Bentley Systems as Vice President of Technology in January 2021 from SAP, where he was head of technology for SAP Marketing Cloud. Julien's technical expertise ranges from cloud operations and high availability platforms to multimedia and mobile. He is an IT entrepreneur and investor and during the past 15 years has launched more than 10 companies in Europe and the United States. Based in Barcelona, Julien is fluent in Spanish, English, and French, and in 1998 graduated in computer science at Université Claude Bernard in Lyon, France. Julien worked in startup ventures, and at SAP, with Bentley Systems' Chief Operating Officer Nicholas Cumins, to whom he reports.

Julien Moutte said, "Working with a visionary CTO like Keith Bentley is a rare privilege and a humbling experience, which I have enjoyed greatly for the past two years. Our iTwin Platform is uniquely positioned to help us and our users advance infrastructure for a world in dire need. I'm honored to succeed him, privileged to continue benefiting from his wisdom, and as Bentley Systems' CTO I look forward to furthering his life's work."

David Hollister served as Bentley Systems' CFO between 2007 and 2022. Greg Bentley said, "David Hollister has zealously and adroitly stewarded our financial, portfolio development, and investment activities, and our IPO in 2020 would not have been possible without his drive and orchestration. I am further grateful to David for having nurtured such a capable CFO successor, Werner Andre, who has performed admirably over the past year. It is difficult to imagine David ever 'taking it easy,' but along with all his colleagues and Bentley Systems' external constituencies, I thank and congratulate him upon his retirement!"

Keith Bentley and David Hollister will participate in Bentley Systems' quarterly operating results presentation on February 28, 2023. To join the live Zoom video webinar of the event, please register through this [direct 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.

CAPGEMINI EXPANDS ITS 5G INNOVATION PROGRAM WITH NEW '5G SOLUTIONS CENTER' IN SAN FRANCISCO

28 February 2023

Capgemini announced the opening of a '5G Solutions Center' in North America to help organizations innovate with 5G and Edge technologies. Located in San Francisco at Capgemini's Applied Innovation Exchange (AIE), the center provides an environment for creating innovative use cases for 5G-based solutions through focused workshops with clients and partners, to put 5G at the heart of their business.

The San Francisco center's capabilities focus on the creation of high value use cases and personalized solutions to answer each specific client need. It draws on an innovation ecosystem of technology partners to experience all the new possibilities available to organizations, and Capgemini's expertise in building robust end-to-end 5G solutions within a cutting edge 5G connectivity environment. The center will support Network Equipment Providers (NEPs), Communication Services Providers (CSPs), enterprises, and industrial players to accelerate their deployment of next-generation services and solutions and monetize what 5G can bring to their business.

"5G and Edge computing are the technologies that inspire data-driven transformation, providing significant value to operational modernization and helping clients succeed in the Intelligent Industry," said Brian Bronson, President of Americas and APAC at Capgemini Engineering. "Our new 5G Solutions Center in San Francisco provides early access to state-of-the-art technology infrastructure and use cases for 5G-based solutions and demonstrates Capgemini's unique ability to help clients accelerate their 5G journey."

Capgemini and its partners are developing innovative use cases tailored to answer their specific client requirements and connectivity challenges with best return on investment. The '5G Solutions Center' is presenting use cases covering different industrial market segments, such as: Augmented Assistance to improve safety and performance, reduce downtime, minimize errors; Smart Surveillance to reinforce security and safety; Smart Health to increase speed of diagnostic, contributing to saving lives, improve user experience and offer on-remote access to specialists with remote consultation from any location.

The San Francisco center complements Capgemini's 5G Labs located in Europe (in Paris, France; and in Fundão, Portugal) and in India (Mumbai), which are designed to help organizations across every industry pivot their business to be ready to take advantage of the 5G and Edge revolution, enabling data-driven transformation to achieve Intelligent Industry[1].

Arleen Cauchi, Director Partner Co-Innovation at Verizon Business Group said: *"At Verizon we are engaged in providing early access to state-of-the-art technology and believe in the value of an ecosystem of partners to explore how 5G can disrupt and transform nearly every industry. The success of the Verizon Business Connected Healthcare Center in the UK, built in collaboration with Visionable, Capgemini and Juniper, demonstrates the benefits of such co-innovation hubs to ideate and co-create new models and 5G applications that will benefit customers and society. We're excited for the opportunity to also demonstrate co-innovated*

solutions at the new Capgemini 5G Solutions Center as part of our ongoing collaboration with Capgemini and our shared dedication to collaborative 5G innovation across industries.”

[1] ‘Intelligent Industry’ is the new era of digital transformation: characterized by a growing convergence of the physical and virtual worlds – product, software, data, and services – across all industries; and fueled by the rapid development of technologies, including cloud, artificial intelligence (AI), internet of things (IoT), edge computing and 5G.

CareAR Joins Qualcomm’s Snapdragon Spaces Pathfinder Program to Deliver Next-Level Augmented Reality Hands-free Solutions

27 February 2023

CareAR, A Xerox Company and Service Experience Management (SXM) market leader, announced its collaboration with Qualcomm Technologies, Inc. in joining the Snapdragon Spaces™ Pathfinder Program. Companies in the Pathfinder Program leverage Snapdragon Spaces XR Developer Platform, an open platform and ecosystem supporting augmented reality software solution providers delivering next generation immersive experiences for head worn displays. This collaboration with Qualcomm Technologies enables CareAR’s SXM enterprise platform customers to take advantage of an expanded range of hands-free augmented reality use cases across wearable devices leveraging features powered by Snapdragon®.

“The Qualcomm Technologies and CareAR collaboration will drive differentiated new hands-free self-guided and remote assist augmented reality experiences,” said Brian Vogelsang, senior director of XR product management, Qualcomm Technologies, Inc. “We are looking forward to working with CareAR and other Snapdragon Spaces ecosystem members to advance the state of the head-worn AR.”

“CareAR offers one of the leading service management platforms in the world right now in the extended reality space,” said Vishal Shah, General Manager of XR and Metaverse of Lenovo. “Lenovo is excited to partner with CareAR and deploy CareAR solutions on our ThinkReality A3 Smart Glasses and ThinkReality platform.”

Snapdragon Spaces brings resources for CareAR that speed creation of immersive spatial experiences for 3D AR glasses powered by Android smartphones, wearables, and other devices. Tools provided by Qualcomm Technologies include positional tracking, hand tracking, gesture control, and more. These features take advantage of Qualcomm Technologies’ Simultaneous Localization and Mapping (SLAM) enabled chipsets to inspire a new class of AR use cases within vendor independent Head Mounted Display (HMD) applications.

CareAR’s initial solution enabled by Snapdragon will be available in Q2 2023 with Lenovo ThinkReality A3 Smart Glasses wearables powering CareAR Assist and CareAR Instruct augmented reality remote assist and self-guidance. Leveraging Snapdragon features enable Lenovo and CareAR to deliver innovative hands-free graphical experiences in virtual space, including real-time anchored annotations that remain in place despite head movement.

“Snapdragon Spaces shifts the landscape on how true AR contextual guidance will be deployed and experienced across wearable devices,” said Sam Waicberg, Co-founder, and President of

CareAR. "CareAR's selection of Snapdragon Spaces enables us to rapidly bring our innovative augmented reality with patent-pending computer vision motion detection and verification to a broad range of organizations that will benefit from visually self-guided and remotely assisted hands-free spatial experiences."

The Snapdragon Spaces open ecosystem approach is designed to encourage AR innovation and collaboration among vendors that focus on delivering augmented reality software, wearable devices, and platform integrations.

EAGLE POINT SOFTWARE ENTERS INTO OFFICIAL PARTNERSHIP WITH SOLIDWORKS

28 February 2023

Eagle Point Software, creator of the Pinnacle Series e-learning solution, has been accepted into the SOLIDWORKS Partner Program, marking a continued progression of the organization's growth into the manufacturing sector.

Eagle Point's Pinnacle Series complements and is compatible with the SOLIDWORKS line of tools, widely considered essential technology for the manufacturing industry. SOLIDWORKS offers complete 3D software tools that enable the creation, simulation, publishing, and management of data and facilitate the design of better products.

Steve Biver, Eagle Point COO, shared how his company views this relationship with SOLIDWORKS. "This partnership, now in its early stages with room to grow, is exciting for our team as we have increased our focus on the manufacturing industry and showcasing the benefits of Pinnacle Series to companies that aim to improve the use of their design technologies."

Biver continued, "Our Pinnacle Series platform provides many innovative solutions for manufacturing companies and helps teams within these types of organizations best streamline their design processes. The Eagle Point team continuously aims to innovate and is ultimately looking to help shape and transform the world of product development and assist manufacturing companies as they drive productivity to the next level."

Pinnacle Series is an AEC and manufacturing e-learning solution that features a comprehensive library of videos, documents and other manufacturing development resources that enable long-term employee training, on-demand problem-solving and digital transformation.

Ericsson Announces Compliance Leadership Changes

28 February 2023

Ericsson announces that after almost four years as Ericsson's Chief Compliance Officer (CCO), Laurie Waddy will be leaving the company. Ms. Waddy joined Ericsson in April 2019 and played an important role in strengthening the company's ethics and compliance function. She will be replaced on an interim basis by Jan Sprafke.

Börje Ekholm, President and CEO, commented: "We thank Laurie for her contributions to Ericsson over the past several years building the Compliance function and program and wish her the best as she starts her next chapter. The whole executive team remains focused on the

key priority of embedding a culture of ethics and integrity into our business, which we believe is critical to our market leadership.”

Ms. Waddy added: “Over the past four years Ericsson has made tremendous progress building toward a best-in-class compliance program. The Company is well positioned to continue this journey, and I am excited to explore new opportunities.”

A search for a successor is underway. As interim CCO, Jan Sprafke will report to Scott Dresser, Group Chief Legal Officer and the Audit and Compliance Committee of the Board of Directors until a permanent replacement is identified. Ms. Waddy will be working with Jan Sprafke to ensure a smooth transition of the compliance functions and monitorship activities.

Hexagon announces new leadership appointments in sustainability and investor relations

27 February 2023

Hexagon AB, a global leader in digital reality solutions, combining sensor, software and autonomous technologies, today announced the appointment of Eva Carranza as Hexagon’s Head of Sustainability and Tom Hull as Hexagon’s Head of Investor Relations.

Eva Carranza, currently Global Director ESG & Sustainability for Hexagon’s Geosystems division, will become Head of Sustainability for Hexagon. She will lead Hexagon’s continued transformation into a sustainability-led organisation, accelerate progress toward the company’s ESG goals and translate Hexagon’s sustainability portfolio vision into pragmatic and tangible outcomes that drive industry-wide action. Eva brings more than fifteen years of experience in sustainability and corporate strategy, with a focus on driving businesses toward improving total value to society. She has a strong background in corporate responsibility, stakeholder engagement, and turning sustainability into a business opportunity at both a divisional and corporate level.

Based in Switzerland, Eva will be supported by Felix von Stedingk, Corporate Communications and Sustainability Manager, based in Sweden.

Tom Hull joins Hexagon as Head of Investor Relations, responsible for investor and analyst engagement and assisting the capital markets community in understanding Hexagon’s financial performance, governance practices and long-term growth strategy. Tom brings over fifteen years of investor relations experience in both the US and European markets across companies spanning industrial equipment, electrical utility networks and high-growth SaaS robotic process automation software. With an accounting background, Tom built the investor relations function and investor base of Blue Prism from the ground up and helped lead the successful acquisition of Blue Prism by SS&C Technologies in 2022.

Based in the UK, Tom’s appointment will commence in March. He is supported by Anton Heikenstrom, Investor Relations Manager, based in Sweden.

“Sustainability and investor relations share the responsibility of creating long-term business value, corporate focus and resilience,” says Hexagon CEO Paolo Guglielmini. “Sustainability is central to Hexagon’s purpose, investment community, and growth agenda. I am pleased to

have Tom and Eva joining the team to accelerate our strategic commitments and grow the value of Hexagon.”

LeverX Moves Headquarters From Silicon Valley to Miami

21 February 2023

Global system integrator LeverX is pleased to announce the relocation of its corporate headquarters to Miami, Florida. By moving from California to Florida, LeverX is taking the next step in its international expansion while extending the company’s presence as part of Florida’s growing technology hub.

“Miami’s tech space is growing at a rapid pace, with companies such as LeverX choosing South Florida as the next logical step for their business,” said Laura DiBella, Florida Secretary of Commerce and President & CEO of Enterprise Florida. *“Florida was ranked #1 for new tech business establishments in 2021 by CompTIA, and we only expect to see more growth occur in the years to come. With our tremendous quality of life, skilled workforce, and business-friendly environment, Florida is primed to support the flourishing tech industry.”*

Recent explosion in business and technology has made Miami an increasingly desirable place to live, work, and travel. And, with an intention to offering innovative, cutting-edge digital solutions, LeverX will contribute to Miami's growing business and tech scene.

“Miami-Dade is a connected and global gateway, teeming with stories of talent, innovation, and drive. As we build a Miami-Dade that is workforce, idea, and future-ready – we’re excited to welcome tech leaders like LeverX, so that together, we can author the next chapter of tech in America,” – said Miami-Dade County Mayor Daniella Levine Cava.

Apart from a thriving tech and business culture, LeverX will benefit from Miami's location. Thanks to global accessibility, Miami International Airport is now one of the busiest airports in the world, making the city a convenient place for business operations and meetings. Miami’s convenient central location will allow LeverX to increase the effectiveness of communications with customers across multiple countries and time zones and streamline operations between its offices across North America, Europe, Central Asia, and the Middle East.

“Miami is a natural fit for a global tech leader like LeverX,” said James Kohnstamm, EVP, Miami-Dade Beacon Council, the County’s official economic development organization. *“One of the fastest growing innovation hubs in the country, Miami is a diverse community that is entrepreneurial at its core and is invested in the success of companies that choose to call it home. Boasting local, national and international talent with strong SAP expertise, we look forward to having LeverX engage with our thriving tech cluster and contribute to its continued growth.”*

LeverX's Co-founder and Chairman of the Board, Dr. Victor Lozinski, commented on the decision to choose Miami as the new location for the company's Global Headquarters:

“After exploring possible locations, we have selected Miami, Florida, as the new site for our LeverX Global Headquarters. Its welcoming environment and popular attractions make Miami an appealing setting to host corporate events and customer meetings. Our new home will

enable us to better meet the needs of our customers and collaborate with our partners, both in the U.S. and around the world. We are excited to become part of Miami's growing tech community and look forward to the next chapter in the company's history," said Dr. Victor Lozinski.

The LeverX office in Mountain View will continue working with clients located in California and on the West Coast, while offering cutting-edge technologies and building innovative solutions for startups and established companies.

ModuleWorks accepts initial investors into Strategic Partner Program aimed at accelerating Digital Transformation in Manufacturing

22 February 2023

DMG MORI, one of the world's largest CNC machine tool manufacturers is leading the first round of investment. Autodesk, and PTC, two of the largest CAD/CAM vendors, are also participating. Further partners are expected to join soon, and the Strategic Partnership Program will be completed by the end of 2023. The program focuses exclusively on offering minority stake investments to key partners from different market segments: there will be no change in control of ModuleWorks.

ModuleWorks, a global leader in toolpath and simulation software components for digital manufacturing systems, has launched its Strategic Partner Program, which invites a selection of key partners licensing ModuleWorks technology to make a minority investment into ModuleWorks equity and help accelerate Digital Transformation in Manufacturing.

The investment proceeds will be used to increase ModuleWorks' Research & Development capacity with the objective of accelerating digital transformation in manufacturing by focusing on four key areas: CAM & CNC Automation, Advanced Additive Manufacturing, Cloud Computing, and Robotics.

Yavuz Murtezaoglu, Founder and Managing Director of ModuleWorks explains, "In the last 20 years since our foundation, ModuleWorks' neutrality and independence has allowed us to become the best-in-class supplier of toolpath and simulation components in CAD/CAM software and CNC hardware solutions. The Strategic Partnership Program enables us to maintain our neutrality and independence, while at the same time, extend our relationships with key partners and receive additional funding to increase our pace of innovation even further. We have developed 1500 person-years of manufacturing technology since our beginnings. With the Strategic Partnership Program investment, we aim to double that within a fraction of the time."

"ModuleWorks is a worldwide unique provider of embeddable toolpath and simulation components. DMG MORI and ModuleWorks share the same vision of CAD/CAM automation solutions. Together, with the global footprint of DMG MORI we will open a wide range of scalable opportunities for the shopfloors of our customers," said Christian Thönes, Chairman of the Executive Board of DMG MORI AKTIENGESELLSCHAFT.

“By investing in ModuleWorks, Autodesk is not only investing in a premier partner, but also in elevating the entire manufacturing industry,” said Andrew Anagnost, Autodesk president and CEO. “As the industry looks to expand and re-align its supply chains, I can’t think of a better time to be making this kind of investment. We are proud that Fusion will continue to not only leverage ModuleWorks’ technology, but that it will also continue to be the leader in helping manufacturers move their processes to the cloud.”

“PTC and ModuleWorks have enjoyed a longstanding relationship and we are pleased to contribute to this investment round,” said Jim Heppelmann, CEO, PTC. “We expect ModuleWorks will continue to be an important partner as we execute our SaaS transformation strategy and bring new solutions to the manufacturing ecosystem.”

Further news on the ModuleWorks Strategic Partner Program will be available later this year. Meanwhile, if you would like to know more, contact details are available below.

ModuleWorks Plans to Accelerate Development of Manufacturing Technology for Digital Dentistry

2 March 2023

ModuleWorks announces plans to step up its software development for digital dentistry as part of the company’s global growth strategy.

Since it was founded in 2003, ModuleWorks has developed over 1500 person-years of core manufacturing technology with a worldwide team focusing on machining algorithms. The recent launch of its [Strategic Partnership Program](#) will raise funds from key partners to increase the company’s Research and Development capacity. As part of its continued growth strategy, ModuleWorks has also expanded its Headquarters in Aachen, Germany, this year, with R&D facilities dedicated for dental and industrial CNC machines, 3D printers and robotics hardware.

"ModuleWorks software is integrated in systems that manufacture the objects everywhere around us: From molds for consumer items to airplane parts and, of course, dental prosthetics. It is notable that Digital Dentistry was our starting point in CAM automation - one of the four strategic development areas ModuleWorks is investing in. The remaining three areas of cloud computing, advanced additive manufacturing and robotics are already bringing value to the digital dentistry ecosystem. I foresee a strong solidification of these technology-sets in digital dentistry, exactly as we saw our 5-axis milling technology become established as a market standard in the last 10 years."

Ben Weber, Commercial Head of Business, Digital Dentistry

ModuleWorks Digital Dentistry technology has already been integrated into [Oqton’s](#) AI-powered, cloud-based manufacturing solution for dental CNC milling. In advanced additive manufacturing, ModuleWorks teamed up with TRUMPF to adapt its [TruTops Print](#) software to the specific requirements of TRUMPF 3D printing systems. Robotics technology is also gaining momentum in digital dentistry. One example is in the specialized orthodontic application of clear aligner trimming, where ModuleWorks Digital Dentistry complements its existing 5-axis toolpath and robotics portfolio with new AI-powered trimline generation software.

"Digital dentistry is an excellent example of successfully transferring manufacturing technology to a new segment with a growing workforce that does not want or need in-depth CAM training. This fast-growing segment is open to new technology and has a direct influence in popularizing the core manufacturing software we develop. Digital dentistry is already Industry 4.0 and at the forefront of material sciences technology as well as modern manufacturing methods. We aim to further support this development and the ongoing development of the technology."

Dr. Yavuz Murtezaoglu, Founder and CEO of ModuleWorks

ModuleWorks at IDS 2023

The latest developments from ModuleWorks Digital Dentistry will be presented at the International Dental Show (IDS) 2023, taking place on **March 14–18 in Cologne, Germany**. ModuleWorks is in **Hall 1.2, Stand A031**.

Nemetschek Group Invests in Startup Preoptima to Drive Sustainability in the Construction Industry

2 March 2023

The Nemetschek Group, a leading global software provider for the AEC/O and media & entertainment industries, announced their investment in the start-up Preoptima, a carbon hub for the built environment. This investment further expands the Nemetschek Group's venture strategy of driving sustainability and innovation in the construction industry.

Preoptima's software is set to drive radical reductions of carbon in the built environment globally. The funding will be used to launch their WholeLifeCarbon API, which will provide uniquely accurate carbon calculations seamlessly integrated with existing workflows and toolsets.

This will extend the current products, which use generative design and Artificial Intelligence to optimize carbon emissions from the earliest design onwards.

"Worldwide, more than half of all people live in cities. At the same time, buildings are now responsible for 37% of global CO₂ emissions. As urbanization continues, this trend will intensify. The construction industry must act and decarbonize its value chain", states László Vértési, Head of Industry Solutions Planning & Design Division at the Nemetschek Group. "Preoptima provides real value to our core market, the building design community, by enabling a precise assessment of full carbon impact of projects in the early design phase", he adds.

Since its launch in the second half of 2022, Preoptima has quickly achieved national and international visibility. Preoptima is an Innovative Startup Member of the UK Green Building Council (UKGBC) and has been featured in the UKGBC's Solutions Library. Preoptima is also one of Tech Nation's Rising Stars 5.0 City Winners. With pilot projects worldwide, Preoptima aims to accelerate its global growth to avoid carbon emissions through the building lifecycle.

"Preoptima's mission is to radically reduce CO₂ emissions from the built environment, which is one of the most impactful levers for reducing emissions globally. By using generative artificial intelligence at the intersection of architecture and engineering, our solutions offer a new

approach to tackling the issue of decarbonizing a whole industry,” said Aileen Ryan, co-founder and CEO of Preoptima.”

Tanja Kufner, Head of Startups & Venture Investments at the Nemetschek Group, adds, “Preoptima’s cloud-based software platform that predetermines, measures, manages, and mitigates carbon emissions throughout the lifetime by using AI is tackling one of the biggest challenges for the construction industry. Their solution can be used at every stage in the building lifecycle, allowing significant and quantitative carbon discussions between all stakeholders in the built environment.”

The Nemetschek Group brings a global reach as an investor in Preoptima and the investment is a perfect fit with their own solutions, such as the Vectorworks Embodied Carbon Calculator or Spacewell Energy Solutions but also with their engagement as one of the supporters of Madaster, the global cadaster for building materials.

Philadelphia High School Receives Donation to Develop Advanced Manufacturing Program

22 February 2023

Mastercam, the world’s #1 CAM software, and Andrew Crowe, influential manufacturing leader and speaker to the White House and Pentagon, will present Benjamin Franklin High School with software, equipment, and vision to establish an advanced manufacturing program. This donation will enable students to acquire the advanced training required to enter the manufacturing field after graduating high school.

On Monday, February 27, Andrew Crowe, often referred to as the leader of the New American Manufacturing Renaissance, will share his vision with students at the Benjamin Franklin High School, to connect them to the opportunities available in a career in advanced manufacturing. Mastercam will provide the school with Mastercam software, training resources, and equipment to help the students develop advanced manufacturing skills they can use to build a successful future.

The National Association of Manufacturers estimates that 2.1 million jobs may go unfilled by 2030 due to a lack of skilled manufacturing workforce. Additionally, a career as a machinist in Philadelphia earns an average \$52,000 annually (Intuit). The vision of Mr. Crowe and the resources provided by Mastercam will enable the students at Benjamin Franklin High School to fill this manufacturing skills gap in the years to come.

“Andrew Crowe will help the students understand the infinite number of opportunities to work as machinists, engineers, designers, and more by learning to use the valuable tools now available at Benjamin Franklin High School,” said Laura Hood, Chief Administrative Officer at Mastercam. “Helping Benjamin Franklin develop this advanced manufacturing program means we will help inspire the next generation of makers and innovators to seek a career in manufacturing.”

Schneider Electric and Capgemini Collaborate to Accelerate 5G Industrial Automation, Supported by Qualcomm

27 February 2023

At MWC Barcelona 2023, Schneider Electric, Capgemini, and Qualcomm Technologies, Inc. announced their collaboration on a first-of-its-kind 5G-enabled automated hoisting solution. The companies have joined efforts on design and installation of the solution at Schneider Electric's hoisting lab in Grenoble, France. Replacing wired connections with wireless and unifying existing wireless connections from Schneider Electric's industrial automation system, the 5G Private Network solution demonstrates how it can simplify and optimize digital technology deployment at scale across industrial sites—from steel plants to ports.

From avionics and automotive to steel manufacturing and shipping, hoisting applications play a critical role in supply chain and manufacturing operations, where heavy materials and goods are transported over what can be hundreds of meters. These crane applications are designed to operate in challenging industrial environments, for example, under extreme temperatures and over large distances.

“Digital transformation is helping Schneider Electric customers generate step-change advancements in productivity, efficiency, and sustainability, but not one company can do it alone,” said Marc Lafont, Vice President, Innovation and Upstream Marketing, Schneider Electric. “Schneider Electric has always been a proponent of collaboration and the innovation that comes with it. This breakthrough end-to-end 5G private network hoisting solution is a perfect example of the power of working together as we pilot it at end user sites this year. In addition, in the short-term, we will validate more industrial 5G use cases in various discrete manufacturing, hybrid automation, and process automation applications. In the mid-term, we will experiment with deeper integration of 5G technology inside our automation equipment.”

Wireless, automated hoisting

Automated hoisting systems increase productivity, safety, and operational performance but require fast reaction times, high precision and reliability, 24/7 availability, and both manual and autonomous capabilities. Furthermore, several systems need to coexist on the same network with video cameras for monitoring and remote operation, and PLCs (Programmable Logic Controllers) for various control functions, including automation, remote control, and safety functions. 5G's native low latency characteristics allow the system to replace fiber cables in remote-control operations, addressing the need to simplify network complexity, reduce wires, and provide long-term reliable connectivity.

“This collaboration with Schneider Electric demonstrates Capgemini's unique ability to partner with clients to take advantage of technologies to innovate and create new use cases for their industry. The 5G end-to-end solution customized for Schneider Electric's hoisting system is a good example of the added value of 5G for industrial communication and really illustrates its potential to transform an industry segment,” said Fotis Karonis, Group Leader of 5G and Edge Computing at Capgemini. “Advanced connectivity, 5G, and edge computing technologies are strong enablers and accelerators for this move towards a digital economy and innovative use

cases. They allow industrial clients to redesign systems and processes and make them more efficient, agile, and intelligent.”

“The opportunity to utilize 5G to propel enterprise connectivity forward is tremendous, thus we are investing in this emerging ecosystem by providing practical innovations for 5G Private Networks,” said Enrico Salvatori, Senior Vice President, Qualcomm Europe, Inc. and President, Qualcomm Europe/MEA. “Our latest technologies are accelerating the numerous benefits modern 5G Private Networks offer to partners like Schneider Electric and Capgemini. By enabling a pre-integrated solution with multi-vendor choice along with Open RAN automation and management technology to streamline deployment, management, and customizability of private networks, we’re helping reduce complexities and accelerate time to market globally.”

Capgemini has worked closely with Schneider Electric to design an optimized end-to-end 5G solution and identify business outcomes on Schneider Electric’s industrial use case. It has also provided the systems integration support based on Qualcomm Technologies latest innovations and assisted Schneider Electric to integrate the 5G network with their use cases, to characterize and optimize the system. Schneider Electric’s expertise in industrial automation combined with Qualcomm Technologies’ heritage in wireless technologies, compute and AI innovations, plus Capgemini’s hands-on experience of network deployment and systems integration intersect to improve performance while eliminating complexities, resulting in faster time to market and improved KPIs for automated hoisting customers.

The 5G private network hoisting solution:

- Replaces wired and other wireless connections for several critical PLC control flows and time sensitive video flows powering numerous use cases
- Operates in 3.8GHz radio frequency band, with an enterprise-grade Athonet core network and Airspan Small Cells using the Qualcomm® FSM™100 5G RAN Platform, significantly improving connectivity performance and enabling new use cases

Beyond its core industrial functions, the Private 5G automated hoisting system can now be leveraged to deliver additional digital use cases, such as augmented operators enabled by XR (eXtended Reality) and wearable devices

Spatial Business Systems Partners with IMAGINiT Technologies to Provide Utility Industry with Design Technology Adoption Services

1 March 2023

Spatial Business Systems, LLC (“SBS”), the leading provider of intelligent design solutions for the utility and critical infrastructure market has partnered with IMAGINiT Technologies to leverage their extensive content development, instructional delivery and implementation teams. Through this partnership, IMAGINiT will create eLearning content and training courses for the SBS products and will also provide delivery of instructional classes to SBS customers and service partners.

“We’re honored that SBS selected IMAGINiT as their principal training partner as it demonstrates their trust in us earned during our collaboration on many successful

implementation and adoption initiatives for shared clients,” says Dennis Helmick, vice president, government and utilities, IMAGINiT Technologies. “Customers will now benefit from this alignment ensuring a high level of consistency when it comes to deploying game changing technology and its successful adoption. IMAGINiT’s comprehensive range of capabilities including simulation, scanning, digital twins and other utility modernization solutions, along with a deep history in learning content development, complements the power of the SBS products and will ensure customers have a consistent experience when deploying new technology.”

Pathway to Success

IMAGINiT’s sister division, ASCENT – Center for Technical Knowledge, a leading developer of learning content for design engineering tools including Autodesk software, will collaborate with SBS and IMAGINiT subject matter experts to enhance existing training content that further enriches the educational experience for SBS’ Substation Design Suite™ and Automated Utility Design™ customers. The first two courses available will include *Automated Utility Design* and *Substation Design Suite*.

The partnership will then evolve to include a new structured educational program for a variety of SBS software products. The new training will feature a full range of learning modules to fit every customer’s needs from open enrollment and instructor-led courses to self-paced eLearning options.

“We were looking for a dedicated customer-centric partner with the same high level of professionalism and execution excellence as SBS,” says Dennis Beck, chief executive officer, SBS. “After working with both ASCENT and IMAGINiT on various electric utility engagements, as well as through joint participation in Substation Design Solution Industry Consortium (SDSIC) events, we’re pleased to have found the right team who will ensure our customers reach success even under the most challenging situations. This partnership provides additional exceptional value for our customers as they learn to effectively and efficiently adopt our latest software and best practices in the race to modernize.”

IMAGINiT’s Expert Consulting

In addition to customer training, IMAGINiT’s utility experts will provide strategic consulting for Substation Design Suite implementations. The team brings broad technical consulting capabilities that will help improve utilization and leverage proven technologies to meet the need for smarter, safer, and more secure infrastructure. This collaborative partnership enables SBS to continue to focus on their software development initiatives benefitting customers with the best path forward in substation design solutions.

ZWSOFT and Redington Partner to Expand Business in the Middle East and Africa

1 March 2023

ZWSOFT has announced its partnership with Redington, the leading technology aggregator in the Middle East and Africa, for distributing ZWSOFT’s software solutions in the region. This collaboration aims to benefit customers by offering them reliable all-in-one CAX

(CAD/CAE/CAM) solutions to catalyze the digitalization of AEC and MFG industries across the region.

The partnership will give users in the Middle East and Africa access to ZWSOFT's comprehensive range of products, including ZWCAD, a powerful yet cost-effective CAD software with vertical add-ons that can smooth the collaboration among professionals, boost design efficiency and satisfy the needs for BIM; and ZW3D, powered by self-developed 3D geometric, is an integrated 3D CAD CAM solution for the whole process of product development.

"We are excited about this collaboration with Redington which will help us to serve the local customers from AEC and MFG industries better," said Johnson He, Middle East & Africa Business Director of ZWSOFT. "We aim to empower users with robust yet cost-effective CAX (CAD/CAE/CAM) solutions to improve the work efficiency and quality growth of the companies. With the joint efforts of our global technical strength, local supporting team, and partner networks, we are devoted to contributing to mega projects like Saudi Vision 2030, UAE Industry 4.0, etc." With the combination of ZWSOFT's comprehensive range of products and Redington's reach, this partnership is set to provide users from these regions with an unparalleled experience.

Sayantan Dev, the President of Redington Value, said, "Our partnership with ZWSOFT marks an important opportunity for Redington to expand our ever-growing Industry 4.0 portfolio. Redington Value's goal is to help partners and customers transform into the new era of the smart digital world. With over 70+ vendors in its portfolio, Redington is a key cog in the wheels of technology adoption in every industry. Redington is a technology aggregator, and our priority is to address technology friction and accelerate transformation for enterprises across the Middle East and Africa."

Event News

CONTACT Software at the Hannover Messe 2023

28 February 2023

At the world's largest industrial trade fair, CONTACT Software is making the benefits of digitization tangible with its low-code platform Elements: through an electric formula racing car, its digital twin, and a racetrack simulation.

The industry can better address supply bottlenecks, rising costs, climate change, and other risks through digitization and align its business models in a resilient manner. Under the motto "Where PLM meets IoT", CONTACT Software will demonstrate from April 17-21 in Hanover how the product lifecycle can be made more sustainable from an economic and ecological perspective with end-to-end PLM and IoT applications.

"Eyecatcher" in hall 17/booth H20 is an electrically powered racing car from Bremergy, which CONTACT and the Formula Student Electric Team of the University of Bremen have converted into a driving simulator. The bolide is networked via the CONTACT Elements platform. One

monitor shows its product structure in PLM, while the IoT dashboard on the second monitor visualizes the analysis of its operating data.

"Our fair guests can take a few laps around the virtual course and see, for example, how their driving behavior affects power consumption," says Dr. Andreas Müller, CONTACT's head of marketing. "We will also demonstrate the seamless interaction of our PLM and IoT products on a technical modification to illustrate the benefits of closed-loop engineering."

At CONTACT's various demo stations, visitors can get information about suitable solutions for their company. CONTACT Elements offers over 50 software modules based on industry standards, that are flexible to combine. They can be used throughout any system landscape on-premises or in the cloud: for collaborative product development, agile project management, digital production control in real-time, simulation data management, data-driven services, and more.

At the center of many IoT use cases is the Digital Twin. To harness its full potential as a key technology for Industry 4.0, CONTACT Research is working on further developing the [Asset Administration Shell](#) (AAS). At the OWL joint stand D27 in hall 7, the software provider will present the first AAS applications realized with partners from mechanical engineering and automation technology.

"In every industrial sector, digitization and sustainability are topics on the agenda," says Dr. Müller. "In Hanover, we want to show how companies can address the associated challenges and at the same time use them as a great opportunity for future-proof business models." Interested parties will obtain a [free fair ticket](#) on CONTACT's website and can also arrange demo appointments there.

Dassault Systèmes at MWC 2023: Accelerating High-Tech Innovation with Virtual Twin Experiences

24 February 2023

Dassault Systèmes will showcase how its 3DEXPERIENCE platform enables high-tech manufacturers to accelerate sustainable innovation, at Mobile World Congress 2023 in Barcelona February 27-March 2.

As next-generation computing and private 5G digital infrastructure drive the adoption of Industry 4.0 by manufacturers, the complexities of digital transformation and process automation require surpassing traditional digital approaches. Virtual twin experiences with the 3DEXPERIENCE platform leverage scientific and physically accurate data, collaboration, modeling and simulation to simplify imagining, validating and operating products, processes and businesses.

Through immersive experiences, roundtables and panel discussions, Dassault Systèmes will illustrate the role of virtual twin experiences in this transformation, across the value chain – from semiconductors to connected systems and networks. The company's highlights include:

- [Stand 5180 in hall 5](#), five use cases on private networks and edge computing, smart manufacturing virtual twins, connected device engineering, semiconductor innovation and simulation-driven innovation;
- Also at [stand 5180 in hall 5](#), a private network virtual reality experience of an aerospace assembly line, to simulate and study the collaborative implementation of new, efficient 5G network infrastructure in a plant;
- [Plenary session](#) dedicated to future high-tech trends, featuring the presentation “Virtual twin experiences from chips to networks” from Olivier Ribet, Executive Vice President, EMEAR; followed by the roundtable discussions “Digital infrastructures boosting industry 4.0 adoption” moderated by Stéphane Sireau, Vice President High-Tech Industry; and “Sustainability: from e-waste to circularity,” moderated by Philippine de T'Serclaes, Chief Sustainability Officer;
- Panel discussions: “[Reach for the impossible](#)” on next-generation smart mobility, its challenges, and how to become a forward-thinker, featuring Florence Verzelen, Executive Vice President, Industry, Marketing and Sustainability; and “[Delivery Beyond Speed](#)” on the use of big data and advanced mobile technology for a competitive business advantage, featuring Taherah Kuhl, Vice President Business Services Industry.

Ericsson and Aeris Communications showcase combined IoT capabilities at Mobile World Congress

28 February 2023

At Mobile World Congress (MWC) in Barcelona, Ericsson and Aeris Communications see growing excitement among partners and customers about the joint capabilities of their combined companies. Ericsson announced in December 2022 the transfer of its IoT Accelerator and Connected Vehicle Cloud businesses to Aeris, a leading provider of IoT solutions based in San Jose, California. Close is expected in Q1 2023.

The combined capabilities of Aeris’ and Ericsson’s IoT business will create a leader in the fragmented IoT market that brings unprecedented scale, stability, reliability and security to launch and manage IoT programs around the world. Aeris’ secure Intelligent IoT Network and value-added services, targeting industry verticals such as transportation, utilities, automotive and healthcare, provide opportunities for communications service providers (CSPs) to monetize new services on top of global connectivity offered through Ericsson’s award-winning IoT Accelerator platform today.

At MWC, the combined team is showcasing new security capabilities that protect IoT programs from cybersecurity threats and other vulnerabilities. Already receiving positive feedback from customers, this is one of the first innovations the combined team will be offering to tens of millions of IoT devices on the IoT Accelerator platform.

Comments from partners

“We have a long history of working together and a very successful joint venture with Aeris in Japan, and we enjoy the benefits of a global ecosystem as a key Ericsson IoT Accelerator

partner,” says Daichi Nozaki, Vice President and Head of the Global Business Division at SoftBank Corp. and President and CEO of SB Telecom America Corp. “We are looking forward to the innovation Aeris and Ericsson will together bring to the IoT market and connected vehicle industry.”

Mats Lundquist, CEO of Telenor Connexion, says: “We are excited to start our partnership with Aeris to provide innovative IoT solutions to businesses worldwide. By combining Aeris’ operational leadership and technology with Telenor’s extensive network coverage and global support infrastructure, we will unlock new levels of value for our customers. With our successful track record of global IoT deployments, we’re excited to continue pushing the boundaries of innovation and meeting the evolving needs of businesses in today’s fast-paced digital landscape. Together with Aeris, we will strengthen our commitment to provide world-class IoT solutions that help businesses achieve their goals.”

Mark Chapman, Executive – Industry, IoT & Unified Communications at Telstra, says: “We have a long partnership with Ericsson, and we look forward to continuing that and working with Aeris Communications, particularly on our pioneering Device Connect which helps customers efficiently manage their network of IoT devices. With Australia’s largest IoT network, our team of dedicated IoT specialists and as a foundational carrier partner in the IoT Accelerator ecosystem, we’re committed to being a leader in enterprise IoT solutions and partnering with customers to solve their real-world business challenges.”

Upon close, Aeris will provide the full lifecycle support for IoT programs across multiple industries, use cases and geographies to Ericsson’s current IoT customers and partners.

Come visit Ericsson IoT and Aeris at the Ericsson Hall (hall 2) during Mobile World Congress in Barcelona through March 2, 2023.

HONEYWELL ANNOUNCES PARTICIPATION AT UPCOMING INVESTOR CONFERENCES

28 February 2023

Honeywell announced its participation at upcoming investor conferences in March.

- Darius Adamczyk, chairman and chief executive officer of Honeywell, and Vimal Kapur, president and chief operating officer of Honeywell, will present at the J.P. Morgan Industrials Conference in New York City on Tuesday, March 14, 2023, from 8:00 a.m. - 8:40 a.m. EDT.
- Mike Madsen, president and chief executive officer of Honeywell Aerospace, will present at the BofA Global Research Global Industrials Conference in London, England, on Tuesday, March 21, 2023, from 8:00 a.m. - 8:40 a.m. GMT (4:00 - 4:40 a.m. EDT).

Real-time audio webcasts of the presentations can be accessed at <http://www.honeywell.com/investor>, where related materials will be posted prior to the presentations and a replay of the webcasts will be available for 30 days following the presentations.

Inensia's participation in the 2023 NAFEMS World Congress

20 February 2023

We are thrilled to announce that Inensia will be attending NAFEMS World Congress 2023 in Tampa, Florida.

Our attendees Hernan Giagnorio and Leonel Garategaray will share more about their experience as a SPDM Expert and Business Consultant with two presentations:

- “Succeed in Your SPDM Journey”, will focus on the Simulation Process and Data Management and a success story from one of our esteemed industrial partners, Toyota Motor Europe.
- “Enable Design/Simulation Digital Continuity Thanks to SPDM Change Control”, which provides an approach for managing change in simulation data, and a vision for how this could support Change Control in Certification By Analysis.

Having the opportunity to share our insights and experiences with the NAFEMS community is a great honor, and we hope that our presentation will inspire attendees to optimize their own SPDM journeys. We are eager to meet other professionals and discuss the latest trends and developments in the field!

Be sure to join us at the NAFEMS World of Engineering Simulation 2023 Conference on 15-18 May. We look forward to seeing you there!

PDAC 2023: Seequent to showcase the power of subsurface software in exploration, celebrates ten years of Leapfrog Geo

27 February 2023

[Seequent](#), The Bentley Subsurface Company, will host an exciting series of presentations, demonstrations, workshops, and training sessions at The Prospectors & Developers Association of Canada Convention (PDAC) at the Metro Toronto Convention Centre (MTCC) March 5 to March 8, 2023.

Seequent invites visitors to Exhibition Booth #829, with a [presentation schedule](#) that highlights the value of Seequent software in exploration, including:

- How the world's leading gold company, Newmont, moved beyond spreadsheets and PowerPoint to discover faster using 3D visualisation for the first time in its 100-year history. With **Newmont Chief Geoscientist Richard Inglis** (March 7, 4pm).
- The integration of geological Modelling and Mineral Resource Estimation for LCT Pegmatites and how it helped chemicals company Albemarle understand and manage risk. With **Albemarle Group Geologist Matthew Hastings** (March 7, 1:30pm).
- How mineral exploration and development company Treasury Metals is working on unlocking the potential of gold in the Wabigoon belt using Seequent's seamless solutions to build a unified geological model that has been key to their success. With **Treasury Metals Exploration Manager Adam Larsen** (March 6, 1:30pm).

Along with a busy presentation schedule, visitors can view a core shack fitted with an Imago camera to see the image capture process live, and [register](#) for free Data Management workshops on March 9 and 10, as well as Oasis montaj, Leapfrog Geo and Edge training, from fundamentals to advanced strategies, on March 4, 9 and 10.

Seequent will also be celebrating 10 years of Leapfrog Geo, the leading 3D geological modelling software for the mining and exploration industries.

For more information on Seequent's presence at PDAC 2023, presentations and demonstrations, visit <https://events.seequent.com/pdac20231>.

Rockwell Automation to Present at J.P. Morgan Industrials Conference

28 February 2023

Rockwell Automation, Inc. SVP and Chief Financial Officer, Nick Gangestad, will present at the 2023 J.P. Morgan Industrials Conference on Tuesday, March 14, in New York.

The fireside chat will be webcast beginning at approximately 2:00 p.m. EDT and will be available on the Rockwell Automation Investor Relations website at www.rockwellautomation.com/en-us/investors.html.

Simulations Plus to Present at Raymond James 44th Annual Institutional Investors Conference

28 February 2023

Simulations Plus, Inc., a leading provider of modeling and simulation software and services for pharmaceutical safety and efficacy, announced that management will be presenting at the Raymond James & Associates' 44th Annual Institutional Investors Conference, scheduled for March 5-8, 2023, at the JW Marriott Grande Lakes in Orlando, Florida.

Shawn O'Connor, chief executive officer, will present on Tuesday, March 7, 2023, at 1:40 p.m. Eastern Time. In addition, Mr. O'Connor will be available to host one-on-one meetings throughout the day. The live webcast and slide presentation will be available via this [link](#) and on the [Investors](#) page of the Simulations Plus website where it will also be available for replay after the event.

The conference is by invitation only, so to attend the conference or request a one-on-one meeting, please contact your Raymond James representative. For more information about the Raymond James Institutional Investors Conference, please visit the Raymond James [website](#) or contact Brian Siegel from Hayden IR at brian@haydenir.com.

Financial News

2022 annual results: Atos delivering on strategic transformation plan

28 February 2023

Atos, a global leader in digital transformation, high-performance computing and information technology infrastructure, announces its FY 2022 results.

Atos' leadership team, Nourdine Bihmane, Diane Galbe and Philippe Oliva, declared: *“Atos’ recovery is well underway thanks to the strong commitment and dedication of our 111,000 employees. In 2022, the Group returned to growth, at +1.3% at constant currency, and achieved all its financial objectives with a clear improvement in all KPIs in the second half of the year. In particular, Evidian started to accelerate its profitable growth and Tech Foundations delivered fast and tangible first results on its strategic roadmap, turning profitable three years ahead of plan.*

We embrace 2023 with confidence. Our envisioned separation, towards which we have achieved significant progress within only eight months of its announcement, will be a turning point in the Group’s history, unleashing the full potential of both future entities and maximizing value for all our stakeholders. Despite an uncertain macroeconomic context, we see a wealth of opportunities ahead of us and are confident in our capacity to continue improving our performance through 2023. We are laying strong foundations for renewed success, for Atos today and, tomorrow, for both the Evidian and the Tech Foundations perimeters.”

<i>In € million</i>	2022	2021	Change	Change at cst. currency
Revenue	11,341	10,839	+4.6%	+1.3%
Operating Margin	356	383		
<i>In % of revenue</i>	3.1%	3.5%	-40 bps	-60 bps
OMDA	1,020	1,095		
<i>In % of revenue</i>	9.0%	10.1%	-110 bps	

Normalized Net income (loss)	-28	-215
Net income (loss)	-1,012	-2,962
Free Cash Flow - excluding costs of transformation plan	-58	-419
Free Cash Flow	-187	-419
Net debt	1,450	1,226

2022 performance highlights

Group revenue was € 11,341 million in 2022, up +4.6% compared to 2021. At constant currency, revenue grew +1.3%, at the high end of the Group's guidance, with an organic stabilization over the full year (+0.1%) and a +1.2% contribution from acquisitions net of disposals. Organic growth turned positive in H2, at +2.3%, with a strong Q4 at +4.6%[1]. **Evidian's** revenue was € 5,315 million, growing +4.8% at constant currency and +2.0% organically. Organic growth accelerated in H2, to +5.4% (Q4 at +11.0%), driven by the ramp-up of Advanced Computing, steady strong growth in cybersecurity services where Evidian capitalizes on global leadership, and an acceleration in Digital. **Tech Foundations'** revenue was € 6,026 million, decreasing by only -1.6% organically, a sharp improvement compared to 2021 (-11.4%). Following an earlier-than-anticipated stabilization in Q3, Tech Foundations accelerated the rationalization of its portfolio in Q4, particularly in BPO and value-added resale. Excluding non-strategic activities (BPO, VAR, UCC), Tech Foundations' Q4 organic growth was +1.0%[2].

Operating margin was € 356 million, or 3.1% of revenue. In a context of high-cost inflation (salaries, energy) and supply chain tensions, Atos managed to drastically improve its operating margin in H2, to 5.1%, after 1.1% in H1, thanks to vigorous performance improvement actions focused on structure costs (unwinding of the Spring program, selective hirings, better cost discipline), underperforming contracts and pricing. Over the full year, **Evidian's** operating margin was € 276 million, or 5.2% of revenue. **Tech Foundations'** operating margin turned positive in 2022, three years ahead of plan, to € 79 million or 1.3% of revenue.

Free cash flow was € -187 million in 2022, including € 129 million of costs related to the Group's transformation plan. Excluding these costs, Free cash flow was € -58 million, a strong improvement compared to 2021 thanks to a strict control of working capital, as well as a € 60 million refund related to the early termination of the German restructuring plan announced in July 2021.

Net debt was €-1,450 million at the end of December 2022, or 2.4x pre IFRS 16 OMDA, providing ample headroom to the Group's bank debt covenant of 3.75x. Having successfully refinanced its bank debt in July 2022, Atos is adequately funded. The Group's **liquidity** remains solid, with € 3.3 billion of gross cash and €2.0 billion of undrawn credit facilities at end December 2022.

Book-to-bill rebounded sharply in Q4, to 112%, compared to 71% in Q3, with both perimeters improving markedly. Evidian's book-to-bill was 130% in Q4, driven by both Digital and BDS. Tech Foundations started to reap the benefits of its refocused commercial strategy, with Q4 book-to-bill at 94%, driven by large contracts and a sharp increase in net new logos. This renewed commercial traction demonstrates Atos' strong positions in its core markets and the intact attractiveness of the Group's offering.

Delivering on our transformation project

Significant progress achieved in carve-out preparation, clear path for completion in H2 2023

In June 2022, Atos announced its intention to split into two publicly listed entities, both strong leaders in their respective markets, in order to unlock value and implement an ambitious transformation plan. Within eight months of this announcement, the Group has already made significant progress and is on track to decide on the separation project for a completion in the second half of 2023.

Started on September 7, 2022, the information and consultation process of Atos' European works councils (SEC) was completed within three months, with good collaboration, and represents a major milestone in Atos' transformation project. In parallel, local consultation processes have also been completed in all 31 countries where such consultations were required. As a result, Atos now has a clear path to complete its separation into two listed entities (subject to final confirmation by its board of directors and shareholder approval, among other customary conditions), and to accelerate the implementation of its transformation plan.

All internal separation workstreams are progressing as planned, across four pillars: (i) go-to-market and commercial continuity, (ii) carve-out operations covering tax and legal structuring, strategic agreements, and preparation of carve-out financial statements, as well as Day-1 operational readiness, (iii) operating model and support functions set-up and (iv) program coordination and change management.

Evidian: strong value proposition around clear distinctive factors

In 2022, Evidian has implemented a clear roadmap to increase the synergies between its digital, cloud and big data & security core activities, and to leverage its unique combination of services and high-end technologies across the full digital continuum. This roadmap will position Evidian as a leading provider of high-value-added services and solutions to customers who are increasingly mindful of sovereignty and security issues. In parallel, Evidian accelerated the development of its global offshore and nearshore centers, to reinforce its delivery capabilities.

Tech Foundations: fast and tangible first results on turnaround plan

Tech Foundations is delivering on its announced strategy and objectives. In 2022, the business line mobilized its teams around an ambitious turnaround plan and started to gradually rebuild a robust commercial pipeline. In parallel, Tech Foundations has positioned its portfolio to be the partner of choice for digital services and infrastructure modernization, leveraging its strength in private and hybrid cloud, employee experience and innovative offerings focused on reducing IT carbon footprint. A comprehensive set of actions were initiated to reduce underperforming contracts and their associated losses, particularly in BPO, and to gradually wind down the value-added resale activity, and to dispose of the UCC business. Major steps were taken to reduce costs, with the first tangible results achieved in H2, as Tech Foundations' operating margin turned positive three years ahead of plan.

c.80% of the €700 million divestment program already secured

On June 14, 2022, Atos announced a divestment program of non-core businesses representing around €700 million of expected proceeds, as part of the financing of its transformation plan. Eight months later, the Group has already secured c.80% of the €700 million expected proceeds, demonstrating Atos' ability to execute in a swift and efficient manner.

Transactions finalized or secured as of today include the sale of Atos' 2.5% stake in Worldline on the stock market in June 2022, and the projected sale, at attractive conditions for the Group, of Atos Italia[3] in November 2022, and the Unified Communications & Collaboration business in January 2023. Both transactions are subject to the consultation of relevant employee representative bodies and other customary regulatory approvals and are expected to close in H1 and H2 2023, respectively.

Discussions with Airbus to form a long-term strategic and technological partnership and to sell a minority stake in Evidian

On February 16, 2023, Atos announced that it had received an indicative non-binding offer from Airbus to enter into a long-term strategic and technological agreement and to acquire a minority stake of 29.9% in Evidian. This proposal is consistent with Atos' separation plan as announced.

Atos Board of Directors decided to further engage with Airbus to discuss, allow a due-diligence process and negotiate on mutually satisfactory terms on both a long-term strategic and technological partnership and the sale of the 29.9% stake in Evidian.

Discussions are ongoing, on a non-exclusive basis. No assurances can be made that the parties will successfully negotiate and enter into a definitive set of agreements. Atos remains committed to examining received indications of interest from partners that can support a major financial and industrial project.

2023 outlook

Digital transformation, cybersecurity and big data markets are expected to continue growing at a strong pace despite a more challenging macroeconomic context. In 2023, **Evidian** will focus on deploying its new value proposition and offerings, maximizing synergies, and leveraging a joint go-to-market across its unique array of expertise. At the same time, Evidian will continue to

enhance its sales and delivery capabilities, driving an acceleration of its profitable growth in 2023.

Following a better-than-anticipated performance in 2022, **Tech Foundations** will continue the fast implementation of its turnaround plan. With a strong focus on business selectivity and quality, Tech Foundations will accelerate the reshaping of its portfolio, resulting in a managed revenue decrease in 2023 in non-strategic activities, while core business revenue will be stabilized. In parallel, Tech Foundations will step up the adaptation of its cost structure, with benefits offsetting the impacts of lower revenue, investment in sales and portfolio and inflationary pressure.

In 2023, **Group revenue organic growth** is expected between -1.0% and +1.0%, as an acceleration of Evidian’s organic growth will be offset by the managed reduction of Tech Foundations’ revenue resulting from portfolio reshaping.

Group operating margin[4] is expected at 4% to 5%. Evidian’s operating margin is expected to increase compared to 2022. Tech Foundations’ operating margin is expected to remain in positive territories, well ahead of plan.

On track with 2026 objectives

Evidian and Tech Foundations are well on track to achieve their 2026 objectives. In particular, Tech Foundations is performing better than planned as of today, with operating margin turned positive as soon as 2022. Each company will present more detailed guidance, including on cash generation, during Investor Days to be held prior to the contemplated spin-off.

Operating Margin to Operating Income

<i>In € million</i>	2022	2021
Operating margin	356	383
Reorganization	-352	-312
Rationalization and associated costs	-69	-81
Integration and acquisition costs	-30	-44

Amortization of intangible assets (PPA from acquisitions)	-140	-151
Equity based compensation	-25	-34
Impairment of goodwill and other non-current assets	-177	-1,490
Other items	-359	-1,039
Operating income (loss)	-795	-2,768

In addition to the costs of workforce adaptation measures already planned at the beginning of 2022, and mostly executed in H1, **Reorganization costs** included €-266 million of costs related to Atos' envisioned transformation plan. Such costs included the first restructuring and reskilling costs incurred by both Tech Foundations and Evidian, as well as some one-off costs linked to the preparation of the envisioned separation into two public entities.

Impairment of goodwill and other non-current assets for € -177 million in 2022 were mainly related to assets held for sale and reflected higher interest rates.

Other items included a one-off €-210 million impact from Tech Foundations addressing some large underperforming contracts, particularly in BPO, and a €-37 million loss from the disposal of Atos' Russian activities. The balance mainly came from settlements on customer and vendor contracts, as well as pension and early retirement programs in Germany, the UK and France.

Operating income to Net income Group share

<i>In € million</i>	2022	2021
Operating income (loss)	-795	-2,768
Net financial income (expense)	-175	-151

Tax charge	-46	-39
Non-Controlling interests	0	-3
Share of net profit (loss) of equity-accounted investments	4	0
Net Income Group Share	-1,012	-2,962
Basic earning per share	-9.14	-27.03
Diluted earning per share	-9.14	-27.03

Net financial expense amounted to €-175 million in 2022 and included €-109 million related to the sale of Worldline shares in June, for net proceeds of €219 million. Net cost of financial debt was €-29 million, broadly stable compared to 2021 (€-25 million).

Free cash flow and net debt

<i>In € million</i>	2022	2021
Operating Margin before Depreciation and Amortization (OMDA)	1,020	1,095
Capital expenditures	-251	-272
Lease payments	-405	-391
Change in working capital requirement	126	-156

Cash from operation (CFO)	489	275
Tax paid	-59	-81
Net cost of financial debt paid	-29	-25
Reorganization, Rationalization & Integration costs	-283	-438
<i>Of which costs related to Atos' transformation plan</i>	-129	-
Other changes	-305	-151
Free Cash Flow (FCF)	-187	-419
Free Cash Flow (FCF) - excluding costs of transformation plan	-58	-419

Free cash flow was €-187 million in 2022, including €-129 million of cash costs related to Atos' transformation plan. Excluding such costs, Free cash flow was €-58 million, better than the Group's guidance of €-150 million.

The **change in working capital** was positive, at €+126 million.

Reorganization, rationalization and integration costs amounted to €-283 million and included €-129 million of cash costs related to the Group's transformation plan.

Other changes amounted to €-305 million, corresponding to the cash impacts of other items in the operating income described above.

As a result and including the impacts of acquisitions and disposals, the **Group's net debt** as of the end of December 2022, was €-1,450 million compared to €-1,226 million at the end of December 2021.

On July 29, 2022, Atos signed a **new €2.7 billion bank debt financing**. This unsecured debt package includes a €1.5 billion term loan with very satisfactory tenure and pricing conditions, a €0.9bn revolving credit facility supporting the Group's liquidity, and a €0.3 billion bridge loan to

be repaid out of the expected proceeds from the Group's non-core businesses divestment program. Financial covenant was reset to 3.75x net debt to OMDA[5], tested at year-end. The amount drawn at end of December 2022 was €600 million for the term loan and €80 million for the revolving credit facility.

Order entry and backlog

Order entry was € 10.2 billion in 2022, representing a book-to-bill ratio of 90%. Book-to-bill improved markedly in Q4, to 112%, compared to 71% in Q3.

Full backlog at the end of December 2022, amounted to €21.2 billion, down €3.2 billion compared to the end of December 2021, including € 1.9 billion of corrections pertaining to prior periods and partly due the exit of underperforming contracts. Backlog at the end of December represented 1.9 years of revenue. The **full qualified pipeline** was €6.6 billion, slightly down compared to the end of December 2021, and representing 7.0 months of revenue.

Human resources

The total headcount was 110,797 at the end of December 2022, up +1.5% compared to 109,135 at the end of December 2021 (+1.7% organically).

In 2022, the Group hired 29,458 employees (16,089 in H1, 13,369 in H2). 62% of hirings were in offshore and nearshore countries. Attrition rate was 21.6% in 2022.

In September 2022, Atos was listed for the first time by Great Place to Work® as one of 'Europe's Best Workplaces' in the 2022 annual list. It is ranked 21st position in the multinational company category. As of today, Atos has achieved Great Place to Work® certification in 19 countries.

Industry-leading CSR recognition

In September 2022, for the third year in a row, Atos was awarded the **EcoVadis Platinum Award** for its Corporate Social Responsibility performance, with the highest score ever received by the Group, at 84 points out of 100. As a result, Atos confirms its position in the top 1% of companies assessed by EcoVadis within its sector.

In October 2022, Atos was upgraded to the highest rating available (the **AAA rating**) in the **Morgan Stanley Capital International (MSCI)** ESG rating 2022, ranking it among the top 7% of companies in the "Software and Service" industry with a good performance in Sustainability measured through the Environmental, Social and Governance dimensions.

In November 2022, Atos was ranked in the top 1% of the IT Services industry in the 2022 **S&P Global Corporate Sustainability Assessment** with a score of 85/100, reflecting a 2 points year-on-year improvement.

In December 2022, Atos was selected as a member of both the 2022 **Dow Jones Sustainability Index**, World and Europe. In the 2022 DJSI Europe Index, Atos ranks among the first three companies included in the "TSV IT services" sector.

In December 2022, Atos was recognized for leadership in corporate transparency and action on climate change by the **Carbon Disclosure Project**, securing a place on its annual 'A List', based

on the Group's last climate reporting. 2022 was the 10th consecutive year that Atos had been on the CDP Leadership Band.

Dividend

As Net income Group share was negative in 2022, Atos Board of Directors decided, in its meeting held on February 28, 2023, to not propose a dividend to the next Annual General Meeting.

Consolidated financial statements

Atos consolidated and statutory financial statements for the year ended December 31, 2022, were approved by the Board of Directors on February 28, 2023. Audit procedures have been completed and the audit reports are in the process of being issued.

Conference call

Atos' Management invites you to an international conference call on Group 2022 annual results, on **Wednesday, March 1, 2023 at 08:00 am (CET – Paris)**.

You can join the **webcast** of the conference:

- via the following link: <https://edge.media-server.com/mmc/p/8w5inwtg>
- by telephone with the dial-in, 10 minutes prior the starting time. Please note that if you want to join the webcast by telephone, **you must register in advance of the conference** using the following link:

<https://register.vevent.com/register/BI427c80d711fa494d8b40363225433a4e>

Upon registration, you will be provided with Participant Dial In Numbers, a Direct Event Passcode and a unique Registrant ID. Call reminders will also be sent via email the day prior to the event.

During the 10 minutes prior to the beginning of the call, you will need to use the conference access information provided in the email received upon registration.

After the conference, a replay of the webcast will be available on atos.net, in the Investors section.

3D Systems Reports Fourth Quarter and Full Year 2022 Financial Results

28 February 2023

3D Systems Corporation announced its financial results for the fourth quarter and full year ended December 31, 2022.

Fourth Quarter Financial Results and Recent Business Highlights

(All numbers are unaudited and are presented in thousands, except per share amounts or otherwise noted)

- Q4 2022 revenue of \$132,732 decreased 12.0% compared to Q4 2021; Non-GAAP Q4 2022 revenue on a constant currency basis⁽¹⁾ decreased 7.6%, reflecting weakness in the dental orthodontics market
- Net loss of \$25,553, diluted loss per share of \$0.20, and diluted non-GAAP loss per share of \$0.06 ⁽¹⁾
- Negative adjusted EBITDA⁽¹⁾ of \$4,808 reflects inflationary impacts on our input costs, unfavorable product mix, and continued investments in growth areas of our business and product portfolio

Full Year 2022 Financial Highlights

- 2022 revenue of \$538,031 decreased 12.6% compared to 2021 revenue of \$615,639; Non-GAAP revenue adjusted for divestitures and on a constant currency⁽¹⁾ basis increased 3.3%, reflecting solid demand in both the Industrial and Healthcare segments despite macroeconomic challenges, offset by lower sales to certain dental market customers
- Net loss of \$122,711, diluted loss per share of \$0.96, and diluted non-GAAP loss per share of \$0.23⁽¹⁾
- Negative adjusted EBITDA⁽¹⁾ of \$5,781 reflects inflationary impacts on our input costs and continued investments in growth areas of our business and product portfolio
- Cash and short-term investments of \$568,737 position the company for continued growth investments

2023 Outlook

- Continued softness in dental orthodontic market fully offset by strong performance in Industrial and non-dental Healthcare Solutions markets leading to mid-single digit revenue growth
- Positive full year Adjusted EBITDA and free cash flow support an already-strong balance sheet
- Sustained investments in core technologies and emerging regenerative medicine markets

Summary Comments on Results

Commenting on 2022 results and the outlook for 2023, Dr. Jeffrey Graves, President and CEO of 3D Systems said, "2022 was a year of strong investment in our development of next generation hardware, materials, and software platforms despite facing significant macroeconomic and geopolitical headwinds as well as softness in our key dental orthodontic market attributable to inflationary pressure on consumer discretionary spending. By sustaining this investment focus, we made major progress on the refresh of our printer portfolio, as evidenced in part by recent new product announcements. More such announcements will follow throughout 2023 as we complete the refresh of virtually our entire product portfolio. This organic development was complemented by our acquisition of three early-stage technology platforms over the last 18

months, which further broadened the range of customer applications we can now address. Continuity in these initiatives was essential given the continued momentum we are seeing in the adoption of additive manufacturing in production environments across both our Healthcare and Industrial Solutions markets. Sustaining these investments in the face of 2022's many headwinds required us to target our investment spending carefully, control operating costs, and leverage our strong balance sheet. This focus, combined with our improved operational execution gained through selective in-sourcing of manufacturing, has reinforced our industry-leading breadth of additive manufacturing technologies, our unparalleled applications expertise, and scale needed to meet our expanding customer needs for years to come."

"For 2023, given the continued inflationary environment and the pressure it inevitably puts on consumer discretionary spending, our revenue guidance assumes continued softness in the dental orthodontic market. On a positive note, we expect this softness in dental to be more than offset by the strong growth we currently anticipate in virtually all other key markets across our Healthcare and Industrial Solutions segments. This strength is being driven by a rapid expansion of new production applications and the accelerating efforts by our global customers to restructure their supply chains and reduce enterprise risk. The net result of these effects is an expected consolidated 2023 revenue growth rate in the mid-single digits, with mid-teens growth across all our non-dental markets."

"In 2023 we will place a high priority on profitability and cash performance as we increasingly harvest the gains in efficiency that our operations in-sourcing has provided. This focus will enable us to offset headwinds in our dental orthodontic market and to support our increasing investment in Systemic Bio and other regenerative medicine initiatives. From these investments, we expect to make meaningful announcements in these areas over the next 12 to 24 months as we move through pre-clinical trials for our biological applications and customer acceptance tests in the pharmaceutical markets. To further our gains in operating efficiency, this morning we announced a multi-pronged restructuring initiative designed to realize additional cost synergies in multiple parts of our business. We will complete these actions in the first half of this year. Based on our projected growth profile, combined with the cost actions completed last year and in early 2023, we expect to generate positive Adjusted EBITDA and positive free cash flow for full year 2023, excluding one-time restructuring costs."

"By executing on our strategic plan, we have positioned our Healthcare and Industrial Solutions segments for strong financial performance against the backdrop of an additive manufacturing industry that is poised for rapid future growth. In addition to this exciting trajectory for our current core business, we increasingly understand the remarkable potential of our long-term partnership with United Therapeutics to manufacture human organs for transplantation, and the growth benefits we expect from Systemic Bio, our early-stage business whose unique 3D printed organ-on-a-chip technology has the potential to revolutionize drug development in the pharmaceutical industry."

Dr. Graves concluded, "In designing our budget for 2023, we believe our investment strategy represents the best balance between short term profitability and sustained revenue growth in

the current economic and geopolitical environment that we are experiencing. By delivering positive Adjusted EBITDA and free cash generation this year, which will further enhance our already strong balance sheet, while making the most critical investments in R&D and corporate infrastructure required to meet rapidly expanding adoption of additive manufacturing across our Industrial, Healthcare, and emerging biological markets, we believe we are well positioned to deliver sustained value creation to our customers and shareholders in 2023 and the years to follow."

Summary of Fourth Quarter Results

Revenue for the fourth quarter of 2022 decreased 12.0% to \$132,732 compared to the same period last year, and non-GAAP revenue on a constant currency basis decreased 7.6%. The decline of non-GAAP revenue on a constant currency basis primarily reflects lower sales to certain dental market customers due to macroeconomic factors that are negatively impacting the demand for elective dental procedures, partially offset by continued solid product and service demand across other areas of the business.

Industrial Solutions revenue decreased 5.7% to \$72,038 compared to the same period last year, however non-GAAP revenue on a constant currency basis increased 1.1% year over year. Healthcare Solutions revenue decreased 18.5% to \$60,694 and non-GAAP revenue on a constant currency basis decreased 16.6% year over year.

Gross profit margin in the fourth quarter of 2022 was 41.2% compared to 43.9% in the same period last year. Non-GAAP gross profit margin was 40.9% compared to 44.1% in the same period last year. Gross profit margin decreased primarily due to input cost inflation and unfavorable product mix.

Operating expenses increased 18.0% to \$82,674 in the fourth quarter of 2022 compared to the same period a year ago. On a non-GAAP basis, operating expenses were \$64,144, an 18.2% increase from the same period a year ago. The increase in non-GAAP operating expenses primarily reflects spending in targeted areas to support future growth, including expenses from acquired businesses, research and development, and investments in corporate infrastructure.

Summary of Full-Year 2022 Results

Revenue for 2022 of \$538,031 decreased 12.6% compared to the prior year. Non-GAAP revenue adjusted for divestitures and on a constant currency basis increased 3.3%. The increase in non-GAAP revenue reflects solid demand in both the Industrial and Healthcare Solutions segments despite macroeconomic challenges, offset by lower sales to certain dental market customers.

Industrial Solutions revenue decreased 10.5% to \$277,043 compared to the prior year, and non-GAAP revenue adjusted for divestitures and on a constant currency basis increased 9.7%. Healthcare Solutions revenue decreased 14.8% to \$260,988, and non-GAAP revenue adjusted for divestitures and on a constant currency basis decreased 2.9%.

Gross profit margin for the full year 2022 was 39.8% compared to 42.8% in the prior year. Non-GAAP gross profit margin was 39.8% for the full year 2022 compared to 42.5% in the prior

year. Gross profit margin decreased primarily due to input cost inflation and unfavorable product mix.

Operating expenses for the full year 2022 increased 11.6% to \$331,252 compared to the prior year. The higher operating expenses reflect spending in targeted areas to support future growth, including expenses from acquired businesses, research and development, and investments in corporate infrastructure, as well as a \$19,888 increase in legal and other settlement costs, partially offset by the absence of expenses from divested businesses. Non-GAAP operating expenses were \$241,124 in 2022, a 22.1% increase from the prior year. The higher non-GAAP operating expenses primarily reflect spending to support future growth.

2023 Outlook

The company is providing full-year 2023 financial guidance as follows:

Revenue:	\$545 - \$575 million
Non-GAAP Gross Profit Margin:	40% - 42%
Adjusted EBITDA:	Break even or better
Free Cash Flow:	Break even or better

For purposes of the above guidance, Free Cash Flow is defined as Adjusted EBITDA less changes in working capital less capital expenditures.

Financial Liquidity

At December 31, 2022, the company had cash and cash equivalents and short-term investments of \$568,737, a decrease of \$220,920 since December 31, 2021. The decrease resulted primarily from cash paid for acquisitions and other investments of \$103,647, cash used in operations of \$68,395, capital expenditures of \$22,499, and taxes paid related to net share settlement of equity awards \$10,864. At December 31, 2022, the company had total debt net of deferred financing costs of \$449,510.

Subsequent Events

Yesterday, the company resolved its ongoing export controls investigations with the U.S. Department of State, the U.S. Department of Commerce, and the U.S. Department of Justice. The company entered into individual settlement agreements which resulted in civil monetary penalties as well as certain remedial compliance measures to be completed as part of a three year consent agreement.

Q4 and FY 2022 Conference Call and Webcast

3D Systems will delay the filing of its Annual Report on Form 10-K for the fiscal year ended December 31, 2022 and file a Form 12b-25, Notification of Late Filing, with the Securities and Exchange Commission, which extends the deadline to file the Form 10-K. The delay in filing is primarily due to additional time required by the Company to complete its financial reporting close procedures. As a result, the Company's independent registered public accounting firm has not yet completed its audits of the Company's financial statements as of December 31, 2022. It

has no impact on the company's operations or on its ability to discuss its 2022 results and 2023 outlook.

The company will host a conference call and simultaneous webcast to discuss these results on March 1, 2023, which may be accessed as follows:

Date: Wednesday, March 1, 2023

Time: 8:30 a.m. Eastern Time

Listen via webcast: www.3dsystems.com/investor

Participate via telephone: 201-689-8345

A replay of the webcast will be available approximately two hours after the live presentation at www.3dsystems.com/investor.

Altair Announces Fourth Quarter and Full Year 2022 Financial Results

23 February 2023

Altair, a global leader in computational science and artificial intelligence, released its financial results for the fourth quarter and full year ended December 31, 2022.

“Altair had an outstanding fourth quarter, achieving record high software revenue, and showing exceptional momentum for the full year,” said James Scapa, founder, chairman and chief executive officer of Altair. “This performance is clearly well above expectations, and I am extremely proud of Altair's global team for their exceptional achievements.”

“The fourth quarter was very strong, capping one of the most successful years in our long history,” said Matt Brown, chief financial officer of Altair. “We ended 2022 with record high annual revenue and exceeded our profit expectations. We’ve been successful in our disciplined approach to spending and expect to carry that approach into 2023, as we remain committed to exiting the year with 20% EBITDA margin, while continuing to add 200 to 300 basis points of margin per year into the future.”

Fourth Quarter 2022 Financial Highlights

- Software product revenue was \$145.0 million compared to \$122.4 million for the fourth quarter of 2021, an increase of 18.5% in reported currency and 25.5% in constant currency
- Total revenue was \$160.4 million compared to \$140.8 million for the fourth quarter of 2021, an increase of 13.9% in reported currency and an increase of 20.6% in constant currency
- Net income was \$12.1 million compared to a net loss of \$(1.4) million for the fourth quarter of 2021. Diluted net income per share was \$0.14 based on 87.5 million diluted weighted average common shares outstanding, compared to diluted net loss per share of \$(0.02) for the fourth quarter of 2021, based on 79.0 million diluted weighted average common shares outstanding. Net income margin was 7.5% compared to a net loss margin of -1.0% for the fourth quarter of 2021

- Non-GAAP net income was \$27.5 million, compared to non-GAAP net income of \$16.4 million for the fourth quarter of 2021, an increase of 67.5%. Non-GAAP diluted net income per share was \$0.31 based on 87.5 million non-GAAP diluted common shares outstanding, compared to non-GAAP diluted net income per share of \$0.19 for the fourth quarter of 2021, based on 84.6 million non-GAAP diluted common shares outstanding
- Adjusted EBITDA was \$38.7 million compared to \$24.0 million for the fourth quarter of 2021, an increase of 61.7%. Adjusted EBITDA margin was 24.1% compared to 17.0% for the fourth quarter of 2021
- Cash provided by operating activities was \$13.0 million, compared to \$6.0 million for the fourth quarter of 2021
- Free cash flow was \$10.1 million, compared to \$5.0 million for the fourth quarter of 2021.

Full Year 2022 Financial Highlights

- Software product revenue was \$506.5 million compared to \$453.7 million for the full year of 2021, an increase of 11.6% in reported currency and 17.6% in constant currency
- Total revenue was \$572.2 million compared to \$532.2 million for the full year of 2021, an increase of 7.5% in reported currency and an increase of 13.1% in constant currency
- Net loss was \$(43.4) million compared to \$(8.8) million for the full year of 2021. Diluted net loss per share was \$(0.55) based on 79.5 million diluted weighted average common shares outstanding, compared to diluted net loss per share of \$(0.12) for the full year of 2021, based on 76.2 million diluted weighted average common shares outstanding. Net loss margin was -7.6% compared to -1.7% for the full year of 2021
- Non-GAAP net income was \$75.6 million, compared to non-GAAP net income of \$57.6 million for the full year of 2021, an increase of 31.2%. Non-GAAP diluted net income per share was \$0.89 based on 85.4 million non-GAAP diluted common shares outstanding, compared to non-GAAP diluted net income per share of \$0.71 for the full year of 2021, based on 81.2 million non-GAAP diluted common shares outstanding
- Adjusted EBITDA was \$108.6 million compared to \$85.3 million for the full year of 2021, an increase of 27.4%. Adjusted EBITDA margin was 19.0% compared to 16.0% for the full year of 2021
- Cash provided by operating activities was \$39.6 million, compared to \$61.6 million for the full year of 2021
- Free cash flow was \$29.9 million, compared to \$53.8 million for the full year of 2021.

Business Outlook

Based on information available as of today, Altair is issuing the following guidance for the first quarter and full year 2023:

(in millions, except %)	First Quarter 2023				Full Year 2023			
	Software Product Revenue	\$139.0	to	\$142.0	\$550.0	to	\$560.0	
<i>Growth Rate</i>	-1.3	%	0.8	%	8.6	%	10.6	%
<i>Growth Rate - Constant Currency</i>	3.7	%	5.9	%	9.5	%	11.4	%
Total Revenue	\$155.0		\$158.0	\$613.0		\$623.0		
<i>Growth Rate</i>	-3.0	%	-1.1	%	7.1	%	8.9	%
<i>Growth Rate - Constant Currency</i>	2.0	%	3.9	%	8.0	%	9.7	%
Net (Loss) Income	\$(0.4)	\$1.5	\$(16.4)	\$(6.7)	
Non-GAAP Net Income	\$24.2		\$25.7	\$85.4		\$92.8		
Adjusted EBITDA	\$34.0		\$36.0	\$120.0		\$130.0		
Net Cash Provided by Operating Activities				\$118.0		\$126.0		
Free Cash Flow				\$108.0		\$116.0		

Conference Call Information

What: Altair's Fourth Quarter and Full Year 2022 Financial Results Conference Call

When: Thursday, February 23, 2023

Time: 5 p.m. ET

Webcast: <http://investor.altair.com> (live & replay)

Ansys Announces Financial Results With Record Q4 and FY 2022 ACV, Revenue, Diluted EPS and Operating Cash Flow

22 February 2023

ANSYS, Inc. reported fourth quarter 2022 GAAP and non-GAAP revenue growth of 6% and 5% in reported currency, respectively, or 11% and 10% in constant currency, respectively, when compared to the fourth quarter of 2021. For FY 2022, GAAP and non-GAAP revenue growth was 8% and 7% in reported currency, respectively, or 14% and 13% in constant currency, respectively, when compared to FY 2021. For the fourth quarter of 2022, the Company

reported diluted earnings per share of \$2.95 and \$3.09 on a GAAP and non-GAAP basis, respectively, compared to \$2.30 and \$2.81 on a GAAP and non-GAAP basis, respectively, for the fourth quarter of 2021. For FY 2022, the Company reported diluted earnings per share of \$5.99 and \$7.99 on a GAAP and non-GAAP basis, respectively, compared to \$5.16 and \$7.37 on a GAAP and non-GAAP basis, respectively, for FY 2021. Additionally, the Company reported fourth quarter and FY 2022 ACV growth of 8% and 9% in reported currency, respectively, and 13% and 14% in constant currency, respectively.

“2022 was an outstanding year for Ansys. Our focus on customer success, product leadership and execution drove double-digit constant currency ACV and revenue growth for the fourth quarter and full year. Our excellent performance is evidence of the significant value that our best-in-class multiphysics product portfolio delivers to our customers as well as the immense opportunity that lies ahead of Ansys,” said Ajei Gopal, Ansys president and CEO. “Our customers continue to rely on Ansys simulation to drive innovation across their next-generation products. We recently released the latest version of our portfolio, which is helping users to bring smarter, more sustainable products to market faster and at lower costs.”

Gopal further stated, “I am also proud to say that we achieved over \$2.0 billion in ACV in 2022, which exceeds the 2022 ACV target outlined at our 2019 investor day. We did this despite a global pandemic, the war in Ukraine and trade sanctions, that made for a challenging and volatile macroeconomic environment with unprecedented foreign exchange headwinds. Looking ahead to 2023 and beyond, I am confident in our ability to continue to meet the 2025 goals we outlined in our investor update last August.”

Nicole Anasenes, Ansys CFO, stated, “Q4 concluded another excellent year and demonstrated the strength and resilience of our business model against a backdrop of consistent customer demand for simulation and exceptional execution by the Ansys team. We exceeded our financial guidance across all key metrics for the quarter and the full year. With strong, consistent growth throughout 2022, ACV and non-GAAP revenue grew 14% and 13% in constant currency, respectively, on a full-year basis. In FY 2022, we saw broad-based growth across geographies, industries and customer types. We are entering 2023 with momentum and a robust pipeline and backlog, which gives us continued confidence in achieving our long-term outlook of 12% ACV CAGR and \$3.0 billion of unlevered operating cash flow from 2022-2025.”

The non-GAAP financial results highlighted, and the non-GAAP financial outlook for 2023 discussed below, represent non-GAAP financial measures. Reconciliations of these measures to the appropriate GAAP measures, for the three and twelve months ended December 31, 2022 and 2021, and for the 2023 financial outlook, can be found later in this release.

/ Financial Results

Ansys' fourth quarter and FY 2022 and 2021 financial results are presented below. The 2022 and 2021 non-GAAP results exclude the income statement effects of the acquisition accounting adjustments to deferred revenue from business combinations closed prior to 2022, stock-based compensation, excess payroll taxes related to stock-based compensation, amortization of acquired intangible assets, expenses related to business combinations and adjustments for the income tax effect of the excluded items.

GAAP and non-GAAP results are as follows:

<i>(in millions, except per share data and percentages)</i>	GAAP			Non-GAAP		
	Q4 QTD 2022	Q4 QTD 2021	% Change	Q4 QTD 2022	Q4 QTD 2021	% Change
Revenue	\$694.1	\$655.7	6 %	\$694.7	\$661.4	5 %
Net income	\$257.9	\$203.2	27 %	\$270.4	\$247.5	9 %
Diluted earnings per share	\$2.95	\$2.30	28 %	\$3.09	\$2.81	10 %
Operating profit margin	37.5 %	36.4 %		48.0 %	46.8 %	

<i>(in millions, except per share data and percentages)</i>	GAAP			Non-GAAP		
	FY 2022	FY 2021	% Change	FY 2022	FY 2021	% Change
Revenue	\$2,065.6	\$1,906.7	8 %	\$2,072.9	\$1,931.5	7 %
Net income	\$523.7	\$454.6	15 %	\$698.9	\$649.3	8 %
Diluted earnings per share	\$5.99	\$5.16	16 %	\$7.99	\$7.37	8 %
Operating profit margin	28.7 %	26.9 %		42.0 %	41.4 %	

/ Other Performance Metrics

<i>(in millions, except percentages)</i>	Q4 QTD 2022	Q4 QTD 2021	% Change	% Change in Constant Currency
ACV	\$ 818.0	\$ 755.4	8 %	13 %

Operating cash flows	\$ 174.0	\$ 101.7	71	%
Unlevered operating cash flows	\$ 181.1	\$ 103.6	75	%

<i>(in millions, except percentages)</i>	FY 2022	FY 2021	% Change	% Change in Constant Currency
ACV	\$2,031.7	\$1,870.7	9	% 14
Operating cash flows	\$631.0	\$549.5	15	%
Unlevered operating cash flows	\$648.1	\$558.5	16	%

ACV is a key performance metric and is useful to investors in assessing the strength and trajectory of our business. ACV is a supplemental metric to help evaluate the annual performance of the business. Over the life of the contract, ACV equals the total value realized from a customer. ACV is not impacted by the timing of license revenue recognition. ACV is used by management in financial and operational decision-making and in setting sales targets used for compensation. ACV is not a replacement for, and should be viewed independently of, GAAP revenue and deferred revenue as ACV is a performance metric and is not intended to be combined with any of these items. There is no GAAP measure comparable to ACV. ACV is composed of the following:

- the annualized value of maintenance and subscription lease contracts with start dates or anniversary dates during the period, plus
- the value of perpetual license contracts with start dates during the period, plus
- the annualized value of fixed-term services contracts with start dates or anniversary dates during the period, plus
- the value of work performed during the period on fixed-deliverable services contracts.

When we refer to the anniversary dates in the definition of ACV above, we are referencing the date of the beginning of the next twelve-month period in a contractually committed multi-year contract. If a contract is three years in duration, with a start date of July 1, 2022, the anniversary dates would be July 1, 2023 and July 1, 2024. We label these anniversary dates as they are contractually committed. While this contract would be up for renewal on July 1, 2025, our ACV performance metric does not assume any contract renewals.

Example 1: For purposes of calculating ACV, a \$100,000 subscription lease contract or a \$100,000 maintenance contract with a term of July 1, 2022 – June 30, 2023, would each

contribute \$100,000 to ACV for fiscal year 2022 with no contribution to ACV for fiscal year 2023.

Example 2: For purposes of calculating ACV, a \$300,000 subscription lease contract or a \$300,000 maintenance contract with a term of July 1, 2022 – June 30, 2025, would each contribute \$100,000 to ACV in each of fiscal years 2022, 2023 and 2024. There would be no contribution to ACV for fiscal year 2025 as each period captures the full annual value upon the anniversary date.

Example 3: A perpetual license valued at \$200,000 with a contract start date of March 1, 2022 would contribute \$200,000 to ACV in fiscal year 2022.

/ Management's 2023 Financial Outlook

The Company's first quarter and FY 2023 revenue, diluted earnings per share and ACV guidance is provided below. The Company is also providing its FY 2023 guidance for operating cash flows and unlevered operating cash flow. The revenue and diluted earnings per share guidance is provided on both a GAAP and non-GAAP basis. Non-GAAP financial measures exclude the income statement effects of the acquisition accounting adjustments to deferred revenue from business combinations closed prior to 2022, stock-based compensation, excess payroll taxes related to stock-based compensation, amortization of acquired intangible assets, expenses related to business combinations and adjustments for the income tax effect of the excluded items.

This guidance is based on the Company's evaluation of factual information it has determined to be relevant and the application of certain assumptions made by the Company. Please refer to the Company's prepared remarks document for additional information regarding the Company's financial guidance, including its assumptions regarding overall business dynamics.

/ First Quarter 2023 Guidance

The Company currently expects the following for the quarter ending March 31, 2023:

<i>(in millions, except percentages and per share data)</i>	GAAP	Non-GAAP
Revenue	\$482.5 - \$507.5	\$482.5 - \$507.5
<i>Revenue Growth Rate</i>	<i>13.5 % - 19.4 %</i>	<i>12.6 % - 18.4 %</i>
<i>Revenue Growth Rate — Constant Currency</i>	<i>15.7 % - 21.9 %</i>	<i>14.7 % - 20.9 %</i>
Diluted earnings per share	\$0.78 - \$1.01	\$1.53 - \$1.71

<i>(in millions, except percentages)</i>	Other Financial Metrics
ACV	\$380.0 - \$400.0
<i>ACV Growth Rate</i>	<i>10.4 % - 16.2 %</i>
<i>ACV Growth Rate — Constant Currency</i>	<i>12.4 % - 18.6 %</i>

/ Fiscal Year 2023 Guidance

The Company currently expects the following for the fiscal year ending December 31, 2023:

<i>(in millions, except percentages and per share data)</i>	GAAP	Non-GAAP
Revenue	\$2,242.0 - \$2,322.0	\$2,242.0 - \$2,322.0
<i>Revenue Growth Rate</i>	<i>8.5 % - 12.4 %</i>	<i>8.2 % - 12.0 %</i>
<i>Revenue Growth Rate — Constant Currency</i>	<i>7.2 % - 11.2 %</i>	<i>6.9 % - 10.8 %</i>
Diluted earnings per share	\$5.38 - \$6.06	\$8.34 - \$8.86

<i>(in millions, except percentages)</i>	Other Financial Metrics
ACV	\$2,265.0 - \$2,335.0
<i>ACV Growth Rate</i>	<i>11.5 % - 14.9 %</i>
<i>ACV Growth Rate — Constant Currency</i>	<i>9.9 % - 13.4 %</i>
Unlevered operating cash flows	\$710.0 - \$760.0
Operating cash flows	\$673.0 - \$723.0

Our diluted FY 2023 EPS guidance is inclusive of \$44.1 million in interest expense (\$36.4 million, net of tax). This compares to interest expense in FY 2022 of \$22.7 million (\$18.6 million, net of tax) with the significant increase in FY 2023 driven by the recent rising interest rate environment and our floating interest rate on our term loans. Because of the unpredictable nature of the interest rate environment, our go-forward guidance for operating cash flow will be on an unlevered basis. We will continue to provide a reconciliation to operating cash flow in

our GAAP to Non-GAAP reconciliations. Reconciliations of the GAAP to Non-GAAP diluted EPS outlook and the operating cash flow to unlevered operating cash flow outlook are available in our "Reconciliations of GAAP to Non-GAAP Measures" section found later in this document.

/ Conference Call Information

Ansys will hold a conference call at **8:30 a.m. Eastern Time** on February 23, 2023 to discuss fourth quarter and FY 2022 results. The Company will provide its prepared remarks on the Company's investor relations homepage and as an exhibit in its Form 8-K in advance of the call to provide stockholders and analysts with additional time and detail for analyzing its results in preparation for the conference call. The prepared remarks will not be read on the call, and only brief remarks will be made prior to the Q&A session.

To participate in the live conference call, dial 855-239-2942 (US) or 412-542-4124 (Canada & Int'l). The call will be recorded and a replay will be available within two hours after the call. The replay will be available by dialing (877) 344-7529 (US), (855) 669-9658 (Canada) or (412) 317-0088 (Int'l) and entering the access code 3180704. The archived webcast can be accessed, along with other financial information, on Ansys' website at <https://investors.ansys.com/events-presentations/events>.

AUTODESK, INC. ANNOUNCES FISCAL 2023 FOURTH QUARTER AND FULL-YEAR RESULTS

23 February 2023

[Autodesk, Inc.](#) reported financial results for the fourth quarter and full year of fiscal 2023.

All growth rates are compared to the fourth quarter and full year of fiscal 2022, respectively, unless otherwise noted. A reconciliation of GAAP to non-GAAP results is provided in the accompanying tables. For definitions, please view the Glossary of Terms later in this document.

Fourth Quarter Fiscal 2023 Financial Highlights

- Total revenue increased 9 percent to \$1.32 billion;
- GAAP operating margin was 21 percent, up 9 percentage points;
- Non-GAAP operating margin was 36 percent, up 1 percentage point;
- GAAP diluted EPS was \$1.35; Non-GAAP diluted EPS was \$1.86;
- Cash flow from operating activities was \$911 million; free cash flow was \$903 million.

"As we deliver next-generation technology and services to our customers, the pace of transformation within and between the industries we serve will accelerate, generating large new growth opportunities for Autodesk," said Andrew Anagnost, Autodesk president and CEO. "We started seeing the shift towards connected digital workflows in the cloud in product design and manufacturing, then in architecture, followed by building engineering, and more recently construction. And we are now seeing growing momentum with owners."

"Overall, the demand environment in Q4 remained consistent with Q3 with the approaching transition from up-front to annual billings for multi-year contracts, and a large renewal cohort, providing a tailwind to billings and free cash flow," said Debbie Clifford, Autodesk CFO. "We continue to develop broader strategic partnerships with our customers, closing our largest deal to date during the quarter. Our strong momentum and competitive performance set us up well for fiscal 24."

Fourth Quarter Fiscal 2023 Additional Financial Details

- Total billings increased 28 percent to \$2.12 billion.
- Total revenue was \$1.32 billion, an increase of 9 percent as reported, and 12 percent on a constant currency basis. Recurring revenue represents 98 percent of total.
- Design revenue was \$1.11 billion, an increase of 9 percent as reported, and 12 percent on a constant currency basis. On a sequential basis, Design revenue increased 2 percent as reported and on a constant currency basis.
- Make revenue was \$119 million, an increase of 20 percent as reported, and 21 percent on a constant currency basis. On a sequential basis, Make revenue increased 2 percent as reported and on a constant currency basis.
- Subscription plan revenue was \$1.21 billion, an increase of 11 percent as reported, and 14 percent on a constant currency basis. On a sequential basis, subscription plan revenue increased 2 percent as reported and on a constant currency basis.
- Net revenue retention rate was within the range of 100 to 110 percent.
- GAAP operating income was \$277 million, compared to \$143 million in the fourth quarter last year. GAAP operating margin was 21 percent, up 9 percentage points.
- Total non-GAAP operating income was \$479 million, compared to \$421 million in the fourth quarter last year. Non-GAAP operating margin was 36 percent, up 1 percentage point.
- GAAP diluted net income per share was \$1.35, compared to \$0.40 in the fourth quarter last year.
- Non-GAAP diluted net income per share was \$1.86, compared to \$1.50 in the fourth quarter last year.
- Deferred revenue increased 21 percent to \$4.58 billion. Unbilled deferred revenue was \$1.04 billion, an increase of \$94 million compared to the fourth quarter of last year. Remaining performance obligations (RPO) increased 19 percent to \$5.62 billion. Current RPO increased 12 percent to \$3.52 billion.
- Cash flow from operating activities was \$911 million, an increase of \$189 million compared to the fourth quarter last year. Free cash flow was \$903 million, an increase of \$187 million compared to the fourth quarter last year.

Fiscal 2023 Financial Highlights

- Total billings increased 20 percent to \$5.80 billion.
- Total revenue was \$5.01 billion, an increase of 14 percent as reported, and 15 percent on a constant currency basis. Recurring revenue represents 98 percent of total.
- Design revenue was \$4.26 billion, an increase of 13 percent as reported, and 14 percent on a constant currency basis.
- Make revenue was \$452 million, an increase of 24 percent as reported, and 25 percent on a constant currency basis.
- Subscription plan revenue was \$4.65 billion, an increase of 15 percent as reported and on a constant currency basis.
- Total subscriptions increased approximately 702 thousand from fiscal 2022 to 6.74 million at the end of fiscal 2023. Total subscriptions adjusted for the multi-user trade-in increased approximately 603 thousand from fiscal 2022 to 6.25 million.
- Subscription plan subscriptions increased 724 thousand from the end of fiscal 2022 to 6.74 million at the end of fiscal 2023.
- GAAP operating income was \$989 million, compared to \$618 million last year. GAAP operating margin was 20 percent, up 6 percentage points.
- Total non-GAAP operating income was \$1.79 billion compared to \$1.40 billion last year. Non-GAAP operating margin was 36 percent, up 4 percentage points.
- GAAP diluted net income per share was \$3.78, compared to \$2.24 last year.
- Non-GAAP diluted net income per share was \$6.63, compared to \$5.07 last year.
- Cash flow from operating activities increased to \$2.07 billion, compared to \$1.53 billion in fiscal 2022. Free cash flow increased to \$2.03 billion, compared to \$1.48 billion in fiscal 2022.

Earnings Conference Call and Webcast

Autodesk will host its fourth quarter conference call today at 5 p.m. ET. The live broadcast can be accessed at autodesk.com/investor. A transcript of the opening commentary will also be available following the conference call.

A replay of the broadcast will be available at 7 p.m. ET at autodesk.com/investor. This replay will be maintained on Autodesk's website for at least 12 months.

Investor Presentation Details

An investor presentation, excel financials and other supplemental materials providing additional information can be found at autodesk.com/investor.

Bentley Systems Announces 22Q4 and 2022 Operating Results, and Its 2023 Financial Outlook

28 February 2023

Bentley Systems, Incorporated (“Bentley Systems” or the “Company”), the *infrastructure engineering software* company, announced operating results for its fourth quarter and full year ended December 31, 2022, and its financial outlook for 2023.

Fourth Quarter 2022 Financial Results

- *Total revenues* were \$286.9 million, up 7.2% or 12.7% on a constant currency basis, year-over-year;
- *Subscriptions revenues* were \$251.5 million, up 12.7% or 18.3% on a constant currency basis, year-over-year;
- *Annualized Recurring Revenues (“ARR”)* was \$1,036.5 million as of December 31, 2022, representing a *constant currency ARR growth rate* of 15% from December 31, 2021, or 12.5% ARR growth from business performance, excluding acquired ARR from our 22Q1 platform acquisition of Power Line Systems;
- *Last twelve-month recurring revenues dollar-based net retention rate* was 110%, consistent with the preceding quarter;
- *Operating income* was \$40.8 million, compared to \$43.3 million for the same period last year;
- *Adjusted operating income* was \$88.1 million, compared to \$83.3 million for the same period last year;
- *Net income* was \$25.7 million, compared to \$38.6 million for the same period last year. *Net income per diluted share* was \$0.08, compared to \$0.12 for the same period last year; *Net income margin* was 9.0%, compared to 14.4% for the same period last year;
- *Adjusted net income* was \$59.7 million, compared to \$72.2 million for the same period last year. *Adjusted net income per diluted share (“Adjusted EPS”)* was \$0.19 compared to \$0.22 for the same period last year;
- *Adjusted EBITDA* was \$92.6 million, compared to \$88.2 million for the same period last year. *Adjusted EBITDA margin* was 32.3%, compared to 32.9% for the same period last year; and
- *Cash flow from operations* was \$36.1 million, compared to \$80.6 million for the same period last year, with the decrease mainly due to the timing of renewals and associated billings of certain annual contracts, and the timing of certain vendor payments.

Full Year 2022 Financial Results

- *Total revenues* were \$1,099.1 million, up 13.9% or 19.8% on a constant currency basis over 2021;
- *Subscriptions revenues* were \$960.2 million, up 18.1% or 24.3% on a constant currency basis over 2021;
- *Operating income* was \$208.6 million, compared to \$94.6 million for 2021. *Operating income* for 2021 includes a one-time compensation charge of \$90.7 million resulting from a modification of our deferred compensation plan;
- *Adjusted operating income* was \$348.5 million, compared to \$306.2 million for 2021;
- *Adjusted operating income inclusive of stock-based compensation (“Adjusted OI w/SBC”)* was \$273.9 million, compared to \$258.0 million for 2021;
- *Net income* was \$174.8 million, compared to \$93.2 million for 2021. *Net income per diluted share* was \$0.55, compared to \$0.30 for 2021. *Net income* for 2021 includes a one-time compensation charge of \$83.4 million, net of tax, resulting from a modification of our deferred compensation plan. *Net income margin* was 15.9%, compared to 9.7% for 2021;
- *Adjusted net income* was \$274.5 million, compared to \$267.9 million for 2021. *Adjusted EPS* was \$0.85 compared to \$0.83 for 2021;
- *Adjusted EBITDA* was \$366.4 million, compared to \$324.9 million for 2021. *Adjusted EBITDA margin* was 33.3%, compared to 33.7% for 2021; and
- *Cash flow from operations* was \$274.3 million, compared to \$288.0 million for 2021, with the decrease primarily due to the timing of renewals and associated billings of certain annual contracts, and increased interest payments.

Definitions of the non-GAAP financial measures used in this press release and reconciliations of such measures to the most comparable GAAP financial measures are included below under the heading “Use and Reconciliation of Non-GAAP Financial Measures.”

CEO Greg Bentley said, “The fourth quarter and thus full-year 2022 operating results quite successfully met the expectations we maintained throughout the year, notwithstanding the loss of Russia and pandemic-compounded headwinds in China. Our operating team colleagues, led by COO Nicholas Cumins, delivered what I consider our best year ever, operationally and financially. Our E365 and SMB growth initiatives hit a new stride, our Seequent and Power Line Systems platform acquisitions continued their breakout new business velocity, and every region throughout the world, other than China, continues to perform and grow at full pace. The stage is set for relatively favorable visibility into comparable growth during 2023, as our accounts and prospects are necessarily prioritizing going digital in order to meet accelerated demand for infrastructure engineering.

Our 2023 annual financial outlook must nonetheless factor in a cautious approach to China, where we are appropriately adapting to improve our long-term prospects under the assumption of continued geopolitical challenges. Our enduring annual commitment to margin

improvement is now expressed in terms of *Adjusted operating income inclusive of stock-based compensation* (rather than *Adjusted EBITDA*) to align our external reporting with executive incentives that incorporate accountability for the full economic costs of equity awards and of operating capex. We are also announcing further generational management succession, as we round out our expected wave of post-IPO executive retirements with, characteristically, ‘no drama.’”

CFO Werner Andre said, “In Q4, as throughout 2022, sustained favorable operating momentum enabled us to achieve our strong results despite the year’s challenges in Russia and China. Our Q4 decrease in cash flow from operations stemmed largely from timing and has been fully offset by resulting extraordinary collections in early 2023.

Our 2023 financial outlook reflects our confidence in continued strong market demand for infrastructure engineering going digital—led by our E365 program, SMB initiatives, and enduring strength of our platform acquisitions—subject to wider uncertainty surrounding potential outcomes in China. Our balanced capital allocation provides sufficiently for programmatic acquisitions and for equity and debt repurchase programs, as well as our 2023 increase to our modest dividend payout.”

Recent Financial Developments

- On November 30, 2022, we completed the acquisition of Vetasi, a leading international consultancy specializing in enterprise asset management (EAM) solutions, with a strong focus on IBM Maximo;
- On February 23, 2023, we announced we completed the acquisition of EasyPower, a developer of design and analysis software for power systems engineering and an established market leader in arc-flash hazard resilience;
- For the year ended December 31, 2022, to offset dilution from stock-based compensation, we spent approximately \$43.6 million on de-facto share repurchases associated mainly with deferred compensation plan distributions, and under the BSY Stock Repurchase Program which we announced in the second quarter of 2022 we repurchased 896,126 shares for \$28.3 million, and \$2.2 million aggregate principal amount of our outstanding convertible senior notes due 2026 for \$2.0 million; and
- On January 25, 2023, we announced our board of directors increased our regular quarterly dividend from \$0.03 per share to \$0.05 per share effective from the first quarter of 2023.

2023 Financial Outlook

The Company is sharing the following financial outlook for the full year 2023:

- *Total revenues* in the range of \$1,205 million to \$1,235 million, representing growth of approximately 9.5% to 12.5% (10.5% to 13.5% in constant currency);
- *Constant currency ARR growth rate (business performance)*⁽¹⁾ of 11.5% to 13.5%;
- *Adjusted OI w/SBC margin* of approximately 26%;

- *Effective tax rate* of approximately 20%;
- *Cash flow from operations* representing a conversion rate from *Adjusted EBITDA* of approximately 80%; and
- *Capital expenditures* of approximately \$30 million, which includes certain IT investments.

-
- (1) *Business performance* excludes *ARR* acquired from *platform acquisitions*, but includes *ARR* acquired from *programmatic acquisitions*, which generally are immaterial, individually and in the aggregate.

The 2023 outlook information provided above includes non-GAAP financial measures management uses in measuring performance and liquidity. The Company is unable to reconcile these forward-looking non-GAAP measures to GAAP without unreasonable efforts because it is not possible to predict with a reasonable degree of certainty the actual impact of certain items and unanticipated events, including stock-based compensation charges, depreciation and amortization of acquired intangible assets, realignment expenses, and other items, which would be included in GAAP results. The impact of such items and unanticipated events could be potentially significant.

The 2023 outlook is forward-looking, subject to significant business, economic, regulatory, and competitive uncertainties and contingencies, many of which are beyond the control of the Company and its management, and based upon assumptions with respect to future decisions, which are subject to change. Actual results may vary and those variations may be material. As such, our results may not fall within the ranges contained in this outlook. The Company uses these forward-looking measures to evaluate its ongoing operations and for internal planning and forecasting purposes.

Operating Results Call Details

Bentley Systems will host a live Zoom video webinar on February 28, 2023 at 8:15 a.m. EST to discuss operating results for its fourth quarter and full year ended December 31, 2022.

Those wishing to participate should access the live Zoom video webinar of the event through a direct registration link

at https://us06web.zoom.us/webinar/register/WN_KICwUBUArgy6AyL7WgEOMw.

Alternatively, the event can be accessed from the Events & Presentations page on Bentley Systems' Investor Relations website at <https://investors.bentley.com>. In addition, a replay and transcript will be available after the conclusion of the live event on Bentley Systems' Investor Relations website for one year.

ESI Group 2022 Full-year revenue & results

28 February 2023

ESI Group, Rungis, France, releases its sales and results for the full year 2022 (period from January 1st to December 31st) approved by the Board of Directors on February 27th, 2023. Audit procedures performed by the Group statutory auditors are being finalized.

"I am proud to announce that our comprehensive strategic plan has successfully laid a robust foundation for the future growth of ESI Group. The remarkable success of 2022 is a testament to the effectiveness of our strategic direction. Our focus on recurring revenues has further enhanced our sustainable financial performance and future plans. With our keen eye on the future, we expect to see continuous progress on our top line in 2023. ESI's teams, product, and market position are critical for a clean, safe, and productive industry. I remain confident that our continued success in FY23 and beyond will meet all stakeholder's mid and long-term expectations."

Cristel de Rouvray

Chief Executive Officer of ESI Group

ESI Group Achieves Key Milestones of OneESI 2024 Plan, Delivering Strong Results in 2022

ESI Group has made significant progress on its strategic plan, on track with expectations for the fiscal year 2022. The Group's ability to consistently fulfill its long-term commitments was demonstrated by a strong 7.4% increase in ARR, reflecting a focus on recurring software revenue that was prominently highlighted in the OneESI 2024 plan. The Group has successfully raised its ARR to €100.6m (compared to €93.7m in 2021), marking a substantial advancement for the Group. In addition, ESI Group has achieved its revenue objectives, with growth consistent with the communicated range to the market (between 2% and 4%) for a total revenue of €129.7m. The Group's emphasis on its licensing business has also paid off, as it now accounts for 85.0% of the company's overall activity (compared to 83.2% in FY21).

ESI Group's strong performance showcases its ability to navigate a challenging economic environment while delivering on its commitments. The company's solutions are critical for customers who require adaptability and speed to remain competitive. In the past year, ESI Group has strengthened relationships with key clients, promoting sustained growth and building a foundation for future success. The company's commitment to innovation has allowed it to stay ahead of the curve, offering customers cutting-edge simulation solutions that provide exceptional value.

ESI Group's Remarkable Progress Towards OneESI 2024 Plan in 2022

ESI Group is pursuing its transformation by focusing on its core activities and improving customer satisfaction. This focus is reflected in the company's significant Annual Recurring Revenue (ARR) growth, increased business wins, and strong employer brand, which has helped attract talent in the market. Additionally, at constant perimeter, ESI Group's revenue growth and cost-management efforts resulted in an 11.6% Adjusted EBIT margin (exceeding the anticipated range of 9% to 11%).

The company's strategic approach has yielded positive results, with growth in our 3 regions

particularly in the Americas, where it grew by 15.9% (+4.2% cer), the Asia market remained stable at -0.2% (+2.4% cer) due to the acceleration of the strategic shift from perpetual to recurring licenses. The EMEA region posted a growth of 1.6% (+1.3% cer). ESI Group's commitment to enhancing customer satisfaction and attracting top talent has resulted in enabling the company to position itself as a market leader in the face of ongoing challenges.

The gross margin rate increased to 78.9% vs 76.8% in 2021 mainly due to higher rate of licenses in our revenue mix. As announced, the Group continued streamlining its operations and reduced its headcount – from 1,144 (end of December 2021) to 985 (end of December 2022). In the meantime, the Group recruited highly seasoned leaders and team members for strategic positions across the organization.

In 2022, Other operating income and expenses amounted to €12.7m mainly due to CFD sale versus -€27.6m in 2021 due to ESI Group restructuring and transforming plan comprising of Provisions for reduction in headcount & Impairment of intangibles as related to products & services deemed non-core.

A healthy financial situation

In 2022, ESI Group continued demonstrating its capacity to improve its financial situation. ESI Group controlled its costs thanks to a better resource allocation and reduced its net financial debt (from €12.5m in 2021 to -€7.3m in 2022) with more reimbursement of the bank loans (€8.5m in 2022 vs €5.3m in 2021).

The Group has increased its cash position end-of-year from €30.3m to €41.6m which includes the positive impact of the CFD business sale (+€20m of cash) announced in July 2022 and the payment of restructuring charges for the Group linked to its departure plan (about €7m euros in 2022 versus €1.7m in 2021).

The gearing significantly improved (net financial debt/Equity) from 17.2% in 2021 to -8.0% in 2022.

Forward-looking statement.

Q1 – FY23 Revenue perspectives

While the Group does not give guidance on ARR, we expect the ARR trend to continue in Q1 with an ARR growth to exceed overall topline growth.

Modelon welcomes investors to Presentation of Q4 Year-end report on Friday, March 3, 2023, at 10 am

1 March 2023

Modelon, a leading player in the simulation and analysis market that offers software products and complementary consulting services in industrial mathematical modeling, simulation and analysis of complex technical systems, invites investors to a presentation of the year-end report for the period Jan – December 2022.

CEO Magnus Gäfvert together with CFO Jonas Eborn, will present the company on a webcast at 10 am CET on March 3, 2023. The presentation will be held in English and will be available

at www.modelon.com. To follow the presentation, please join via the link below:
<https://www.finwire.tv/webcast/modelon/q4-2022/>

Stratasys Releases Fourth Quarter and Full Year 2022 Financial Results

2 March 2023

Stratasys Ltd., a leader in polymer 3D printing solutions, announced financial results for the fourth quarter and full year 2022.

Dr. Yoav Zeif, Stratasys' Chief Executive Officer stated, "Stratasys grew 11.4% in 2022, adjusting for divestitures and currency impacts, while delivering our sixth consecutive quarter of profitability on an adjusted basis against an increasingly challenging macroeconomic environment. Strong execution by our team and a relentless focus on controlling costs contributed to our effective efforts to overcome these challenges."

Dr. Zeif continued, "We are encouraged by the strong future demand indicators from our customers for our additive manufacturing polymer systems and consumables. Our high engagement levels across our innovative products, along with the strength of our customer service revenues, provide us with the confidence that once capital spending restrictions are lifted and utilization levels increase, our efforts will be rewarded. With our broad-based technology portfolio and an unmatched go-to-market capability, we are positioned well to gain increased share when macroeconomic headwinds subside. Armed with a strong balance sheet and a disciplined approach to capital allocation, we are well prepared to build on our industry leadership in the coming years."

Summary - Fourth Quarter 2022 Financial Results Compared to Fourth Quarter 2021:

- Revenue of \$159.3 million compared to \$167.0 million.
- GAAP gross margin of 43.1%, compared to 43.7%.
- Non-GAAP gross margin of 48.4%, compared to 48.7%.
- GAAP operating income of \$1.6 million, compared to an operating loss of \$16.2 million.
- Non-GAAP operating income of \$5.1 million, compared to non-GAAP operating income of \$1.7 million.
- GAAP net loss of \$2.4 million, or \$0.04 per diluted share, compared to a net loss of \$4.8 million, or \$0.07 per diluted share.
- Non-GAAP net income of \$4.6 million, or \$0.07 per diluted share, compared to non-GAAP net income of \$0.5 million, or \$0.01 per diluted share.
- Adjusted EBITDA of \$10.7 million, compared to \$7.9 million.
- Planned inventory build resulted in cash used in operations of \$18.1 million, compared to cash generated of \$4.4 million year over year.

Summary - 2022 Financial Results Compared to 2021:

- Revenue of \$651.5 million compared to \$607.2 million.

- GAAP gross margin of 42.4%, compared to 42.8%.
- Non-GAAP gross margin of 48.0%, compared to 47.8%.
- GAAP operating loss of \$57.2 million, compared to a \$79.2 million operating loss.
- Non-GAAP operating income of \$13.5 million, compared to a \$1.7 million non-GAAP operating loss.
- Adjusted EBITDA of \$36.1 million, compared to \$22.6 million.
- GAAP net loss of \$29.0 million, or (\$0.44) per diluted share, compared to a loss of \$62.0 million, or (\$0.98) per diluted share.
- Non-GAAP net income of \$10.3 million, or \$0.15 per diluted share, compared to non-GAAP net loss of \$4.3 million, or \$(0.07) per diluted share.
- Planned inventory build resulted in cash used in operations of \$75.4 million, compared to cash provided by operations of \$35.8 million.

Non-GAAP Adjustments:

	Quarter Ended December 31,		Year Ended December 31,	
Revenue Growth Rates (%) as reported	(4.6	%)	7.3	%
Adjusted Revenue Growth Rates (%) excluding divestitures	(0.3	%)	9.0	%
Adjusted Revenue Growth Rates (%) excluding divestitures and FX effects	1.7	%	11.4	%

Financial Outlook:

Based on current market conditions and assuming that the impacts of global inflationary pressures, interest rate hikes and supply chain costs do not impede economic activity further, the Company is providing the following outlook for 2023:

- Full year revenue of \$620 million to \$670 million.
- Sequential quarterly revenue growth, notably higher in the second half
- Based on current logistics and materials costs, full year gross margins of 48.0% to 49.0%, with improved year-over-year growth in the second half of 2023.
- Full year-operating expenses of \$290 million to \$300 million.
- Full year non-GAAP operating margins of 2.5% to 3.5% with improving profitable contribution through the year.
- GAAP net loss of \$78 million to \$57 million, or (\$1.12) to (\$0.83) per diluted share.

- Non-GAAP net income of \$9 million to \$17 million, or \$0.12 to \$0.24 per diluted share.
- Adjusted EBITDA of \$35 million to \$50 million.
- Capital expenditures of \$20 million to \$25 million.

Non-GAAP earnings guidance excludes \$30 million to \$32 million of projected amortization of intangible assets, \$28 million to \$30 million of share-based compensation expense, and reorganization and other expenses of \$15 million to \$22 million. Non-GAAP guidance includes tax adjustments of \$2 million to \$3 million on the above non-GAAP items.

Appropriate reconciliations between GAAP and non-GAAP financial measures are provided in a table at the end of our press release and slide presentation, with itemized detail concerning the non-GAAP financial measures.

Stratasys Ltd. Fourth Quarter 2022 Webcast and Conference Call Details

The Company plans to webcast its conference call to discuss its fourth quarter 2022 financial results on Thursday, March 2, 2023, at 8:30 a.m. (ET).

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

<https://event.choruscall.com/mediaframe/webcast.html?webcastid=K6UFH5he>

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

Tecsys Reports Financial Results for the Third Quarter of Fiscal 2023

1 March 2023

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

Second Quarter Highlights:

- SaaS revenue increased by 36% to \$9.5 million, up from \$7.0 million in Q3 2022.
- SaaS subscription bookingsⁱ (measured on an ARRⁱ basis) increased by 152% to \$5.8 million, compared to \$2.3 million in the third quarter of fiscal 2022.
- SaaS Remaining Performance Obligation (RPOⁱ) increased by 63% to \$128.3 million at January 31, 2023, up from \$78.5 million at the same time last year.
- Annual Recurring Revenue (ARRⁱ) at January 31, 2023 was up 27% to \$75.4 million compared to \$59.5 million at January 31, 2022.

- Professional services revenue was up 5% to \$13.6 million compared to \$12.9 million in Q3 last year.
- Total revenue excluding hardware revenue was \$32.5 million, 12% higher than \$29.0 million reported for Q3 last year, while total revenue reached a record \$38.9 million.
- Gross margin was 44% compared to 43% in the same period in fiscal 2022.
- Total gross profit increased to \$17.0 million, up 12% from \$15.2 million in Q3 last year.
- Operating expenses increased to \$16.0 million, higher by \$2.1 million or 15% compared to \$13.9 million in Q3 last year.
- Profit from operations was \$1.0 million, down from \$1.4 million in Q3 last year.
- Net profit was \$0.9 million or \$0.06 per share on both a basic and fully diluted basis in Q3 2023 compared to \$0.9 million or \$0.06 per share in Q3 2022.
- Adjusted EBITDAⁱⁱ was \$2.8 million, up 1% compared to \$2.7 million reported in Q3 last year.

“We are pleased to continue our strong momentum through this quarter, supported by both new logo wins and solid base account activity, including major expansions and new SaaS migrations, which continues to contribute favorably to our bookings,” said Peter Brereton, president and CEO of Tecsys Inc. “We continue to see healthy pipeline activity that shows a growing demand for our value proposition to our base customers and to the supply chain market as a whole. In light of these favorable market conditions, we continue to invest to drive organic growth.”

Mark Bentler, chief financial officer of Tecsys Inc., added, “Our Q3 performance continues at a solid pace as we drive market expansion and investor value. With a record revenue quarter led by 36% SaaS revenue growth and SaaS bookings up 152%, we are pleased with our topline growth, and we continue to create greater revenue visibility as we grow our RPO, which is up 63% year over year.”

Year-to-date performance for first nine months of fiscal 2023:

- SaaS revenue increased by 37% to \$26.3 million, up from \$19.2 million the same period of fiscal 2022.
- SaaS subscription bookingsⁱ (measured on an ARRⁱ basis) increased to \$12.5 million, 68% higher from \$7.5 million in the same period of fiscal 2022.
- Professional services revenue for the nine-month period was up 4% to \$40.7 million compared to \$39.1 million in the same period of fiscal 2022.
- Total revenue excluding hardware revenue was \$94.4 million, 11% higher than \$85.3 million reported for the same period of fiscal 2022.
- Gross margin was 44% for both periods in fiscal 2023 and fiscal 2022.

- Total gross profit increased to \$48.4 million, up 7% from \$45.2 million in the same period of fiscal 2022.
- Operating expenses increased to \$46.3 million, higher by \$5.2 million or 13% compared to \$41.1 million in the same period of fiscal 2022.
- Profit from operations was \$2.2 million, down from \$4.1 million in the same period of fiscal 2022.
- Net profit was \$1.6 million or \$0.06 per share on both a basic and fully diluted basis in the first nine months of fiscal 2023 compared to a net profit of \$1.9 million or \$0.13 per share for the same period in fiscal 2022.
- Adjusted EBITDAii was \$7.0 million, down 16% compared to \$8.4 million reported in the same period in fiscal 2022.

On March 1, 2023, the Company declared a quarterly dividend of \$0.075 per share to be paid on April 13, 2023 to shareholders of record on March 23, 2023.

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

[For financial tables click here](#)

Third Quarter Fiscal 2023 Results Conference Call

Date: March 2, 2023

Time: 8:30am EDT

Phone number: (877) 954-0686 or (416) 981-9014

The call can be replayed until March 9, 2023 by calling:

(800) 558-5253 or (416) 626-4100 (access code: 22026120)

Xometry Reports Fourth Quarter and Full Year 2022 Results

1 March 2023

Xometry, Inc., the global online marketplace connecting enterprise buyers with suppliers of manufacturing services, reported financial results for the fourth quarter and full year ended December 31, 2022.

“In Q4 2022, Xometry delivered strong 32% marketplace growth in a period of increasingly challenging macroeconomic conditions,” said Randy Altschuler, Xometry CEO. “As we continue to grow rapidly year-over-year, we are also implementing a 5-point strategic plan to ensure that we continue to deliver strong growth. These steps include realigning our sales efforts to improve our focus on our top 200 accounts who represent significant revenue opportunities and who depend on Xometry to strengthen their crucial supply chains; continued expansion of processes and materials with a deeper integration with Thomas; rapid international expansion and growth; and further enhancements and adoption of new products, including Workcenter. Additionally, we are taking an aggressive approach to reducing operating expenses, which included a 6% headcount reduction in January.”

Fourth Quarter 2022 Financial Highlights

- Total revenue for the fourth quarter 2022 was \$98.2 million, an increase of 46% year-over-year.
- Marketplace revenue for the fourth quarter of 2022 was \$79.1 million, an increase of 32% year-over-year.
- Supplier services revenue for the fourth quarter of 2022 was \$19.1 million.
- Total gross profit for the fourth quarter 2022 was \$36.0 million, an increase of 72% year-over-year.
- Marketplace Active Buyers increased 45% from 28,130 as of December 31, 2021 to 40,664 as of December 31, 2022.
- Marketplace Accounts with Last Twelve-Months Spend of at least \$50,000 increased 47% from 701 as of December 31, 2021, to 1,027 as of December 31, 2022.
- Marketplace Percentage of Revenue from Existing Accounts was 96%.
- Net loss attributable to common stockholders was \$24.4 million for the quarter, an increase of \$0.5 million year-over-year, and Adjusted EBITDA was negative \$14.2 million for the quarter, reflecting an increase of \$2.4 million year-over-year. Net loss for Q4 2022 included \$5.1 million of stock-based compensation and a \$1.5 million restructuring charge.
- Cash and cash equivalents were \$319.4 million as of December 31, 2022.

Fourth Quarter 2022 Business Highlights

- Grew the number of Active Suppliers 22% year-over-year from 2,010 to 2,447.
- Introduced a new instant quoting page for the Xometry Marketplace, offering easier navigation and greater usability of the quoting engine.
- Appointed Brendan Sterne, a veteran product executive skilled in scaling technology for growth and revenue, as our Chief Product Officer, and elevated Matt Leibel to Chief Technology Officer.
- Expanded the offerings of our Xometry Europe marketplace to include compression molding and vacuum casting, which are critical for the automotive, electronics, medical device and other industries.
- Integrated the Gravity Climate API into the Xometry Marketplace to help our customers instantly calculate carbon emissions in real-time.

Full Year Financial Highlights

- Total revenue for the full year 2022 was \$381.1 million, an increase of 75% year-over-year.
- Marketplace revenue for the full year 2022 was \$303.1 million.

- Supplier services revenue for the full year 2022 was \$77.9 million.
- Total gross profit for the full year 2022 was \$147.6 million, an increase of 158% year-over-year. Gross profit margin improved to 38.7% for year ended December 31, 2022 from 26.2% for the year ended December 31, 2021.
- Marketplace gross profit margin improved to 28.6% for the year ended December 31, 2022 from 25.1% for the year ended December 31, 2021.
- Net loss attributable to common stockholders was \$76.0 million for the full year 2022, an increase of \$14.6 million year-over-year, and Adjusted EBITDA was negative \$41.8 million for the full year 2022, reflecting an increase of \$2.0 million year-over-year. Net loss for the full year 2022 includes \$19.2 million of stock-based compensation expense, \$2.3 million of expense for charitable contributions and a \$1.5 million restructuring charge.

Full Year Business Highlights

- Introduced “Xometry Everywhere” software which extends the reach of Xometry’s AI-driven instant-quoting pricing engine to popular third-party sites where engineers and other buyers spend significant amounts of time.
- Obtained certification for Medical Device Manufacturing (ISO 13485) enabling the Xometry marketplace to expand the breadth of medical device manufacturing.
- Expanded European operations including an enhanced site for European customers, www.xometry.eu, which makes it even easier for buyers to compare and price technologies, materials and finishes in real time. Added new languages including Spanish, Polish, Norwegian and Dutch.
- Introduced new self-serve advertising subscription options for suppliers on Thomasnet.
- Launched a local manufacturing network in China (Xometry.Asia) and began taking orders from Chinese customers in April 2022.
- Expanded CAD integrations with the addition of PTC’s Onshape product development platform which has over 2 million users. The integration provides seamless instant quoting with our proprietary, AI-driven Xometry Instant Quoting Engine®.
- On February 11, 2022 completed an offering of Convertible Senior Notes, raising net proceeds of \$278.2 million.
- Introduced Workcenter which gives suppliers a one-stop view into all their Xometry and non-Xometry work. A cloud-based manufacturing execution system, Workcenter brings the job board and financial services into one, easy-to-use platform.
- Launched the Industrial Buying Engine which helps customers source and purchase from the more than 500,000 suppliers on Thomasnet.com. Through the Industrial Buying Engine, buyers can request quotes for products and services from suppliers.

- Extended Xometry quoting capabilities into new categories based on the data and suppliers from the Thomas network. The new processes include laser tube cutting and tube bending.
- Launched the universal login experience which improves and centralizes the login experience and user credentials. Universal login allows Xometry and Thomas buyers and suppliers to seamlessly move and transact across platforms.

Subsequent to Fourth Quarter 2022

On January 2, 2023, the Company acquired 100% of the equity of Tridi Teknoloj A.S. ("Tridi") located in Istanbul, Turkey. The acquisition of Tridi extended our marketplace capabilities in Europe by opening a vast array of affordable suppliers. Tridi operates an online marketplace for manufacturing with the ability to serve all of Europe within a 24-hour turn around period. The aggregate non-contingent portion of the purchase price was approximately \$3.8 million. In addition, the purchase price includes a contingent consideration arrangement to the former owners of Tridi up to a maximum amount of \$1.25 million (undiscounted) in Class A common shares in two installments on the first and second anniversary of the acquisition and is based on the achievement of certain revenue targets.

In December 2022, we initiated a restructuring action to help manage our operating expenses by reducing our workforce by approximately 6%. The workforce reduction focused on realigning our staffing levels to help us meet the current and future objectives of our business. For the year ended December 31, 2022, we incurred \$1.5 million for employee termination costs related to this restructuring. The majority of these costs will be paid by the Company in the first quarter of 2023. We expect the reduction in workforce will reduce operating expenses by approximately \$8.0 million on a full year basis.

Financial Guidance and Outlook:

	Q1 2023		FY 2023	
	(in millions)			
	Low	High	Low	High
Revenue	\$ 100.0	\$ 102.0	\$ 470.0	\$ 480.0
Adjusted EBITDA	\$(11.0)	\$(9.0)	\$(22.0)	\$(20.0)

Xometry's first quarter and full year 2023 financial outlook is based on a number of assumptions that are subject to change and many of which are outside of its control. If actual results vary from these assumptions, Xometry's expectations may change. There can be no assurance that Xometry will achieve these results.

Conference Call and Webcast Information

The Company will host a conference call and webcast to discuss the results at 8:30 a.m. ET (5:30 a.m. PT) on March 1, 2023. In addition to issuing a press release, the Company will post an earnings presentation to its investor website at investors.xometry.com.

Xometry, Inc. Fourth Quarter 2022 Earnings Presentation and Conference Call

- 8:30 a.m. Eastern / 5:30 a.m. Pacific on Wednesday, March 1, 2023
- To register please use the following link: [Xometry, Inc. Q4 2022 Earnings Call](#)
- You may also visit the Xometry Investor Relations Homepage at investors.xometry.com to listen to a live webcast of the call

Implementation Investments

AB Agri Chooses Infor to Drive Digital Strategy for Growth

1 March 2023

Infor®, the industry cloud company, announced that AB Agri, a leading international agri-food business providing animal feeds and services, has chosen Infor CloudSuite Food & Beverage to digitally transform its global operation. The industry-specific enterprise resource planning (ERP) solution will be delivered as a public cloud deployment powered by Amazon Web Services (AWS). Initially, it will be rolled out to more than 700 users across the UK, Spain, Denmark and Poland, establishing a common ERP platform to support continuous improvements and help fulfil ambitious growth plans.

AB Agri was concerned about the challenges caused by the variety of aging, highly-customised ERP systems in use across the business's 11 brands and entities. Ongoing customisations meant that migrations to newer versions of incumbent solutions would be complex and costly, and some systems were soon to be out of support. A complex system landscape was also problematic for updates, support and maintenance, resulting in myriad ways of working and processes.

"We found that we were particularly inefficient with intercompany processes, and there was no easy way to access organisation-wide information to support rapid, robust decision making," comments Pascal Martel, AB Agri CIO. "We were at the stage where our systems were slow and even unable to adapt to the changing needs of our business and our customers. We realised we weren't leveraging the full potential of what an ERP solution could do for our business. In short, our systems were preventing the evolution of our organisation."

Having decided to look for a new ERP solution, AB Agri started an 'art of the possible' review, and, as the opportunities unfolded, the scope of the project grew to include multiple businesses. After a comprehensive strategic review, which looked at how a targeted digital journey could resolve specific business pain points, the project team defined the scope of the requirements before embarking on a thorough selection process to determine the optimal solution and supplier to realise AB Agri's digital vision.

Initially, AB Agri approached seven ERP suppliers, with a shortlist of three going through to the request for proposal (RFP) stage. Two finalists underwent a detailed selection process, scored against defined criteria, which resulted in AB Agri choosing Infor as its digital transformation partner.

“Infor’s CloudSuite Food & Beverage solution meets all of our operational requirements and will address our specific pain points,” Pascal continues. “We’re looking forward to seeing increased efficiencies right across the business, from more effective forecasting and operational planning, through to improved pricing and enhanced visibility, timeliness and accuracy of inventory. The fact that the ERP is cloud-based means we can be confident our solutions will be continuously updated, and we’ll benefit from all the other advantages of SaaS, too, including enhanced security and business resilience.”

“In Infor, we have found a strategic partner that will enable us to deploy new tools to meet the challenges of today, but with the comprehensive roadmap to ensure its solutions will evolve, in tandem with us, to meet the challenges of tomorrow, no matter how complex. Ultimately, we’ll have a platform that’s flexible enough to support our growth plans, with the breadth and depth of functionality to achieve our overarching business vision.”

“We’re delighted to be partnering with AB Agri on its long-term digital transformation journey,” comments Anwen Robinson, Infor SVP and GM for UK and Ireland. “Infor’s detailed product roadmap and ongoing commitment to innovation, in combination with our industry-specific ERP solutions, ensure we’re well-placed to work alongside the team at AB Agri to build a solutions platform capable of supporting its continued business growth, helping AB Agri to reaffirm its position as the leader in its field.”

AT&T Mexico Transforms its Technology Strategy with Oracle Cloud Infrastructure

1 March 2023

AT&T Mexico is moving critical IT and business processes to Oracle Cloud Infrastructure (OCI) to expand the benefits of mobile internet to more than 21 million subscribers and business customers in industries such as education, health and banking nationwide. With OCI, the company will be able to manage OSS/BSS workloads, analytics, and databases more efficiently in the cloud.

“AT&T Mexico’s cloud transition continues to be a strategic lever for our growing and evolving business, enabling us to complete end-to-end processes with the agility and scalability necessary to deliver connectivity services to a growing number of users,” said Jeronimo Diez de Sollano, chief information officer, AT&T Mexico. “Oracle has been a trusted collaborator with AT&T Mexico; this collaboration plays a part in our digital transformation program and the search for efficiencies and new market opportunities.”

Building on OCI’s capabilities in the Oracle Cloud Querétaro region, AT&T Mexico can run critical applications while meeting data residency requirements. Additionally, AT&T expects to see benefits in terms of productivity, and reductions in the total cost of ownership (TCO) over five years. This will positively impact the company’s efficiency and innovation in technology helping it adapt to market demand quickly.

OCI helps telcos run, build, and optimize mission critical workloads with TCO benefits through optimum price performance, low network-egress charges, and consistent global pricing. Collaborating with Oracle, AT&T Mexico is creating more reliable and agile platforms, allowing them to offer innovative services to the customers they serve.

“Having clients like AT&T in the Oracle Cloud Querétaro region reflects the strong customer growth OCI is seeing across the country,” said Angel Alija, senior vice president, Telecommunications, Oracle. “We’re privileged to work with AT&T to build capabilities that will allow them to create more and better services that optimize the experiences of all AT&T users.”

Chichester Park Hotel Checks in to the Cloud with Infor

28 February 2023

Infor®, the industry cloud company, announced that Chichester Park Hotel has deployed Infor Hospitality Management Solution (HMS) and Infor Sales & Catering (SCS), a fully integrated, event management software solution. The new cloud systems have streamlined and amalgamated key processes, laying the foundations for continued business growth.

The 86-room hotel in the heart of historic Chichester, England, was looking for a new solution to replace its incumbent system that was unable to keep pace with the demands of the growing business. Following a thorough assessment of the market and a six-way competitive pitch, Chichester Park Hotel chose the two solutions from Infor.

In particular, Chichester Park liked the ease-of-use of the solutions and their ability to not only integrate seamlessly with each other, but with other solutions and technologies, too. Infor HMS and SCS are already delivering benefits for the business, securing valuable efficiency savings and providing more insightful and accessible data than with the previous solutions. Infor SCS is helping to facilitate a frictionless guest experience, automating the entire booking process with an intuitive workflow at every stage of the customer journey. System integration furnishes the team with comprehensive business visibility at any moment in time.

“Put simply, the systems work for us,” comments Kam Sanmukhani, Chichester Park operations manager. “The seamless integration of our core business processes has led to a more streamlined and efficient experience for both staff and guests. For example, when it comes to advanced deposit postings, we can now automatically charge cards in a couple of clicks, a process that used to take 90 minutes to do manually. The reporting functionality is excellent, too, enabling us to filter the data in a multitude of ways to reveal valuable business insights.”

“Infor SCS gives us the ability to automate the entire booking process, from initial enquiry through to the final invoice. In combination with the functionality of Infor HMS, Infor SCS puts the scalable foundations in place to ensure sustainable and profitable business growth, helping us to deliver exceptional customer service whilst maximising revenues,” Sanmukhani added.

“Infor HMS and SCS are built to meet the exacting demands of the hotel industry,” comments Paul Griffiths, Infor hospitality business development manager for UK and Ireland. “As the team at Chichester Park has recognised, our flexible and scalable solutions deliver quantifiable business benefits, automating core processes to deliver that all-important quality experience

for guests and staff alike. The efficiencies and valuable insights that our solutions deliver make them the ideal choice for hotel businesses keen to pursue ambitious growth strategies, boosting customer satisfaction as well as profitability.”

Cosmecca Korea Beats the Competition to Market with Centric PLM

2 March 2023

Centric Software®, the Product Lifecycle Management (PLM) market leader, proudly announces its partnership with Cosmecca Korea Co Ltd., an industry leader in research & development (R&D) and manufacturing of skincare products based in South Korea. 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, consumer electronics, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Cosmecca Korea believes in creating a beautiful life for everyone through its cosmetics original equipment manufacturer (OEM) /original design manufacturer (ODM) services for its global clients based on innovative and competitive R&D. With the goal of becoming a leader in the global beauty industry, Cosmecca Korea expanded its production in South Korea, China and the United States where it acquired Englewood Lab, headquartered in New Jersey. The company is known for being the first in South Korea to develop triple-functional BB cream.

Recognizing stiff competition and the importance of being first and best to market, Cosmecca Korea wanted a solution to create a competitive advantage and reduce its new product development lead time. Despite having enterprise resource planning as well as raw material and regulatory management systems in place, the company struggled to unify and track product development information and streamline communication due to manual processes and the lack of a single platform as a point of reference. As such, they decided to utilize PLM to reconcile existing systems and processes.

Cosmecca Korea’s representative, a senior manager of the PLM project shares, “We evaluated three PLM providers based on four factors: the solution, product scope, cost and implementation experience. Finally, Centric stood out with their expertise in implementing PLM solutions for cosmetics manufacturing companies.”

Given the powerful capabilities of Centric PLM®, Cosmecca Korea is set to increase competitiveness and client satisfaction by accelerating time to market and providing transparency with progress reports. In addition, Cosmecca Korea will use Centric PLM to further streamline global compliance and monitor regulations across its product portfolio, improve visibility with flexible project management, simplify product formulation and packaging development with partners and easily compare suppliers’ quotes, among many other benefits.

“After the implementation in our South Korea R&D center, we plan to implement Centric PLM in China and with our US subsidiaries as well to improve the development capabilities in all of our company’s laboratories,” says the representative from Cosmecca Korea.

Chris Groves, President and CEO of Centric Software couldn't be more delighted about this collaboration. He says, "We respect innovators and pioneers in all industries and always find it a welcome challenge to play a bigger part in empowering them to go further. This is what our partnership with Cosmecca Korea is all about and we are excited about the future innovations this partnership will produce."

ENGLAND'S NATIONAL HIGHWAYS EXTENDS ITS CONTRACT FOR TRIMBLE'S AGILEASSETS CLOUD SOFTWARE FOR BRIDGE ASSET MANAGEMENT

2 March 2023

Trimble announced that National Highways, the government-owned company that manages the motorways and major A roads of England, has extended its contract for Trimble's AgileAssets cloud software. The software includes an advanced decision-support solution that helps infrastructure asset managers improve their understanding of future maintenance needs of bridges and other structures. The solution enables National Highways to forecast the condition of bridge assets on England's Strategic Road Network. These forecasts help the organization make efficient use of taxpayer funds to deliver reliable bridge infrastructure throughout National Highways' extensive network.

Trimble's AgileAssets software supports the country's third long-term Road Investment Strategy (RIS3) and is a component of National Highways' strategic effort to improve public mobility, economic prosperity and environmental sustainability by delivering a safer, more reliable and longer-lasting national bridge network. In addition, National Highways uses the software to support the valuation of the structures asset stock for reporting to the UK National Audit Office (NAO).

Optimized Infrastructure Renewal Projects

Trimble's AgileAssets software helps National Highways identify infrastructure renewal projects that bring the most significant benefits in multiple areas, including public safety, financial stewardship, economic development, and environmental responsibility. Throughout England, National Highways manages more than 23,000 highway structures, including 10 tunnels, on roadways that carry more than 4 million vehicle journeys per day.

With a proven track record of collaborating with road and structures management entities in the UK and in more than 15 countries worldwide, Trimble's AgileAssets software is an ideal solution for infrastructure projects. Since 2015, the software has been used successfully for optimized roadway and structures management of the M25, the orbital motorway circling greater London. The M25 is one of the busiest sections of road in the UK: the 250-mile-long network carries 73 million journeys a year, and comprises 4 tunnels, 2,500 structures—including bridges, culverts and overhead gantries—and 140,000 other highway assets.

"Resilience, cost-effectiveness, and sustainability of public infrastructure have long been a key focus at Trimble," said Cyndee Hoagland, senior vice president of Trimble's Owner and Public Sector. "Now, with an even broader range of digital technologies to support our customers in managing the full lifecycle of their assets—from design and construction to operations and

maintenance—we are helping organizations advance toward their long-term goals for delivering safer and longer-lasting infrastructure."

Faster, Streamlined Software Deployment

Trimble's AgileAssets software is delivered through a subscription-based, Software-as-a-Service (SaaS) model, which allows for a faster, more affordable deployment than traditional software and includes enterprise-grade security as well as frequent updates to provide the latest software features.

The original contract for Trimble's AgileAssets software, as well as the contract's most recent extension, were awarded through the UK Government's G-Cloud framework, a cooperative purchasing program that helps government entities procure cloud-hosted IT systems efficiently and cost-effectively.

HEXPOL Engineered Products Upgrades to IFS Cloud to streamline order management and support sustainability

2 March 2023

IFS, the global cloud enterprise software company, announced that leading international gasket, seals and wheels for material handling supplier, HEXPOL Engineered Products, has decided to upgrade to the latest IFS Cloud™ solution to help streamline manufacturing processes and enhance sustainability. The software solution will be deployed across HEXPOL Engineered Products.

Migrating to the solution will enable HEXPOL to navigate complex supply chain challenges, while improving their ability to meet customer expectations of short lead times from order to shipment.

Gabriela Karlsson, Financial Director and Chief Information Officer, HEXPOL Engineered Products, said: "The industry we operate in is highly competitive. We need enhanced visibility over all our processes, together with the ability to optimize processes to keep ahead of the pack and retain our leadership position in the industry. By upgrading to IFS Cloud, we will have an improved oversight into all company transactions and shipments as well as faster and easier access to our performance data - and all this is delivered via easy-to-use reporting dashboards. We are confident that this will, in turn, give us faster time to insight and better return on our capital employed."

When the upgrade is complete, a total of 350 users will utilize IFS Cloud across HEXPOL Engineered Products' seven production plants (two in Sweden, two in China, two in Sri Lanka and one in the US) as well as in its distribution centers in Germany and the US. IFS Cloud's multi-site functionality allows HEXPOL to run a single ERP system across all sites, enabling it to lower its IT costs.

Ann-Kristin Sander, Managing Director of Nordics at IFS, said: "The business challenges HEXPOL is facing today are familiar to all multinational, multi-site businesses operating in highly competitive environments with complex supply chains. Meeting customer expectations of short lead times from order to shipment is a major challenge when production lead times are long.

We are confident that using IFS Cloud will enable HEXPOL to cut costs and drive efficiencies while at the same time becoming even better at meeting expectations and delivering their Moment of Service to customers.”

Upgrading to IFS Cloud will also enable HEXPOL to easily access a range of tools to track the company’s environmental impact, an area of increasing focus for the global manufacturing industry. IFS Cloud functionality will support HEXPOL in achieving its environmental, social, and governance (ESG) goals by providing it with the data it needs to drive its ESG projects. The solution will also enable them to show progress against environmental commitments while simultaneously demonstrating accountability and transparency.

HEXPOL uses the Finance, Supply Chain, Manufacturing, CRM, HR, Procurement, Asset and Recipe Management modules in IFS. Through the upgraded Finance module, IFS Cloud will provide extended functionality from a multi-currency capability to Microsoft Power BI reporting dashboards. Furthermore, the supply chain module offers HEXPOL greater efficiency in supply chain management with improved visibility over every step, while the recipe management capability ensures it will obtain the blend of materials used in the production process is accurate.

With the upgrade to IFS Cloud, HEXPOL will also benefit from the twice-yearly releases of new features and capabilities, along with monthly service updates containing fixes and security patches, enabling it to remain consistently evergreen and up-to-date.

The upgrade implementation project will be overseen by IFS’s partner Addovation, which has also, for many years, been a close services partner of HEXPOL Engineered Products.

India’s Infrastructure Conglomerate NCC Limited Signs 10-Year SaaS Agreement with Infor to Digitize and Transform Business

28 February 2023

Infor®, the industry cloud company, announced that NCC Limited, a leading infrastructure conglomerate has chosen Infor CloudSuite Engineering & Construction (E&C) to support its digital transformation journey. This project ties to NCC’s company strategy, and is aimed at increasing productivity, enhancing cross-functional collaboration, and delivering improved visibility across the business. The 10-year commitment is expected to go live this year.

NCC Limited is a billion-dollar infrastructure conglomerate with four decades of strong credentials in building world-class infrastructure for a resurgent India. With a diverse business portfolio spread across multiple geographies, NCC undertakes turnkey engineering, procurement & construction (EPC) contracts, and build-operate-transfer (BOT) projects on a public-private partnership basis in the sectors of roads (national and state highways), buildings & housing, electrical, water & environment, irrigation, railways, international and power. NCC’s commitment is to create significant value for its stakeholders, and the company has evolved to become a full-fledged infrastructure solutions provider developing landmark projects that demonstrate far-reaching impact beyond the realm of construction.

Infor will help further streamline NCC's operational processes across functions throughout the organization, and enable enhanced collaboration within the organization and also with the wider business partnership ecosystem. Infor's solution will also help provide a real-time view of business performance, aid in smarter decision-making, and rapidly enhance robust enterprise capabilities.

The NCC project is a momentous win for Infor. Murali Manohar, Infor managing director of India Subcontinent, says Infor has played an instrumental role in helping to accelerate the adoption of industry-specific applications across key growth verticals in the region. As a testimony of this momentum, the NCC win comes on the back of another key customer success with Campco, a major chocolate manufacturer in India.

"The quality and timely completion of numerous iconic infrastructure projects over the years is testimony to our commitment to building a better India. To leapfrog into the next wave of growth, we need to better manage uncertainties in construction projects in an extremely competitive marketplace. This requires resilient planning that is built on a modern dynamic IT infrastructure," said Manoj R Penmetcha, projects director at NCC Limited. "We look forward to realizing the value proposition of Infor to help deliver predictable outcomes. With Infor CloudSuite Engineering & Construction, we are looking forward to achieving business outcomes that will help us deliver even greater value to the customer. As a full-fledged infrastructure solutions provider, we envision harnessing technology to help raise industry standards, and hopefully create far-reaching impacts beyond just the infrastructure construction sector."

"The construction industry is the backbone of any national development and modernizing its complex value chain that involves on-site workers, office staff, and external contractors is critical to helping this industry deliver its full potential. Infor CloudSuite E&C unlocks the true value across the enterprise with purpose-built construction ERP software that provides industry-specific features and last-mile functionalities for business transformation," Manohar said. "Infor is proud to be a strategic partner to NCC in their transformation journey, and be, in part, a catalyst to help contribute towards building the nation's critical infrastructure."

Infosys Collaborates with Motherhood Hospitals to Foster Learning in Healthcare through Infosys Springboard

1 March 2023

Infosys, a global leader in next-generation digital services and consulting, announced that it has signed an MoU with Motherhood Hospitals, a specialty hospital chain providing women and child-care, to digitally upskill learners in the healthcare sector through Infosys Springboard. This first-of-its-kind collaboration will democratize healthcare education for school students, graduates, and lifelong learners, giving them access to masterclasses in health-related topics.

Furthermore, Infosys Springboard will empower learners to develop a deep understanding of the healthcare industry through free interactive sessions with healthcare experts. Additionally, masterclasses on health-related themes will be held for learners registered on Infosys Springboard. The initiative will aim to educate them while opening new avenues for people looking to pursue careers in the sector. This collaboration will also enable nurses, customer

care executives and the administrative staff at companies under Motherhood Hospitals to benefit from a comprehensive learning and development program.

Congruent with its ESG Vision 2030, Infosys aims to enable digital skills at scale and empower over 10 million people in India by 2025 through the Infosys Springboard program. Infosys Springboard continues to expand its reach to learners by growing its thriving community to more than 5 million registered users in India, since its launch.

Shedding light on the idea behind this initiative, **Thirumala Arohi, Senior Vice President and Head – Education, Training and Assessment, Infosys**, said, “Infosys’ collaboration with Motherhood Hospitals strengthens its long-established commitment towards democratizing knowledge and learning for lifelong learners. The success of the Infosys Springboard program has been elevated with this collaboration, which offers young, ardent learners the opportunity to scale up their knowledge of healthcare, harness career opportunities and monetize their passion for this rapidly growing industry.”

Mr. Vijayarathna Venkatraman, CEO, Motherhood Hospitals, said, “Our association with Infosys Springboard strengthens our commitment towards continuous learning and growth of talent within the Motherhood Hospitals network. We are certain, that through this strategic collaboration, we can enhance their knowledge and equip them with skills to make better impact in the healthcare service industry.”

Materialise and Exactech Collaborate to Bring Personalized Implants to More Patients

1 March 2023

Materialise, a leader in medical 3D planning and printing solutions, announces a collaboration with Exactech, a developer and producer of innovative implants, instrumentation, and smart technologies for joint replacement surgery, to provide advanced treatment options for patients with severe shoulder defects. Exactech will include Materialise Glenius solution in their portfolio, enabling surgeons to help patients with personalized implants in Europe and Australia.

Shoulder replacements account for approximately 60 percent of orthopaedic extremity procedures and represent one of the fastest-growing markets in orthopaedics. With increasing expectations of patient satisfaction, surgeons are looking for treatment options to improve clinical outcomes even for challenging cases. Orthopaedic surgeons can leverage Materialise’s personalized implants to treat patients with substantial glenoid bone loss for whom standard and augmented reverse shoulder implants would not lead to sustainable results.

“By including the Materialise Glenius implant into our existing offering, we’re providing surgeons in Europe and Australia access to an even more extensive shoulder portfolio,” said Chris Roche, Exactech Sr. Vice President, Extremities. “We are happy to partner with Materialise to bring greater personalization and additional artificial intelligence technology to shoulder reconstruction.”

Materialise's clinical engineers design each Glenius implant based on the patient's unique anatomy using 3D data, simulation, and artificial intelligence. Optimizing the fixation and stability of the implant while maximizing bone preservation aims for more predictable clinical outcomes in the most challenging eroded glenoid scenarios.

"Demand is growing in the orthopaedic industry for personalization of medical devices," said Brigitte de Vet, Vice President of Medical at Materialise. "Medical device companies adopt mass personalization by starting with high-value use cases and moving towards more high-volume applications. Materialise is dedicated to enabling researchers, engineers, and clinicians to revolutionize patient-specific treatment that improves clinical outcomes."

Materialise helps clinicians and medical device companies with implants, surgical guides, software, and other 3D technologies to provide mass personalization to patients around the world.

New and Effective Warehouse-setup at Worcester Bosch

1 March 2023

The warehouse management system, LOGIA streamlines the processes at Worcester Bosch's spare parts warehouse in England, where the company is the market leader within heating systems for apartment buildings.

In the previous warehouse-setup, the goods were placed on several manual areas with pallet racks and a mezzanine in several physical levels. This resulted in an overload of internal transportation and wasted time for the warehouse employees.

To minimize the internal transport and increase the efficiency, Bosch decided to invest in 7 automated storage and retrieval systems and the LOGIA WMS, that controls both the systems and 3 manual warehouse areas. The manual warehouse areas consist of a floor stock where high-frequency goods are picked directly from pallets on the floor, a rack storage for low-frequency goods, and a buffer warehouse.

The new warehouse-setup entails an automaton area that is arranged with three EffiMats® for high-frequency goods and four ClassicMat™ automatic storage systems for less frequent goods. In the manual areas, respectively the 20 most high-frequency goods are picked in the one area, and the 10 most high-frequency goods are picked from the warehouse flooring area in immediate connection with the automaton area. The pallet rack area is utilized as a buffer area, where from full pallets and larger expanses of parcel are also picked. In addition, parts of the original mezzanine area have been retained for picking the most low-frequency goods.

LOGIA ensures that the entire warehouse correlates and guides the warehouse employees through the most optimal picking route. The goods are picked directly in the shipment packaging which is placed on the picking cart. Thereafter, the picking cart is delivered in the packing area, where orders possibly will be consolidated with picking in other areas of the warehouse. Then the shipping label will be printed, and hereinafter the order is ready for shipment. All actions have a minimum of process steps to make it as simple and timesaving as possible for the warehouse employees.

OpenText Collaborates with Bayer to Simplify Digital Operations

1 March 2023

OpenText™, announced that Bayer has selected OpenText™ Business Network Cloud Enterprise as a strategic solution for select B2B integration activities within the divisions Consumer Health & Pharmaceuticals, to increase agility and improve operational efficiencies. The collaboration was initiated with a proof-of-concept to be followed by roll-out activities.

With a more than 150-year history, Bayer is one of the largest healthcare and agricultural companies in the world. By deploying Business Network Cloud Enterprise, Bayer will optimize and simplify integration with partners, enabling the organization to focus on their core business.

“We expect that our collaboration with OpenText, from the onboarding of customers through its roll out, is poised to have a significant impact on our global processes,” said Björn-Christian Volckmann – Global Process Owner Order-2-Cash, Commercial Operations (Consumer Health & Pharmaceuticals). “As a global B2B EDI provider and trusted partner, OpenText will provide curated support and enable us to continue prioritizing leading edge solutions that will make a difference in communities around the world today, and well into the future.”

Through industry leading Business Network Cloud Enterprise, OpenText supports the day-to-day operations relating to an organization’s B2B integrations. By managing systems, integration, partner onboarding, transaction monitoring and more, OpenText enables companies to focus on their core competencies while benefitting from access to real-time business performance insights, simplified interaction with trading partners and a digital backbone that connects people, systems and things.

“With billions of B2B transactions being exchanged globally between organizations every year, successful and effective integration can be extremely costly and complex, often requiring continuous investment, specialized technology and expertise, to manage,” said Muhi Majzoub, Chief Product Officer at OpenText. “By leveraging OpenText™ Business Network Cloud Enterprise, Bayer will be able to focus on their core business priorities with a simplified and harmonized system landscape that is backed and supported by one of the largest B2B Networks in the world.”

PPIH Accelerates Don Quijote’s Private Label Planning and Sourcing with Centric PLM

28 February 2023

Centric Software®, the Product Lifecycle Management (PLM) market leader, proudly announces its partnership with Pan Pacific International Holdings, Inc. (PPIH), a leading player in the Japanese retail industry. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell consumer goods such as fashion, footwear, luxury, outdoor, consumer electronics, cosmetics & personal care and food & beverage to achieve strategic and operational digital transformation goals.

As the fourth largest retailer in Japan, PPIH proudly operates a successful portfolio of retail chains, including the popular discount store Don Quijote and supermarket Apita Piago. With a total of 610 stores in Japan and 105 stores overseas in the United States and other Asian regions, PPIH is expanding its reach and solidifying its position as a leader in the retail industry.

PPIH has been developing and implementing systems to streamline its domestic retail business and stay ahead of market challenges. The company's key growth strategy centers around its successful private label business at Don Quijote, which offers a diverse range of products including apparel, furniture, cosmetics, food, and home electronics. Recognizing the limitations of Excel-based product management, PPIH selected Centric PLM® to achieve centralized product plan management and improved planning and sourcing operations.

Mr. Takeshi Moritani, Senior Executive Officer and Head of Private Label Business at PPIH states, "As a business that provides private label products in various categories, PLM becomes the foundation of our company that will consolidate all product-related information, including product plan, product specification, sourcing, and supplier management. When we searched for the best PLM system for Don Quijote's private label business, Centric was the only one that immediately provided a clear answer to our challenges."

With Centric PLM, PPIH plans to build a platform that consolidates product plans, product specifications, supplier quotes, materials, documents, planning and production progress, and suppliers. Mr. Moritani added, "We are very pleased to have Centric on board with our project. In addition to the rich out-of-the-box functionalities of the solution that allow us to use the solution right away without having to code, Centric has a wealth of knowledge in the retail industry. We look forward to further leveraging their solutions in the future."

"We are proud that PPIH, the fourth largest and fastest-growing retailer in Japan, has chosen Centric Software as its partner in their pursuit of operational efficiency and digital transformation," said Chris Groves, President and CEO of Centric Software. "We will continue to support PPIH Group to further grow its retail business and improve its competitiveness."

WILO introduces PARTsolutions with SAP ECTR integration of DSC as global solution for standard parts

27 February 2023

After WILO has already made good experiences with eCATALOGsolutions, the company will use PARTsolutions as a global standard part solution in the future

In 2020, the multinational technology group WILO published a digital product catalog with 3D BIM data based on the eCATALOGsolutions software. This year, CADENAS and WILO are writing the next chapter of their joint success story: Starting July 1st, 2023, WILO will implement the Strategic Parts Management PARTsolutions at every subsidiary worldwide with a design department to organize standard and repeat parts.

Many interfaces

For WILO employees in all engineering departments to benefit from PARTsolutions, the software is rolled out as a bundle with interfaces to various systems. These include NX,

SolidWorks and AutoCAD. Moreover, the package includes an integration for SAP Engineering Control Center | SAP ECTR for the CAD system NX. In addition, DSC Software AG, a long-standing partner of CADENAS, is supporting the project.

Leaner processes with PARTsolutions

WILO has found that designers spend a lot of time in the engineering process looking for components. If the planners cannot find the corresponding parts, they often design them again – a time-consuming and actually superfluous step. In addition, repeat parts created multiple times in the system lead to extra work and an unnecessary part diversity.

With the Strategic Parts Management PARTsolutions, WILO will avoid duplicates in the future and increase the quality of data. This will accelerate the search for components. Furthermore, WILO optimizes the reuse of components by introducing the text-independent, geometric similarity search from CADENAS. From now on, standard and purchased parts that still need to be re-integrated will be created simultaneously in WILO's CAD, PLM and ERP systems via the CADENAS interface. Because of that this step is automated and standardized instead of manual and uncoordinated.

Product News

Bechtle E-Commerce segment targets new customer group

28 February 2023

Germany's largest IT system house, Bechtle is continuing to develop its bechtle.com platform with the aim of tapping into a new customer group to further bolster its E-Commerce business. With a successful pilot phase completed, the IT company is extending its offerings to companies with as few as 50 employees, which were previously not on its radar. With these new customers in mind, Bechtle is aiming to significantly expand the self-service options available on its online platform over the next few years.

“Over the last few years, our focus in the E-Commerce segment has largely been on developing international customer care, but now we are opening the door to even more potential for growth. This is a fantastic opportunity for us to offer small businesses and start-ups a tried-and-tested, well-established procurement platform for their corporate IT needs,” says Jürgen Schäfer, COO, IT E-Commerce, Bechtle AG.

From now on, a specialist team in Direct Sales will be dedicated to enabling businesses with up to 50 employees to quickly, efficiently and independently procure their IT from a German platform without personal consultation or a dedicated account manager. Alexander Schweitzer, Managing Director of Bechtle direct Germany took responsibility for this new customer group at the start of 2023: “Aligning our portfolio and the way we approach customers with this particular group has been interesting. Compared to IT purchasers working at SMEs and large corporations, those at smaller businesses are less driven by a need for personal contact and consulting opportunities, particularly when it comes to buying hardware,” explains the 41-year old.

As with its other customer segments, Bechtle's approach will span all industries. During the over one-year pilot phase, a wide-range of businesses—from doctors' surgeries, law firms and agencies to craft enterprises and tech start-ups—utilised the Bechtle platform for their IT procurement needs. "Our cross-industry approach has already yielded much success within our other customer segments and allows us to counterbalance fluctuations in economic activity," says Alexander Schweitzer.

By further developing its platform, Bechtle is opening a new chapter in its long E-Commerce success story. Founded in Heilbronn 40 years ago, the IT company received its first online order in 1997 and E-Commerce business has been on an upwards trajectory ever since with segment revenue totalling close to €2 billion in the 2021 fiscal year.

BETA CAE Systems announces the release of the v23.0.3 of its software suite

28 February 2023

About this release

In v23.0.x series we continue pursuing further improvements in the quality of our software products and maximizing the benefit from the integrated tools and processes.

The new release provides an upgrade of our suite and is a representative example of how you can leverage our software to further improve user experience in daily tasks.

Known issues resolved in ANSA

CAD Import/Export

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

CAD to ANSA Translators

In the case of consecutive runs of CAD to ANSA process, an erroneous indication regarding the currently active runs might have led to partially incomplete translation.

Modular Run Management

Focusing on performance, considerable speed-up of up to 3 times 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 Copy functions of the Database Browser lists.

Connections & Assembly

Adhesive faces imported through .xml files would generate redundant property items.

FE Representations

Focusing on PENTA-CONTACT-ON-SOLIDS, when realizing the FE Representation, penetration values defined in the corresponding field would lead to unexpected termination of ANSA.

Shell Mesh

Abrupt termination might have occurred when quad element type (Pattern [4 Sided]) was applied on a macro with neighboring unmeshed and frozen macros.

Volume Mesh

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

As for the Volumes and specifically for Conv2Poly function, negative Volume elements would be generated at the interface between Unstructured and Structured Mesh.

Decks

Applying Renumber [Edit] function would lead to unexpected termination in Abaqus and Pam-Crash solver interfaces.

LS-DYNA

Several cases regarding the Input/Output process have been addressed, as follows:

- ANSA would cease to respond during the input of LS-DYNA solver files that contained both ANSA and FATXML comments.
- Reading files with *INCLUDE_TRANSFORM, carrying negative offset IDs, could lead to unexpected termination.
- Parameters with names from 9 to 19 characters would be rejected, despite having a valid LS-DYNA long format.

Regarding Isogeometric analysis, IGA shell element areas inside Ortho Morphing Boxes would not get affected upon the execution of the Morph Box Morphing [Move].

Task Manager

Running TOSCA Structure Task would not lead to correct identification of TOSCA Structure of version 2022 and onwards, affecting the application of the Task through ANSA.

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

Known issues resolved in EPILYSIS

Performance

A 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.

Furthermore, abrupt termination would take place when DRESP2 referenced more than 1 DREPSP2 responses with function MATCH and method BETA.

SOLUTION TYPES

EPILYSIS would stop operating 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

Handling Entities

META would unexpectedly terminate, when feature selection was used on tetra or penta elements, or when feature selection was used and a new model was read.

NVH Calculators

In some 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, META would not allow the FRF Assembly calculation to proceed, reporting erroneously that the frequency range of the respective UNV file is smaller than the frequency request.

Nastran

Fatigue results from .hdf files could not be interpreted at all and geometry from .nas files could not be successfully read on Windows OS.

Vectors for Aux Forces of BEAM elements, read from punch files, would not be drawn correctly.

Abaqus

META could not recognize Abaqus libraries in Linux local installation.

Vectors direction of uniformly distributed gravity loads would not be correct.

LS-DYNA

Cross section planes would not be transformed properly, whereas vector tensor results for solids would be read incorrectly.

FEMZIP: META would cease to respond when switching to Results tab, in case of adaptive remeshing.

Identification of Entities and Data

META would abruptly terminate when identifying distances between empty groups via iDist function.

Data Management

It was not possible to read geometry from a .metadb file.

META Viewer

Error messages and unexpected termination could take place when importing project .metadb files.

User Toolbars

As for the Squeak and Rattle Toolbar, unexpected termination could occur when selecting Contact Plane Force Component in Dynamic Squeak Mode.

Topology Optimization Toolbar: Geometry from .h3d files would not be successfully read.

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

Known issues resolved in META

SPDRM client

When an application, registered through the SPDRM Administrator Console, was configured to use a wrapper command with no arguments, KOMVOS could erroneously fail to launch this application on File Edit or through the Applications Launchpad.

Process Management

Name of input slot with space characters would be erroneously allowed within Process Design.

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 23.0.3 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.

CCE's EnSuite ReVue announces 3D+Audio Notes to boost design discussions

28 February 2023

CCE, a leading provider of advanced CAD interoperability solutions, announced the latest update of its design collaboration software, EnSuite ReVue. Besides adding simple text notes for sharing quick feedback on a design, users can now include "**3D+Audio Notes**" to capture high-resolution 3D graphics and interaction along with user audio.

"In the past, dispersed teams and suppliers of engineering organizations faced significant challenges when it came to collaborating on design projects. There were no tools available that allowed for secure design collaboration using multi-CAD data. This made it difficult for team members to share design data and invite others to share their feedback. The absence of effective collaboration tools often led to delays, misunderstandings, and increased costs for engineering organizations. With EnSuite ReVue, dispersed teams and suppliers of engineering organizations can streamline their design collaboration process, reducing delays, misunderstandings, and costs," said Vinay Wagle, CCE's V.P. of Sales and Marketing.

As the world becomes more interconnected, engineering organizations are finding themselves with dispersed teams and suppliers spread across the globe. To collaborate effectively, it's crucial to be able to share design data securely with team members and suppliers and invite them to share their feedback. EnSuite ReVue is a **powerful design discussion platform** making it easy to collaborate on engineering projects regardless of location or CAD system used. Users can invite team members and suppliers to share their feedback using a mix of asynchronous methods like simple text notes, audio notes with rich 3D graphics, and synchronous real-time online meetings. EnSuite ReVue makes it easy to keep all design discussions organized in one place, streamlining the engineering collaboration process and improving overall efficiency.

“Engineering design collaboration is a complex and challenging process. However, with the right tools, processes, and communication strategies, these challenges can be overcome, leading to more effective collaboration, faster completion times, and higher-quality designs. EnSuite ReVue was architected with the right set of tools that allow users to share feedback using a mix of asynchronous and synchronous communication methods. This is an absolute must-have tool for design discussions for companies of all sizes to collaborate effectively, improve project outcomes, and achieve their goals,” added Vinay.

EnSuite ReVue users can **share 2D & 3D CAD designs** with all stakeholders and solicit feedback **using a secure link**. Contributors can then participate in the design discussion to

- View 2D & 3D designs from all major CAD formats
- Provide feedback on the design via simple text notes
- Create 3D+Audio Notes to include voice messages with dynamic 3D Graphics for detailed feedback
- Participate in real-time meetings with full audio and local control of 3D and 2D for a dynamic collaboration experience

All **discussions for each CAD design are organized chronologically in one place** and accessible to all stakeholders via an intuitive graphical dashboard, so that there is complete visibility and accountability of the product design discussion process.

Informatica Launches the Industry's Only Free, AI-powered Solution for Data Practitioners

28 February 2023

Informatica, an enterprise cloud data management leader, launched the industry's only free cloud data loading, integration and ETL/ELT service - Informatica Cloud Data Integration-Free and PayGo. The new offering targets data practitioners and non-technical users such as in marketing, sales, and revenue operations teams to build data pipelines within minutes. For example, it provides operations teams with a fast, free, and frictionless way to load, integrate and analyze high-quality campaign, pipeline, forecast, and revenue data. In addition, data analysts and data engineers benefit from increased productivity and rapid development.

This is the second in a series of releases that began with the Informatica Data Loader launch in May 2022. Taken together, Informatica Data Loader, Cloud Data Integration-Free (CDI-Free), and PayGo (CDI-PayGo) are the industry's only free data loading and integration solutions. They are natively built in to provide intelligent cloud data management services for all your data-driven use cases. Informatica CDI-Free, CDI-PayGo and Data Loader support all major data warehouses/lake solutions, including Amazon Redshift, Azure Synapse, Databricks Delta Lake, Google BigQuery, and Snowflake.

"We are redefining the data integration market by making it free, easy to use and accessible to everyone. Organizations face the challenge of ingesting huge volumes of data from disparate sources and then making sense of that information. There is a clear need for no setup and no code SaaS data integration tools that are free and pay-as-you-go to quickly get started serving both business-focused data engineers and non-technical business users and analysts," **said Jitesh Ghai, Chief Product Officer at Informatica.** "By giving business and non-technical users access to simple, cost-optimized data integration solutions, organizations can bring the power of data to the masses."

The key to a truly data-driven business is providing self-service data integration to users across the organization in technical and business roles. Informatica CDI-Free and PayGo provide just that:

- **CDI-Free:** A free service that allows users to process up to 20M rows for ELT or reach 10 processing hours for ETL, per month, whichever comes first.
- **CDI-PayGo:** All the capabilities of CDI-Free with no limit on processing rows or hours of usage. CDI-PayGo comes with essential customer support and SOC2 compliance. In addition, users only pay for what they use with a credit card.

Users benefit from easy setup, and usage of these data integration services with AI-powered automation—no need for coding, setup, or any DevOps. In addition, the cloud data loading and integration ETL/ELT services can be easily accessed from each of Informatica's ecosystem partners including Amazon Web Services, Databricks, Google Cloud, Microsoft Azure and Snowflake.

Chris Eldredge, Vice President of Data Office at Paycor said, "The ability to harness the power of data is a valuable competitive advantage. Having the right data integration platform enables a data foundation that drives agility, insights, and innovation for superior business results. The new Cloud Data Integration (CDI)-Free and PayGo products lower the barriers to get started with data integration. These new products will open the door for more data professionals, including tech-savvy business users, to leverage best-in-class data integration tools from Informatica."

Matt Wienke, CEO of Infoverity, said "Cloud Data Integration (CDI)-Free and PayGo are launchpads that will improve and serve those entering the data integration domain. The tools are intuitive to use and easy to navigate. CDI-Free will empower tech-savvy business users to begin moving their data to the cloud without committing to software costs. Furthermore, the

option to scale up to Informatica's enterprise-grade cloud platform minimizes risks from the trial and adoption of these products."

Infosys Rolls Out Private 5G-as-a-Service to Accelerate Business Value for Enterprise Clients Worldwide

27 February 2023

Infosys, a global leader in next-generation digital services and consulting, announced the roll-out of Private 5G-as-a-Service to accelerate business value for its enterprise clients worldwide. Infosys' Private 5G-as-a-Service delivers a simple and flexible pay-as-you-go solution for clients. Infosys' wireless 5G expertise and its Private Network Management solution ensure high bandwidth, low latency, and reliable wireless connectivity for enterprises.

The Private 5G-as-a-Service is customized to the specific needs of clients and is implemented in an agile and timebound manner. To reduce the complexity of deployment, Infosys has pre-integrated the 5G stack from multiple product vendors and tested against different use case requirements. Private 5G-as-a-Service is managed using unified management solution, providing real-time insights of operation and performance of the 5G private network.

Infosys' Private 5G-as-a-Service incorporates Multi-access Edge Computing (MEC), which reduces network lag further by minimizing the time required for data processing. This enables a much more reliable network operation for high-bandwidth enterprise use cases such as remote-guided vehicles, drone-based real-time analytics, high-definition media & video analytics, metaverse solutions and a variety of IoT/Industrial IoT applications. Infosys' collaboration with its partner ecosystem offers reduced time-to-market and total cost of ownership of Private 5G rollout to its clients.

Mukesh Dialani, Research Vice President, Digital Engineering and Operational Technology Services, IDC, said, "5G Technology can accelerate business transformation goals for enterprises. The Infosys Private 5G as-a-service brings together years of industry expertise through pre-integrated verticalized business solutions, modular architecture, and an extensive partner ecosystem to help enterprises evolve their existing operating environments and tap into future business opportunities. Beyond increased cost benefits for enterprises across industries, the solution is scalable and is also offered on a flexible as-a-service model."

Mark Colaluca Vice President/GM Communication Technology Group, HPE said, "Enterprises see Private 5G as an enabler for their digital transformation, and the Infosys approach of vertically aligned pre-integrated business solutions can accelerate 5G adoption. HPE and Infosys are working together by combining HPE's Private 5G solutions with Infosys as-a-Service offering and pre-integrated vertical use-cases for faster customer value realization."

Dinesh Rao, Executive Vice President, Co-Head of Delivery, Infosys, said, "Today's changing market dynamics, disruptive business models, and regulatory compliances need an effective strategy to accelerate digital transformation through 5G adoption. At Infosys, we are leveraging our global 5G expertise to deliver reliable, secure, and cost-effective Private 5G as-a-service, with an agile delivery approach. This is aimed at supporting our clients in their transformation

journey and help them derive business benefits. Our customizable solutions for vertical domains will help customers succeed in a competitive landscape. At the same time, we will continue to collaborate with industry bodies and consortiums.”

Kubotek Kosmos Releases 5.0 Versions of CAD Utilities

2 March 2023

Kubotek Kosmos, a leader in engineering and manufacturing geometric software technology, announced the 5.0 release of its CAD/CAM software interoperability products: Validate, Revision, Convert, and View. These CAD utility programs utilize proprietary Kubotek Kosmos modeling technology to support transfer of precise CAD data across the manufacturing supply chain. This major release drops the K-Compare and K-Display brand names and provides updates to CAD file readers and user interface improvements. The new software is available for customers to download immediately.

Updated CAD Readers

To assure customers are prepared for any CAD files sent to them, reading of 3D CAD files across all 5.0 Kubotek Kosmos software programs has been updated to support new versions of nine CAD file formats:

- Autodesk Inventor 2023
- Dassault Systemes (DS) CATIA V5 R2023x
- DS V6/3DEXperience R2023x
- DS SolidWorks 2023
- DS Spatial ACIS 2023
- PTC Creo 9.0
- Siemens Digital Industries Software (SDIS) NX 2206
- SDIS Solid Edge 2023
- SDIS Parasolid V35

The 5.0 update to these programs provides users the option to review additional metadata, such as text and values related to entities in the original CAD format. Kubotek KeyCreator support has also been updated to the 2023 CKD file format in 5.0 Validate and Revision products.

Validate and Revision Enhancements

The Kubotek Kosmos Revision and Validate products, formerly branded as K-Compare, enable absolute clarity in engineering changes and movement of 3D data with confidence. Both products are able to quickly read the structure of complex 3D CAD models from all major MCAD applications.

Revision report-building has been enhanced with a new annotation function to attach precise angle measurements to sets of points or linear edges on the 3D model. Custom organization of

the differences the software finds between revisions of a CAD model has been improved: the user can now select sets of faces of a model in the graphics window to be combined into a single difference for the report.

The 5.0 release of Validate improves support for comparison of point cloud and triangular mesh derivative model data to the original CAD authority model. When the software detects differences, points are now named and listed in the user interface to aid in locating the problem area(s). The tamper-proof validation report has also been enhanced with a PASS or FAIL text note to support search and external automation.

Viewer Enhancements

Kubotek Kosmos View and Convert, formerly branded as K-Display, are easy-to-use, multi-platform applications which allow anyone to open and review nearly any MCAD file and re-publish models to standard formats. The 5.0 release expands the program’s capability to discover assembly structure from 3D models with a new function named BOM. The BOM function automatically creates a table listing/counting unique parts, based on assembly structure in the file or analysis of geometry. Balloon annotations are automatically created pointing to each part occurrence in the file. This capability can save time and potential errors in determining component counts on large assemblies.

The capability of the Convert product to write models to standard CAD formats has been expanded for 5.0 to support saving Parasolid X_T files (Premium level only). The Parasolid format is important as the native B-Rep solid/surface format of popular products such as SolidWorks, NX, Solid Edge, and Mastercam.

Release Announcement of CADdoctor SX6.1

28 February 2023

Elysium released CADdoctor SX6.1.

Key Enhancement

Changed support of CAD versions

Import & Export Options	Versions added in SX6.1	Supported Versions
NX Add-on (Import)	NX 2206 Series	UG10 – NX 2206 Series
Creo Parametric Add-on (Import)	Creo Parametric 9.0	2000i – Creo Parametric 9.0
Parasolid	V34.1	V7 – V34.1
ACIS	R32	R6 – R32

JT	v10.7	Importer v6.4 – v10.7 Exporter v9.0 – v10.7
3DXML (Import)	R2020x, R2021x, R2022x, R2023x	R2010x – R2023x

Added Windows 11 to supported OS

Sage Intacct product enhancements to help businesses simplify processes and increase efficiency

22 February 2023

Sage, the leader in accounting, financial, HR, and payroll technology for small and mid-sized businesses (SMBs), announces a series of updates to Sage Intacct. From simplifying and automating bill processing to increasing visibility, businesses globally will benefit from smoother processes and increased productivity as part of Sage Intacct 2023 Release 1.

“With this release, Sage continues to expand the reach of the Sage Intacct solution – with new innovative capabilities we deliver for our customers and relative to what global regions it is available,” said Dan Miller, EVP Sage Intacct. “Midsize business requires speed and agility, in the finance and accounting workflow that underpin every facet of their operations. We’re helping these businesses modernize their financial management systems to streamline processes and gain insights helping them improve productivity, reduce costs, and prepare their business for rapid growth.”

Sage Intacct Product Enhancements

Key product enhancement in Sage Intacct 2023 Release 1 include:

Accounts Payable (AP) Bill Automation – Today, a third (34%) of typical AP process time for medium-sized businesses is spent on invoice entry. With Sage’s AI-powered bill entry, customers can save up to half of that time on AP processing. Coupled with other Sage Intacct AP capabilities, including paperless approval routing, automated payment processing, automated reconciliation, and reporting, customers can manage their entire AP process within Sage Intacct.

The solution has no monthly subscription or implementation fee. Customers pay based on what they use, making it more affordable for smaller midsize organizations.

Availability: This solution is now generally available in the US through direct and reseller channels. In Canada, the United Kingdom, South Africa, and Australia, the solution is currently available to select customers via an early adopter program.

Mateo Savings and Loan – Since its acquisition of Mateo less than a year ago, Sage has already invested significantly to enhance functionality for the leading cloud-based Roman Catholic diocesan savings and loans solution on the market. The latest updates include improved

flexibility for financial statement generation, streamlined workflows, and expanded import capabilities.

Availability: The latest enhancements to Mateo are now generally available in the US.

Automating usage billing for subscriptions – Sage continues to simplify billing by making Sage Intacct the first midmarket accounting and ERP solution to automate usage billing for evergreen subscriptions. As a result, users can automate their financial processes without the need to bolt-on third party billing applications, delivering simpler and real-time visibility and minimizing complexities like contract amendments, usage, one-time, and subscription billing to grow their businesses.

Availability: These enhancements are now available in the US, Canada, UK, South Africa, and Australia.

Continued Global Expansion for Sage Intacct

With Sage Intacct 2023 Release 1, several applications originally launched in the US are now becoming available in additional regions around the globe. This includes:

- **Sage Intacct Planning** – Now available in South Africa and Australia, with the United Kingdom to follow in the first half of 2023.
Sage Intacct Planning enables SMBs to streamline and simplify planning and budgeting. A cloud-based planning solution, it gives customers more flexibility and options for working smarter and faster. Eliminating reliance on uncontrolled, inflexible, unsecure spreadsheets, the product brings people, data, and analytics together.
- **Sage Intelligent Time** – Now available in South Africa and Australia, with the United Kingdom to follow in the first half of 2023.
This AI-powered time assistant helps professional services and non-profits with continuous, accurate, and complete insights to profitably manage their business. Sage Intelligent Time also offers the ability to capture billable time more easily from one-off activities, such as email, that are often too time-intensive to track manually.
- **Sage Intacct** – Access to the early adopter program for Sage Intacct in France is now open.
Early adopters in France will be able to gain the benefits of Sage Intacct, including improved business visibility, multi-entity capabilities, and automation on a modern cloud-native platform that supports business agility, growth, and scale.
Leveraging Sage’s 40 years of experience as a leader in the French financial solution market, Sage Intacct has been fully localized for France.

Stilo Announces OmniMark v12 Features

28 February 2023

New Release

OmniMark v12 resolidifies Stilo's status as a premier developer of software tools for content conversion pipelines. This new release will provide significant library improvements, support for additional platforms, and minor bug fixes.

New Platforms

- Amazon Linux 2
- Windows 11
- Red Hat Enterprise Linux 9

New in the Libraries

- omrelaxng library now supports the attribute default annotations from RELAX NG DTD Compatibility extension
- omrelaxng library now supports the DTD compatibility datatype library from the RELAX NG DTD Compatibility extension, with the ID, IDREF, and IDREFS types
- compile-schema function of the omrelaxng library now accepts an entity-resolver as an optional argument

Fixes

- The byte-order-marks shelf of the omffutf16 library had the big-endian, and little-endian byte-order-marks reversed

Velo3D Releases Flow 5.0 to Enhance the Level of Control Over the 3D Printing Process

28 February 2023

Velo3D, Inc., a leading metal additive manufacturing technology company for mission-critical parts, announced the latest release of its Flow print preparation software. Flow 5.0 unlocks an array of new capabilities for engineers using Velo3D's fully integrated solution including user-selectable core parameter sets that provide enhanced control over builds with the ability to assign different parameters to any part on the build plate. This improvement, in addition to Flow's ability to apply skin and contour overrides, gives customers enhanced control over the final material properties of printed parts.

"Through our software, we are able to continually expand our manufacturing capabilities based on customers' needs and feedback," said Alexander Varlahanov, VP of Engineering at Velo3D. "By enabling selectable core parameters for customers, engineers can modify the material properties of their parts to better suit the need of the application, including more isotropic parts. This even works on builds with multiple types of parts where each requires a different core parameter set."

The new Flow 5.0 release also includes checks and messages that identify possible errors before a build even starts, reducing the likelihood of customers experiencing failures in their builds. In doing so, engineers can be confident that a part will print successfully before the process begins. Flow also now includes labeling for objects. Customers can easily add alphanumeric characters, like serial numbers or other unique identifying text, to their builds within the Flow print preparation software to clearly identify and label instances of their parts. Once the print file is produced, the characters can be updated through a new Label Updater tool.

The release also enables a faster method to calculate build times for builds of different part quantity. After a part has been prepared for print, users can vary the quantity of that part and see updated build times to better understand the economics of scaled production. This enables contract manufacturers to speed up their quoting process and accelerates OEM planning and scheduling.

The Flow print preparation software is a key part of Velo3D's fully integrated metal additive manufacturing solution. The software takes traditional CAD files and turns them into print files without any specialization or design for additive manufacturing (DfAM). Other parts of the solution include the Sapphire family of printers, Assure quality assurance software, and the underlying Intelligent Fusion manufacturing process that ensures consistent, repeatable outcomes across different Sapphire printers from the same print file.

Wipro Announces a New Global Business Line Model to Deepen Alignment with Client Priorities

27 February 2023

Wipro Limited, a leading technology services and consulting company, announced four strategic global business lines (GBLs) to deepen alignment to clients' evolving business needs and capitalize on emerging opportunities in high-growth segments of the market.

Under the new model, Wipro will now deliver capabilities to clients through four GBLs organized around cloud, enterprise technology and business transformation, engineering, and consulting. The new model reflects the company's continued pivot toward strategic bet areas and its focus on leveraging the power of 'One Wipro' to deliver on clients' entire spectrum of business and technology transformation goals. The changes will go into effect April 1, 2023.

- **Wipro FullStride Cloud** will bring together Wipro's entire suite of cloud capabilities under a fully integrated, full stack offering. Cloud native applications, cloud architecture, apps modernization, cloud strategy and migration, as well as cloud infrastructure, will all fall under this business line. **Jo Debecker**, who currently leads Wipro's Cloud Infrastructure Services, will lead this business, and assume the title of **Global Head of Wipro FullStride Cloud**. Debecker's deep experience in applications, data, and cloud transformation will be a key factor in amplifying the growth of Wipro's cloud business—which now makes up more than one-third of the company's revenues. Debecker will help clients maximize the full potential of the cloud by integrating Wipro's end-to-end cloud services delivery engine and building differentiated industry solutions designed to further accelerate growth in this fast-evolving market segment.

- **Wipro Enterprise Futuring** will offer clients distinctly forward-looking solutions for large scale enterprise transformation. This business line will comprise intelligent insights and data, application platforms, digital operations, and cybersecurity. **Nagendra Bandaru**, currently the head of Wipro's iCORE business, will become the **Global Head of Wipro Enterprise Futuring**. He will focus on elevating Wipro's traditional enterprise transformation and operations business by leveraging advanced technologies, such as artificial intelligence (AI), augmented reality, as well as reimagined and highly automated customer and employee experiences. Bandaru will create innovative offerings that help clients build agile, resilient, tech-forward enterprises, and leapfrog into the future.
- **Wipro Engineering Edge**, which was launched in 2022 to advance Wipro's position as a global engineering services leader, will become a standalone business line. **Harmeet Chauhan**, who currently leads Wipro Engineering, will become the **Global Head of Wipro Engineering Edge**. He will continue to scale and strengthen Wipro's engineering prowess, with expansion of capabilities and offerings in technologies, such as Cloud, 5G, Industry 4.0, IoT (Internet of Things), Silicon Design, Embedded Systems, Data and AI Platforms, among others. Wipro Engineering Edge will help clients innovate at scale as they look to develop products, platforms, services, and operations that are connected, intelligent, and autonomous across sectors.
- **Wipro Consulting** will align Capco, Designit, and Wipro's Domain and Consulting business under a single banner, driving enhanced best practice and experience sharing between these independent units. **Lance Levy**, CEO of Capco, and **Philippe Dintrans**, Global Head of Wipro Domain & Consulting, will continue to lead their businesses in their respective industries, under the leadership of CEO Thierry Delaporte. Bringing Designit under this GBL, led by **Nicolas Parmaksizian**, CEO of Designit, will lead to new opportunities to embed experience innovation capabilities into a broader universe of consulting engagements.

"Our transformation journey over the past three years has yielded outstanding growth for our business. So much that we have outgrown the two-business line model that we had set at the beginning of our journey," said **Thierry Delaporte, Managing Director and CEO of Wipro Limited**.

Wipro recorded 45 percent revenue growth over the past 10 quarters and has recently crossed the annual run rate of \$11 billion in revenues.

"We are now doubling down on our strategic bets to take our growth to its next phase," added **Delaporte**. "This evolution of our business lines will allow us to sharpen our focus on clients and simplify how we orchestrate internally and across our ecosystem. Our new model will accelerate speed-to-market, streamline decision making, and allow us to channel investments more effectively and efficiently. Deepening our alignment with clients will allow us to adopt a more customized and specialized approach to their needs, unlocking new growth opportunities for our — and our clients' — business."