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CIMdata News

BAE Systems Acquires Eurostep - a CIMdata Highlight

31 October 2023

Marking Another Platform Investment

On October 31, 2023 BAE Systems announced its acquisition of Eurostep AB, a provider of product data sharing software and solutions for collaboration. After the acquisition, Eurostep will become part of BAE Systems' Digital Intelligence business. The parent company, BAE Systems, is one of Europe's largest defense contractors. BAE Systems Digital Intelligence supports customers in 16 countries to help collect, manage, and interpret complex data.

Eurostep AB has a long history in promoting and supporting product lifecycle management (PLM) implementations. Their laser focus on building their solution around key international data standards, mostly notably Product Life Cycle Support (ISO 10303-239), is helping companies and collaborative programs define and manage digital threads based on heterogeneous product data. This is the sixth investment in the PLM-enabling platform space since 2019.^[1] This does not count major OEM agreements around other commercial platforms that bring new "white label" variant solutions to market to support different market segments. At present, the plans for Eurostep and its ShareAspace platform haven't been made clear, but a versatile platform like this is a valuable "tool" in an IT organization's toolbox that is looking to manage complex data and collaboration processes.

CIMdata knows Eurostep well through our long-standing participation in PDT Europe, an annual event that started in 1992 and has been managed by Eurostep AB since 2004. In 2016, CIMdata and Eurostep entered an agreement to join forces with CIMdata's PLM Road Map™ events, jointly holding two events each year, one in Europe and one in the United States. PDT Europe has long been seen as the leading pan-European conference on PLM-related topics and CIMdata has greatly valued our participation and partnership over the years. We wish the principals of Eurostep AB well in their new journey as part of BAE Systems and look forward to hearing more about BAE Systems' plans.

^[1] Onshape (PTC), Arena (PTC), Upchain (Autodesk), Aras (GI Partners), and Cassini PLM (Altair Engineering).

Key Sponsors for PLM Road Map EMEA and PDT Europe Announced

1 November 2023

CIMdata, Inc. and Eurostep AB announce the sponsors for the upcoming PLM Road Map EMEA and PDT Europe 2023 event. The participating sponsors are the Aerospace & Defense PLM Action Group, Altium, Contact Software, Dassault Systemès, ESI, Inensia, Modular Management, PTC, SAP, Share PLM, and Sinequa. The event will take place at The Renaissance La Defense, Paris, France, on 15 and 16 November.

"We are excited to have these key solution providers choose to sponsor our PLM Road Map and PDT conference," stated Cheryl Peck, CIMdata's Director of Marketing. "We look forward to creating an environment where open collaboration and knowledge transfer can occur between all members of the PLM ecosystem."

As part of the PLM Road Map/PDT experience, sponsors participate in an online PLM Collaboration Café™, where they showcase their solutions. For more information on the PLM Collaboration Café, visit <https://www.cimdata.com/en/education/plm-conferences/2023-plm-road-map-pdt-emea/sponsors>.

PLM Road Map EMEA and PDT Europe 2023 is a highly relevant event for PLM industry leaders and PLM professionals. It offers independent education and a collaborative networking environment where ideas, trends, experiences, and relationships critical to the industry germinate and take root. The theme for this year's event is **The Digital Thread in a Heterogeneous, Extended Enterprise Reality - A call for PLM Professionals to share their knowledge and experience**.

For more details on the schedule and how to register for the event, please visit <https://www.cimdata.com/en/events/plm-conferences/event/746-plm-road-map-pdt-emea-2023>.

Acquisitions

Accenture Acquires Canadian Capital Projects Consulting Company Comtech Group

26 October 2023

Accenture has acquired Comtech Group, a consulting and program management company for infrastructure projects in Canada and the United States. Terms of the deal were not disclosed.

Comtech Group was founded in 1994 and is headquartered in Toronto. Its clients are transportation, infrastructure, industrial manufacturing, building, and power and utility companies in the public and private sector. Comtech Group helps them deliver large, long-term infrastructure projects, such as urban transportation, automotive manufacturing processes, renewable and nuclear power, and building rehabilitation. The firm's approx. 300 people bring a mix of consulting and project management expertise in construction management, facility and manufacturing engineering, and process control automation. Comtech Group has offices in Canada and the United States.

The move follows Accenture's recent acquisition of Anser Advisory, a leading advisory and management company for infrastructure projects in the United States, which has bolstered Accenture's capital projects capabilities in North America.

With Comtech Group, Accenture is now expanding its capital projects capabilities in Canada. These capabilities include project structuring, estimating and planning; digitization; monitoring the work being done; and assisting clients in managing and executing all phases of projects. Accenture also helps clients develop smarter, more efficient infrastructure for energy

transition, transportation and production from the outset. Like Anser Advisory, Comtech Group joins Accenture's digital engineering and manufacturing service, Industry X.

Aaron Saint, North America lead for Industry X at Accenture, said: "With Comtech Group, we will help our clients deliver mission-critical infrastructure projects on time and on budget. This requires industry expertise, 'boots on the ground' know-how, and increasingly, artificial intelligence (AI) and other digital capabilities to better plan, measure and monitor how these projects are executed. By combining Accenture and Comtech Group capabilities, we can better help deliver on our clients' ambitious infrastructure programs."

David Morgenstern, president of Accenture in Canada, commented: "We are expanding our capabilities at a time that Canada is committing to major infrastructure projects. Our country has deep roots in manufacturing, process and engineering industries. We are also home to leading organizations in AI, automation and robotics. Comtech Group will enhance our ability to bring value and productivity to clients in this evolving landscape."

Hugo Blasutta, president and CEO of Comtech Group, said: "Comtech Group has an established track record supporting some of Canada's most complex, large-scale infrastructure programs. As part of Accenture, we can deliver our proven solutions to even more clients in more industries. We are excited about Accenture's commitment to innovation as shown in its recent \$3 billion investment in AI. Joining this world-leading organization will also offer exciting new opportunities to our people."

Other acquisitions Accenture has made to support its clients' infrastructure projects include Eclipse Automation, a provider of customized manufacturing automation and robotics solutions headquartered in Cambridge, Canada; Advoco, a US-based asset management services provider; ATI Solutions Group, an Australian consulting service provider to the mining, energy and rail industries; and umlaut, a global engineering services provider, headquartered in Germany.

Accenture Acquires Innotec Security, Spain-Based Leading Cybersecurity Company

2 November 2023

Accenture has acquired Innotec Security, a privately held company specializing in cybersecurity-as-a-service, cyber resilience and cyber risk management, expanding its capabilities and footprint in Spain. Innotec Security was previously owned by parent company Entelgy Group. Financial terms were not disclosed.

Founded in 2002 and headquartered in Madrid, Spain, Innotec Security is one of the most prominent cybersecurity service providers in the Spanish market. The acquisition of Innotec Security—which also has a presence in Barcelona, Seville and the Basque Country—will add 500 cybersecurity professionals to Accenture Security's workforce of 20,000 professionals globally, making Accenture Security one of the top managed security services (MSS) players in Spain.

Innotec Security provides a range of cybersecurity services, including threat simulation, detection, response and incident management, cyber intelligence, infrastructure and

application security, cyber risk assessment, and security consulting. The company's clients include large organizations operating in Spain across sectors such as financial services, energy, logistics, healthcare, transportation and the public sector.

"Our clients count on us to help them better protect and defend their enterprises across their entire ecosystem. Innotec Security is an excellent and well-regarded company in Spain with a highly skilled cybersecurity team, which will significantly enhance our security footprint in the market," said Paolo Dal Cin, global lead of Accenture Security. "Importantly, this acquisition will also expand our regional capabilities and resources and help us address the growing demand we're seeing for managed security services across Europe."

The acquisition further expands Accenture's ability to provide clients with much-needed cybersecurity skills and expertise. According to Accenture's Cyber-Resilient CEO report, 70% of CEOs in Spain from large organizations (revenues \geq US\$1 billion) are concerned about their organizations' ability to avert or minimize damage to the business from a cyberattack. Yet nearly two-thirds (63%) of CEOs said their organizations don't incorporate cybersecurity into business strategies, services or products from the outset.

"We're delighted to welcome Innotec Security's talented team to Accenture Security as we build on our established market leadership in cybersecurity services," said Agustín Muñoz-Grandes, who leads Accenture Security in Spain and Portugal. "With the acquisition of Innotec Security, we are materially expanding our presence in Spain and adding to our robust MSS capabilities and the in-demand cybersecurity skills we offer clients both locally and globally."

Félix Muñoz, CEO of Innotec Security said: "Our strategy has always been to deliver exceptional cybersecurity services to our clients and to be one of the best companies to work for. Accenture's industry-focused approach to cyber defense and its company culture is a great fit for us. Becoming part of Accenture is an excellent opportunity for us to deliver even more value to our growing client base and we're excited for the next steps on our journey together."

Accenture recently ranked No. 1 in managed security services market share by revenue in the Gartner® Market Share: Managed Security Services, Worldwide, 2022 report, 18 April 2023 * and was named a Leader in the latest Forrester Research report on European managed security service providers.

Since 2015, Accenture Security has made 19 acquisitions. Following its January 2020 acquisition of Symantec's Cyber Security Services business Accenture became one of the leading global providers of MSS. Accenture further strengthened its cyber defense and MSS capabilities in Europe through the acquisition of Sentor and Openminded in 2021 and in Latin America with the acquisition of MNEMO Mexico, Morphus and Real Protect.

Accenture Acquires The Shelby Group, Expanding Sourcing and Procurement Transformation Capabilities

2 November 2023

Accenture has acquired The Shelby Group, a leading provider of digital procurement and optimization services. The acquisition further enhances Accenture's capabilities in sourcing and procurement technology transformation. Financial terms of the transaction were not disclosed.

Founded in 2002 with headquarters in Schaumburg, Illinois, The Shelby Group is a procurement technology consultancy with deep experience in Coupa and Ivalua solutions. It helps clients in the manufacturing, financial services, consumer, healthcare and technology industries transform procurement operations by increasing spend visibility and task automation and decreasing cost and risk. The Shelby Group's team of 172 highly skilled sales and delivery professionals will join the Connected Solutions group within Accenture Technology, bolstering its position as a Coupa Global Elite partner and growing its relationship with Ivalua.

"In an environment characterized by ongoing disruption, businesses are looking to deliver sustainable savings, reduce risk and support business growth," said Emma McGuigan, senior managing director and Enterprise & Industry Technologies lead at Accenture. "The depth of The Shelby Group's digital procurement experience helps us meet growing client demand for sourcing and procurement transformation."

Jim Kandilas, CEO and co-founder, The Shelby Group, said, "For more than 20 years, we have helped our clients reimagine the strategic value of their procurement function. Our goals of delivering savings and operating efficiencies, along with improved treasury and risk management results through digitization will continue. As part of Accenture, we will further scale our solutions and accelerate innovation, providing exciting new opportunities for our people and our valued clients."

Other acquisitions Accenture has made to support its clients' supply chain and sourcing and procurement transformations include, Xoomworks Group, a consulting and technology company headquartered in London that specializes in procurement technology, digital innovation and software solutions development; ClearEdge Partners, a firm specializing in procurement spend management, headquartered in Boston; MacGregor Partners, a supply chain consultancy and technology provider specializing in intelligent logistics and warehouse management, headquartered in Raleigh, North Carolina; and Blue Horseshoe, a supply chain management and strategy consulting firm and systems integrator headquartered in Carmel, Indiana.

Accenture Completes Acquisition of Healthcare Marketing Agency ConcentricLife

1 November 2023

Accenture has completed its acquisition of ConcentricLife, a leading healthcare marketing agency with expertise in helping Life Sciences brands build an optimal brand experience at any stage of the health journey. This acquisition reinforces Accenture Song's continued investment in creating end-to-end solutions for its Life Sciences clients through relevant communications

and experiences attuned to the ever-evolving lives of today's patients and healthcare professionals.

The acquisition of ConcentricLife, which is a subsidiary of Stagwell and previously announced on October 25, 2023, adds more than 270 people to Accenture Song, bringing extensive subject-matter expertise in rare diseases, healthcare and wellness, with sophisticated marketing capabilities spanning the organization.

Founded in 2002, ConcentricLife is recognized as one of the MM+M Agency 100, the industry's definitive guide to the top agencies in the health landscape. Its award-winning global works with many of the world's most influential companies within the biopharma industry.

As Accenture Song continues to bolster its healthcare marketing and communications capabilities for life sciences clients, the acquisition of ConcentricLife will help our clients deliver business growth and transform today's health and wellness experience.

Accenture to Acquire OnProcess Technology to Enhance Supply Chain Operations Capabilities

31 October 2023

Accenture has agreed to acquire OnProcess Technology, a provider of supply chain managed services, to help organizations refine processes, improve the way inventory is managed and solve complex service challenges.

With this acquisition, Accenture will enhance its supply chain capabilities, specifically in asset recovery and service supply chain management, making it easier for clients to manage service orders, drive returns, track movement and ensure the appropriate reuse, disposal or recycling of assets.

OnProcess specializes in reverse logistics for every step of the after-sales process, leveraging automation, AI and data-led decision-making to maintain visibility from planning to asset recovery.

Together, Accenture and OnProcess will offer clients supply chain delivery capabilities with integrated after-sales operations. The combined solution will improve operational efficiency and enhance the customer experience, all while supporting a more sustainable supply chain.

Headquartered in Boston, OnProcess has more than 1,500 employees located in the U.S., India, Costa Rica and Bulgaria. With their expertise they serve clients across a diversified portfolio in industries like communications, media and technology, medical devices, logistics and manufacturing.

"In recent years, supply chains have risen to one of the most important business functions on the CEO agenda. In today's environment, the challenge is to drive cost efficiency while continuing to embed and accelerate resiliency. This is why we see the focus on supply chain operations as a vital source of competitive advantage," said Melissa Twiningdavis, senior managing director of supply chain operations, Accenture. "With OnProcess and its highly qualified professionals, we are strengthening our ability to help organizations in their supply

chain reinvention efforts, enabling them to leverage domain talent, data and processes, to transform operations successfully.”

“OnProcess is trusted by many of the world leading manufacturers and service providers to power their service and aftermarket supply chains. Accenture will provide our people with exciting new opportunities and expand the value we can deliver to our clients with services and capabilities that create end-to-end solutions,” said Oliver Lemanski, CEO of OnProcess.

“Together we will help organizations streamline the entire process chain, create predictability, drive transformation and pave the way to a more sustainable future.”

"We wish the team at OnProcess the best in this new leg of their journey," said Padmini Sekhsaria, Principal at the Narotam Sekhsaria Family Office (NSFO), the global investment firm that owns the majority stake in the company. "We are delighted that the OnProcess team will become part of Accenture enabled by a new scale to help serve its customers and collaborate with partners. OnProcess has built what we believe is the industry standard for complex service operations management and Accenture will offer its employees exciting new opportunities to support an expanded customer base."

Completion of the acquisition is subject to customary closing conditions, including required antitrust clearances.

Accenture to Expand Government Transformation Capabilities in the U.K. with Acquisition of 6point6

31 October 2023

Accenture has signed an agreement to acquire 6point6, a U.K. technology consultancy, specializing in cloud, data, and cybersecurity. Spanning the commercial and public sectors, the acquisition will enhance Accenture’s strategy and architecture capabilities, with a particular emphasis on central government, defense and security, and financial services.

Founded in 2012, 6point6 has a proven track record of delivering large scale projects for the U.K. central government to transform digital capabilities and modernize legacy systems. With a staff of approximately 400 and offices in London and Manchester, the company’s heritage is in three key areas: digital transformation, data, and cybersecurity. 6point6’s work includes the largest cloud migration in Europe, with the shift of an entire U.K. government department to a single cloud-based digital infrastructure, delivering significant time efficiency savings to a separate government agency via digital services, and the adoption of machine learning to boost productivity for a multinational energy company.

“6point6 has an impressive reputation across the U.K. public and private sectors with its powerful combination of digital transformation, data and cybersecurity expertise,” said Emma Kendrew, Accenture Technology lead in the U.K. and Ireland. “With Accenture’s breadth of consulting and technology services, it will add to our innovative team to help clients reinvent themselves with solutions that are fit for the future.”

Nefyn Jones, CEO of 6point6, said, “Today is a proud moment for everybody at 6point6. Since inception, our goal has been to build a leading technology consulting firm where the brightest

talent in the industry can make brilliant ideas happen for our clients. Today's announcement represents the next phase of our growth story. In Accenture, we've found a partner that thinks, acts, and delivers in the same way that we do. I'm excited at what we can achieve together in the future."

Ashish Goel, managing director for Accenture Health and Public Service in the U.K. and Ireland, added, "Defense, public safety, and national security are becoming increasingly prioritized by the U.K. government. In just over a decade, 6point6 has leveraged its experienced leadership team and key accreditations to generate strong relationships across these sectors which, alongside Accenture's capabilities, adds to our ability to deliver truly differentiated services to clients."

Completion of the acquisition is subject to customary closing conditions, including receipt of regulatory clearance. Terms of the transaction were not disclosed.

AMETEK Acquires Amplifier Research Corp.

31 October 2023

AMETEK, Inc. announced the acquisition of Amplifier Research Corp., a leading manufacturer of radio frequency (RF) and microwave amplifiers and electromagnetic compatibility (EMC) testing equipment.

Amplifier Research is a leading provider of amplifiers and EMC testing equipment for the defense, medical, communications and automotive markets. The company has a diverse product portfolio including RF and microwave instrumentation amplifiers, hybrid power amplifier modules, antennas, and control software used to provide high-end, EMC solutions.

"We are excited to welcome Amplifier Research to AMETEK," said David A. Zapico, AMETEK Chairman and Chief Executive Officer. "Amplifier Research is an outstanding acquisition which nicely complements our existing capabilities in the electromagnetic compatibility testing market. Their expertise and capability in amplifier design will greatly enhance our ability to provide a broader suite of solutions for attractive markets including electric vehicle testing and defense communications."

Amplifier Research is headquartered in Souderton, Pennsylvania and has annual sales of approximately \$60 million. Amplifier Research joins AMETEK as part of its Electronic Instruments Group (EIG) - a leader in advanced analytical, monitoring, testing, calibrating, and display instrumentation.

AMETEK Announces Agreement to Acquire Paragon Medical

31 October 2023

AMETEK, Inc. announced that it has entered into a definitive agreement to acquire Paragon Medical, a leading provider of highly engineered medical components and instruments, from affiliates of American Securities LLC in an all-cash transaction valued at approximately \$1.9 billion.

Paragon Medical serves a wide range of specialty applications including orthopedics, minimally invasive surgery, robotic surgery, and drug delivery. Paragon's product portfolio includes single-use and consumable surgical instruments and implantable components sold to a diverse blue-chip customer base of leading medical device manufacturers.

"We are excited for the opportunity to acquire such an outstanding business," said David A. Zapico, AMETEK Chairman and Chief Executive Officer. "Paragon meaningfully expands our presence in the MedTech space and provides us access to attractive new market segments with strong growth rates. Its products and capabilities nicely complement AMETEK's existing medical businesses enabling geographic and customer expansion opportunities."

Paragon Medical has annual sales of approximately \$500 million and is headquartered in Pierceton, Indiana. The transaction is subject to customary closing conditions, including applicable regulatory approvals.

BAE Systems acquires Eurostep to deliver advanced digital asset management

31 October 2023

BAE Systems has acquired Eurostep, a secure data sharing company headquartered in Sweden. The company will form part of BAE Systems' Digital Intelligence business.

The acquisition is the next evolution in an established relationship between the two companies which have worked together for many years. The agreement brings together complementary capabilities in digital asset management, enabling defence and heavily regulated customers to optimise the operation, costs and through-life support of complex assets.

Dave Armstrong, Group Managing Director, BAE Systems Digital Intelligence, said:

"Having formed Digital Intelligence in early 2022 in response to growing customer demand for data, digital and intelligence capability, we're now strengthening our portfolio to expand our leading-edge solutions to customers and help them tackle complex challenges on their digital transformation journey.

"Demand for digital asset management capability is increasing and security of data sharing remains a key consideration for our customers. This acquisition represents a key step in delivering our exciting and ambitious investment strategy in innovative, data-led technologies including continued development in BAE Systems digital asset management suite, PropheSEA™. I look forward to welcoming Eurostep to BAE Systems."

Mattias Johansson, Eurostep CEO, said:

"Eurostep has collaborated with BAE Systems for many years with our software, ShareSpace sitting at the heart of Digital Intelligence's Digital Asset Management product suite. We are excited to bring together our complementary skills and expertise in developing technology that ensures customers can securely collaborate across the supply chain and cost effectively manage their assets through life."

"ShareSpace products will continue to be offered directly to customers in addition to being a core element of PropheSEA™. By joining BAE Systems Digital Intelligence we now have the added resources to increase software development and customer outreach."

The acquisition will accelerate the development of BAE Systems' digital asset management suite, PropheSEA™, which enables customers to consolidate and share their complex asset data securely, allowing assets to be managed proactively, reducing operating costs and maximising asset availability.

Sandvik completes the acquisition of software supplier esco GmbH

3 November 2023

Sandvik has completed the previously announced acquisition of esco GmbH engineering solutions consulting, a German-based supplier of software for power skiving, an important technology within gear machining. The company will be reported in Sandvik Coromant, a division within Sandvik Manufacturing and Machining Solutions.

Esco, founded in 1993, has around 17 employees and is headquartered in Aachen, Germany. In 2022, the company generated revenues of about SEK 14 million. The impact on Sandvik's EBITA margin and earnings per share will be limited.

Sopheon reaches agreement in principle with Wellspring and Resurgens Technology Partners

31 October 2023

Sopheon, the InnovationOps software company, announced that its board has reached agreement in principle on terms of a recommended cash acquisition by Wellspring, a global leader in software solutions for technology transfer, IP management, and innovation. The combined company will offer complementary software products and services that will make innovation scalable and predictable for customers.

"After three solid years of growth and market expansion, including three acquisitions of our own, Sopheon is ready for the next major market opportunity," said **Greg Coticchia, CEO of Sopheon**. "Combining two InnovationOps leaders means we will be able to deliver a more expansive offering, one that is uniquely capable of delivering significant added value for customers and superior growth for the combined company."

Under the proposed terms, Sopheon's shareholders would receive £10.00 per share in cash. The per share purchase price represents a 104% premium to the Company's closing stock price on October 30, 2023 (the last trading day prior to the announcement of the transaction). The transaction is expected to close in early 2024 and is subject to formal processes and conditions including publication of firm offer documentation, and shareholder and regulatory approvals.

Sopheon's InnovationOps software, services and expertise provide purpose-built tools for innovation and product leaders and their teams covering the entire innovation and product lifecycle, from discovery to realization. Sopheon helps the world's leading businesses bring their most powerful innovations and products to market in alignment with their strategy, resulting in faster time-to-value and greater market impact.

Company News

ABB appoints Mathias Gaertner as General Counsel and Company Secretary

30 October 2023

ABB announced that Mathias Gaertner has been appointed General Counsel and Company Secretary and a Member of the Executive Committee. He will join ABB in 2024 and succeed Natalia Shehadeh, who has held the position of General Counsel and Company Secretary ad interim since June 1, 2023, and who in the future will focus on her role as Chief Integrity Officer of ABB. Natalia will remain in her ad interim position until Mathias has joined ABB.

German national, Mathias has a strong track record of managing international M&A transactions, litigations, IP and compliance. He is currently Head Legal & Compliance of global construction materials company Holcim and has been a member of its Group Executive Committee since 2021. Prior to that, he spent 10 years at Honeywell Building Technologies, most recently as General Counsel, playing an instrumental role in the business' growth. He has also worked for law firms Skadden, Arps, Slate, Meagher & Flom LLP and Affiliates and Baker & McKenzie. Mathias studied at the University of Münster, Germany, where he obtained his PhD, and is admitted to the German bar.

ABB CEO Björn Rosengren said: "After a thorough selection process we are delighted to appoint a general counsel with extensive experience in decentralized organizations. We look forward to Mathias further strengthening the capabilities of our legal teams and building on our strong culture of integrity. I would like to take this opportunity to also thank Natalia for her valuable contribution while stepping in ad interim and wish her all the best for when she returns to her role as ABB's Chief Integrity Officer."

Bechtle Supervisory Board appoints Konstantin Ebert to Executive Board

30 October 2023

Bechtle AG's Supervisory Board has announced the appointment of Konstantin Ebert, 52, to the IT service provider's Executive Board effective on 1 January 2024. He will succeed Jürgen Schäfer, 65, who has been overseeing the IT E-commerce segment as COO since 2009. Konstantin Ebert has been in charge of Bechtle's business in France, Benelux and the UK as Executive Vice President since 2021. In addition, he has been instrumental in the European IT company's international M&A strategy. Before his eventual retirement from Bechtle on 30 September 2024, Jürgen Schäfer will take on strategic tasks to bolster international collaboration in Human Resources, People Development, and Logistics & Service. The Executive Board of Germany's largest IT system house will thus be composed of Dr Thomas Olemotz, CEO, Michael Guschlbauer, COO IT System House & Managed Services, and Konstantin Ebert, COO IT E-commerce.

"We are very grateful to Jürgen Schäfer for the outstanding work he has done over the past 15 years as a member of the Executive Board and congratulate him on his impressively long and successful career at Bechtle. For 35 years he has played a leading role in Bechtle's profitable

growth, guiding the company with his business acumen, a great deal of empathy, and an open mind,” says Klaus Winkler, Chairman of Bechtle AG’s Supervisory Board. “Konstantin Ebert is a worthy successor in every regard, whose experience and exceptional strategic skills have been on display on the international stage for all to see. He fully embraces Bechtle’s aspiration to be a future-first IT partner across Europe.” During his nearly three-year tenure as EVP, Konstantin Ebert has guided no less than seven acquisitions of IT systems integrators in four countries—PQR, Axex and Fondo in the Netherlands, ACS and Tangible Benefit in the UK, Prosol in Spain, as well as Apixit in France. As a member of the Executive Board, his area of remit will also span Bechtle’s international M&A strategy. His initial appointment to the Executive Board is for a period of three years. Jürgen Schäfer: “Konstantin shares Bechtle’s central values, and his entrepreneurial spirit, which is infused with his international experience, guides a steady hand. I couldn’t imagine a better person to succeed me.”

About Jürgen Schäfer

After completing his studies in business administration, and gaining experience in a medium-sized wholesale company, Jürgen Schäfer embarked on his Bechtle journey in 1988. Initially responsible for Sales and Organisation, he soon became Managing Director of the Bechtle IT system house in Würzburg in 1993 and later went on to successfully grow Bechtle’s e-commerce business through its eponymous brand, Bechtle direct, spearheading the expansion into new European markets. Along the way, he would centralise all related processes within the company’s Logistik & Service subsidiary. In January 2009, Jürgen Schäfer was appointed to the Executive Board as COO, overseeing the IT E-commerce segment. The 65-year old will conclude his successful career on 30 September 2024.

About Konstantin Ebert

Konstantin Ebert knows the IT industry inside out. He joined Bechtle in February 2021, coming from a management role at TeamViewer. Before that, the business administration graduate worked at NetApp Deutschland, holding various international leadership positions in his nine years there. The 52-year old started his professional career in 1998 as a consultant for ITC Deutschland, followed by stints at Fujitsu Siemens Computers and T-Systems Business Services. He is the father of three children and lives with his family near Heidelberg.

Deskera ERP and OpenBOM Partner to Streamline Enterprise Operations

26 October 2023

Deskera ERP, a leading provider of all-in-one, cloud-based ERP software, and OpenBOM, a leading provider of cloud-native PLM and PDM solutions announced a strategic partnership to revolutionize the way businesses manage their operations, from product design to manufacturing and beyond.

In today’s data-driven world, seamless integration and efficiency are paramount. The partnership between Deskera ERP and OpenBOM seeks to deliver a holistic solution that streamlines critical processes, fosters collaboration and drives innovation in enterprise resource planning and product development.

OpenBOM is a cloud-based platform designed to simplify Bill of Materials (BOM) management and Product Data Management (PDM). It empowers organizations to collaborate, organize, and track product information throughout the entire product development lifecycle

OpenBOM simplifies and streamlines the often complex and time-consuming process of managing engineering design, CAD data, Bill of Materials, improving efficiency, reducing errors, and promoting collaboration.

Benefits of Deskera OpenBOM Integration

Deskera provides comprehensive enterprise resource planning (ERP) and business management solutions. A partnership between OpenBOM and Deskera could offer several benefits, especially for businesses looking to streamline their operations and enhance their productivity.

- End-to-End Data Integration for accurate data across the product lifecycle.
- Streamlined Product Development, from design to production.
- Improved Inventory Management for cost optimization.
- Real-Time Cost Control for informed financial decisions.
- Enhanced Customer Service with comprehensive information.
- Efficient Procurement for reduced delays and errors.
- Production Optimization for resource allocation.
- Regulatory Compliance and Quality Control.
- Data Security and Access Control for compliance.
- Scalability and Flexibility for evolving needs.
- Faster Time-to-Market for new products.
- Data Analytics and Reporting for data-driven decisions.

We are looking forward to this strategic alliance between Deskera and OpenBOM. Together, we are redefining the future of enterprise resource planning and product lifecycle management by helping businesses achieve operational excellence, foster collaboration, and drive growth. Deskera has always been committed to helping businesses grow by using the power of technology. This collaboration is a step closer to our goal," said Shashank Dixit, CEO and Founder of Deskera.

The partnership between Deskera ERP and OpenBOM offers streamlined operations, connects engineering processes and product data to enterprise and financial processes already early in the new product development, and realizes our vision of agile new product development processes. It helps to realize the goal of modern manufacturing to establish a seamless and connected data loop between engineering and production." said Oleg Shilovitsky, CEO and co-founder of OpenBOM.

HPE Partner Ready Vantage accelerates growth opportunities for partners of all sizes

1 November 2023

Hewlett Packard Enterprise announced updates to HPE Partner Ready Vantage, the program designed to better enable partners to deliver as-a-service solutions. The updates include: comprehensive Centers of Expertise, new competencies and an evolved competency framework, and tools and offerings that drive repeatable profitability and foster deep, long-standing customer relationships for partners.

“HPE Partner Ready Vantage is a game changer for partners that are looking to unlock margin-rich opportunities across professional services, managed services, and customer success,” said Simon Ewington, Vice President of Worldwide Channel & Partner Ecosystem, HPE. “Partners can now leverage HPE’s IP, tools, and resources to further enable business growth and increase revenue across the HPE GreenLake as-a-service portfolio as customers look to them to deploy solutions to enhance and manage their information and data.”

New Partner Tools and Offerings

Built on the foundation of the award-winning HPE Partner Ready program, HPE Partner Ready Vantage is organized into three tracks – Build, Sell, and Service – and features focused Centers of Expertise for partners to enroll and further develop their expertise.

The Build track enables partners to develop, integrate, and create workloads and solutions with HPE GreenLake and is comprised of the Solution & Development and Technology Validation Centers of Expertise. The Sell track provides partners with opportunities to grow recurring revenue and is comprised of the As-a-Service Center of Expertise. The Service track empowers partners to enhance customer experiences by deepening their services and is comprised of Customer Success, Managed Services, and Professional Services Centers of Expertise.

In addition to the current offers available in the various Centers of Expertise, the following tools and offerings are now available to partners enrolled in HPE Partner Ready Vantage:

- **Rapid migration tool**, which integrates HPE’s industry-leading consulting experiences, automation, and tools to enable end-to-end application migration to hybrid cloud. Partners are now able to make unbiased assessments and workload placement recommendations to customers. Currently VMware migrations are available, with additional capabilities to come. The tool is available to partners that are enrolled in the Professional Services Center of Expertise.
- **Partner-led services experience for HPE GreenLake**, which enables partners to lead their customers’ HPE GreenLake experience. Partners are now able to layer their own services and customization on top of HPE GreenLake. This experience is available to partners that are enrolled in the Managed Services Center of Expertise.
- **New and expanded consulting services for HPE Aruba Networking partner practice building**, which includes business planning and service discovery workshops for Solution Providers and Managed Service Providers, guided walk-throughs on developing NaaS or

HPE Aruba Networking as-a-service business plans, and a new practice accelerator tool to help partners assess the strength and maturity of their HPE Aruba Networking NaaS managed services practice. These services are available to partners that are enrolled in the Customer Success or Managed Services Center of Expertise.

- **HPE Aruba Networking partner selling resources and training**, which includes a new outcome-based selling webinar series, refreshed as-a-Service training and playbook, and a customer success partner lifecycle campaign designed to incubate partners from onboarding through to accreditation. These resources are available to partners that are enrolled in the As-a-Service Center of Expertise.

Evolved Competency Framework

HPE competencies have evolved to include a curated set of learning activities enabling partners to promote their own solutions and create better visibility of their offerings. The new framework has an increased focus on partner understanding of HPE technology and how to apply it to a variety of customer challenges. Partner competency will now be end-to-end including technical, sales, solutions, and industry expertise, providing a choice to partners to develop their path based on their specific business model.

Today, HPE has several competencies available for partners to participate in, which are aligned to HPE's strategy for Edge, Hybrid Cloud, and AI. These competencies are also available to HPE Partner Ready and HPE Partner Ready for Networking partners with additional competencies being announced in 2024.

The competencies are as follows:

- Edge
 - o HPE Aruba Networking Central
 - o HPE GreenLake for Networking
 - o HPE Aruba Networking ClearPass
 - o HPE Aruba Networking SD-WAN
 - o HPE Aruba Networking Data Center
- Hybrid Cloud
 - o HPE GreenLake
 - o HPE Storage and data services*
 - o Data protection and disaster recovery solutions
 - o Private cloud solutions*
 - o Hybrid cloud solutions*
 - o HPE solutions for VDI
- AI and Data Analytics

- o HPE solutions for SAP HANA
- o More competencies to launch in 2024

**New and available for FY24.*

First-Hand Partner Experience

HPE Partner Ready Vantage is now open and available to all partners looking to enhance differentiation, build stronger practices, and deliver complete solutions to support a variety of business models. First announced at HPE Discover 2022, the program addresses customer needs and accelerates as-a-service partner growth across HPE's Hybrid Cloud and HPE Aruba Networking portfolio. Since being announced, HPE has received overwhelmingly positive feedback from partners of all sizes enrolled in the program.

Hear what partners are saying:

- *“The Professional Services Center of Expertise shows how DataVizion can take hold of what’s being presented in Aruba Central or HPE GreenLake for Aruba and work to monetize it as value to our customers.... [it] creates more efficiency in our offering and enables us to provide higher levels of customer satisfaction.” – Kevin Reid, DataVizion (North America)*
- *“In terms of sales and growing our company, we’re looking to [HPE Aruba Networking] as a partner to open up doors to new products. And that’s where we’ll need the Professional Services Center of Expertise.” – Frank Eckenfels, Gigahertz (EMEA)*
- *“We always had that support-first, customer-first mentality but the [HPE Aruba Networking Customer Success Center of Expertise] helps take it to the next level and helps us to ensure we're firing on all cylinders, from training and understanding the company’s products to utilizing its programs...The days of just pushing hardware, installing it and then saying ‘see you later, call us when you need us’ are gone – customer success is now its own little organization within Laketec.” – Matt Burns, Laketec (North America)*

HPE is committed to supporting partner expansion and growth, meeting partners wherever they are on their journey and continuing to offer resources for developing unique solutions and increased market differentiation.

Infosys Expands Its Footprint in Europe with a New Proximity Center in Sofia, Bulgaria to Help Accelerate AI and Cloud-led Digital Journeys for Clients in the Region

3 November 2023

Infosys, a global leader in next-generation digital services and consulting, announced a new proximity center in Sofia, Bulgaria as part of its continued growth in Europe. In line with Infosys' strategy to amplify human potential hiring local talent, the new state of the art center will enable Infosys to attract, re-skill, and up-skill 500 new employees. Over the course of the next four years, these new employees will work on global opportunities around next-gen digital

technologies including Infosys Cobalt Cloud Solutions, Infosys Topaz AI & Automation, Data and Insights, IoT, 5G, and software engineering.

Bulgaria has built a reputation as an attractive market for IT development thanks to its advanced IT infrastructure, strong pool of local IT specialists and excellent IT knowledge. Located in the nation's capital, this center will provide an ideal environment for companies spanning various sectors such as financial services and retail, both within Bulgaria and throughout Europe, to convene and drive digital transformation efforts. Partnering with these organizations, the center will serve as a hub for ideating, incubating, creating, and scaling innovative emerging technology-based solutions.

Serving global and European customers, the center will support customers accelerate their AI and Cloud-led digital journeys and will further strengthen Infosys' existing client relationships in Europe, particularly in manufacturing, retail and financial services sectors. Infosys will also use this center to rapidly scale up teams across digital and analytical capabilities as well as SAP and cloud.

Milena Stoycheva - Minister of Innovation and Growth, Bulgarian Government, said, "The opening of the new Centre in Sofia is a testament to Infosys' commitment to fostering talent in our country. With a commitment to employing a 500 strong workforce over the next four years, we're excited to see the company contribute to our local economy and bring new skills and opportunities for talent working in the technology sector."

Kosta Cholakov, Chief Executive Officer, DZI Insurance, said, "Infosys is one of our strategic partners on our digital transformation journey and we're thrilled to see Infosys expand its presence to Bulgaria, moving ever closer to its clients. We look forward to continuing collaborating together driving innovation with next generation technologies throughout our organization, underpinned by the wealth of talent and expertise."

Dinesh Rao, Executive Vice President, Co-Head of Delivery, Infosys, said, "We are dedicated to continuing to grow our footprint in Europe to bring our capabilities, skills and expertise ever closer to our clients. Bulgaria is renowned for its excellent IT talent, and we're excited to build an exemplary workforce that meets the demands for next generation skills and solutions, with a focus on catalyzing progress of our client's AI and cloud first transformation. Bringing together the strength of local talent with our industry-leading expertise and innovation we're confident the new center will serve as a hub of innovation to help shape digital Europe."

New Chief Financial Officer at CENIT Group

2 November 2023

CENIT AG is announcing a change at the top management level: As of January 1, 2024, Mr. Axel Otto will act as the new Chief Financial Officer (CFO) of the international IT and software consulting provider. In his new role, Mr. Otto will assume responsibility for finance/controllership, IT and HR. The outgoing CENIT Group CFO, Axelle Mazé, is resigning from her Management Board position for private reasons.

As a financial expert, Axel Otto can look back on a wide range of demanding strategic and operative functions in business management: Prior to his appointment as CENIT CFO, Mr. Otto acted as CFO for the internationally active, Bretten-based Seeburger AG from 2018 to 2023. The company is an established business integration and IT provider. In addition to his financial expertise, Axel Otto will thus be able to contribute a deep familiarity with IT and software markets.

From 2011 to 2018, Mr. Otto headed the finance division at Härter Stanztechnik, a leading manufacturer of tools, stamped products and metal/plastic components.

His activities also focused on financial affairs in his earlier positions, e.g. as tax consultant and manager at consulting and financial services companies as well as several years in the area of auditing at Deloitte Deutschland (2000-2005).

“We are very pleased to welcome Axel Otto, an experienced and well-versed expert and charismatic leader, to the CENIT Management Board”, says Rainer Koppitz, Chairman of the CENIT AG Management Board, in welcoming Mr. Otto.

“Together with Axel Otto, we will act as a strong partnership committed to the consistent, ongoing implementation of our CENIT 2025 Strategy. I look forward to our productive and successful collaboration”, says Peter Schneck, CEO of CENIT AG.

Axelle Mazé has resigned her position as CENIT CFO for private reasons as of October 31, 2023 and will leave the Management Board by mutual consent on December 31, 2023. She will continue to pursue her duties for CENIT Group as Finance Director of CENIT’s subsidiary KEONYS and also contribute her expertise in the sustainability field as CENIT Group Vice President for Sustainability.

In the name of CENIT, the CENIT Management Board and CEO thank Axelle Mazé for the excellent collaboration to date and look forward to successfully pursuing joint paths in the years to come.

OPEN MIND expands hyperMILL® technical sales team in Sweden

26 October 2023

As an industry leading CAD/CAM developer, OPEN MIND Technologies AG is expanding its technical sales team in Sweden to keep pace with growing demand. The OPEN MIND Technologies Scandinavia AB subsidiary in Gothenburg is supporting its continued growth success with the appointment of Fredrik Josefsson, a CAM expert with vast hands-on experience in several industry sectors.

Fredrik Josefsson has been a *hyperMILL*® user since 2015. He brings with him a wealth of programming experience in the automotive sector, in prototyping and tool and die making. This gives him in-depth knowledge of all aspects of the CAD/CAM software suite from the user’s perspective.

“As the leading CAD/CAM system, I really like *hyperMILL*®, which is why I am so happy to be part of the OPEN MIND team,” says Fredrik Josefsson, Technical Sales at OPEN MIND Technologies

Scandinavia AB. “My job is to show current and prospective customers how they can automate and optimize their processes with *hyperMILL*®. The software is flexible and offers highly effective strategies. Beyond that, it is easy to learn and use, despite the multitude of functions it offers. I know from personal experience that you can use the software to quickly and reliably program even the most complex components.”

Tapping the full potential of *hyperMILL*®

Claudio Jorio, Sales Director DACH (Germany, Austria, and Switzerland) and Executive Board Member at OPEN MIND Technologies Scandinavia AB, is pleased to welcome his new colleague to the team: “*hyperMILL*® enjoys an excellent reputation in the Scandinavia region thanks to the great 5-axis capabilities it offers. To tap the full potential of automation and networked production, the integration of additive manufacturing, and working with digital twins; it really helps to talk to an experienced expert like Fredrik Josefsson who is there for users to help them overcome the challenges they face with the aid of *hyperMILL*®.”

Revolutionizing CAE Workflows: VCollab and Novus Nexus Partner to Propel End-to-End CAE Automation and Rapid Results Review

1 November 2023

Visual Collaboration Technologies, Inc. (VCollab), and Novus Nexus announce a partnership to streamline CAE results review and sharing to further accelerate product development cycles. The cooperation puts VCollab’s Rapid Results Review™ technology into the hands of Novus Nexus simulation automation users, replacing traditional 2D CAE analysis reporting and sharing, all the while granting VCollab users the possibility to smoothly integrate automatic preprocessing into their CAE workflows.

A big step towards digital transformation, this end-to-end automated simulation environment greatly improves the availability and understanding of product performance data to enable better, faster design decisions. Both Novus Nexus and VCollab solutions work with a broad range of solvers from leading vendors, allowing users to review and share CAE analysis results without leaving the CAE environment in which they are most comfortable.

Bruce Webster, PhD, and Prasad Mandava, both CEOs & Presidents of Novus Nexus and VCollab respectively, explain that having VCollab’s report generation capability baked into Novus Nexus’ end-to-end simulation automation strategy puts incredible flexibility and power into the hands of both design engineers and simulation specialists at every stage of the product development cycle.

“Novus Nexus has a long track record of fast, easy, and robust pre-processing automation. VCollab’s automatic report generation complements this technology with smart Rapid Results Review models instead of traditional 2D reports”, said Mandava. “Novus Nexus’ ability to automatically handle simulations with complex CAD geometries, together with VCollab’s interactive 3D report & Rapid Results Review capabilities, allow for high-fidelity and easy access failure investigations of whole assemblies, inside and out—a significant capability that has not previously been available with traditional automation and report generation approaches.”

“VCollab enables the creation of smart, interactive 3D CAE reports with the means to deliver engineering performance data for live design review, allowing better access for all PD stakeholders to innovate and brainstorm”, Webster weighs in. “Novus Nexus is excited to now drive the generation of this critical capability automatically within our flag ship product CAENexus. Together, we provide manufacturers with a new paradigm for end-to-end automated virtual performance interrogation that accommodates digital thread requirements. Simulation-ready CAD is the input, CAENexus the automation processor, and VCollab’s performance visualization the output for live dynamic design review and decision making. Very exciting! This innovation to reliably initiate CAD-to-solver, and now through to 3D models and Rapid Results Review, automatically and robustly is every bit as important as AI.”

Rockwell Automation Partners with Dragos to Enable and Empower Manufacturers with Threat Detection Services

27 October 2023

Rockwell Automation and Dragos have a well-established partnership providing operational technology (OT) cybersecurity solutions to organizations of all sizes, across multiple industries. This new Threat Detection Service offering featuring Dragos Platform will provide yet another comprehensive cybersecurity service to organizations looking to secure their OT environments and mitigate risk.

Combining the best of both worlds, Rockwell Automation brings the expertise in industrial cybersecurity services together with a scalable, customizable Dragos Platform that can help enterprises of any scale detect threats before a significant compromise.

The Dragos Platform provides a full-service solution with on-premises and cloud options, continuous updates, superior asset visibility, prioritized vulnerability management, and more.

Siemens and Microsoft partner to drive cross-industry AI adoption

31 October 2023

Microsoft and Siemens are deepening their partnership by bringing the benefits of generative AI to industries worldwide. As a first step, the companies are introducing Siemens Industrial Copilot, an AI-powered jointly developed assistant aimed at improving human-machine collaboration in manufacturing. In addition, the launch of the integration between Siemens Teamcenter software for product lifecycle management and Microsoft Teams will further pave the way to enabling the industrial metaverse. It will simplify virtual collaboration of design engineers, frontline workers, and other teams across business functions.

“With this next generation of AI, we have a unique opportunity to accelerate innovation across the entire industrial sector,” said Satya Nadella, Chairman and CEO, Microsoft. “We’re building on our longstanding collaboration with Siemens and bringing together AI advances across the Microsoft Cloud with Siemens’ industrial domain expertise to empower both frontline and knowledge workers with new, AI-powered tools, starting with Siemens Industrial Copilot.”

“Together with Microsoft, our shared vision is to empower customers with the adoption of generative AI,” says Roland Busch, CEO of Siemens AG. “This has the potential to revolutionize the way companies design, develop, manufacture, and operate. Making human-machine collaboration more widely available allows engineers to accelerate code development, increase innovation and tackle skilled labor shortages.”

A new era of human-machine collaboration

Siemens Industrial Copilot will allow users to rapidly generate, optimize and debug complex automation code, and significantly shorten simulation times. This will reduce a task that previously took weeks to minutes. The copilot ingests automation and process simulation information from Siemens’ open digital business platform, Siemens Xcelerator, and enhances it with Microsoft’s Azure OpenAI Service. Customers maintain full control over their data, and it is not used to train underlying AI models.

Siemens Industrial Copilot promises to boost productivity and efficiency across the industrial lifecycle. Using natural language, maintenance staff can be assisted with detailed repair instructions and engineers with quick access to simulation tools.

The vision: Copilots for all industries

The companies envision AI copilots assisting professionals in various industries, including manufacturing, infrastructure, transportation, and healthcare. Numerous copilots are already planned in the manufacturing sectors, such as automotive, consumer package goods and machine building.

Schaeffler AG, a leading automotive supplier, is among the first in the automotive industry to embrace generative AI in the engineering phase. This helps its engineers to generate reliable code for programming industrial automation systems such as robots. In addition, the company intends to incorporate the Siemens Industrial Copilot during their own operations, aiming to significantly reduce downtimes, and also for their clients at a later stage.

“With this joint pilot, we're stepping into a new age of productivity and innovation. This Siemens Industrial Copilot will help our team work more efficiently, reduce repetitive tasks, and unleash creativity. We're excited to partner with Siemens and Microsoft on this project”. Klaus Rosenfeld, CEO of Schaeffler Group.

Generative AI facilitates virtual collaboration

To bring virtual collaboration across teams to the next level, Teamcenter for Microsoft Teams will be generally available beginning December 2023. This new app uses the latest advances in generative AI to connect functions across the product design and manufacturing lifecycle such as frontline workers to engineering teams. It connects Siemens’ Teamcenter software for product lifecycle management (PLM) with Microsoft’s collaboration platform Teams to make data more accessible for factory and field service workers. This will enable millions of workers who do not have access to PLM tools today to contribute to the design and manufacturing process more easily as part of their daily work.

Siemens will share more details on Siemens Industrial Copilot at the SPS expo in Nuremberg, Germany, in November 2023.

Synopsys Honored at TSMC 2023 OIP Ecosystem Forum with Multiple Partner of the Year Awards

26 October 2023

Synopsys, Inc. has been selected as a TSMC Open Innovation Platform® (OIP) Partner of the Year, earning five awards spanning digital, analog, multi-die system, radio frequency (RF) design, and interface IP. The long-standing collaboration between the two companies continues to deliver production-proven solutions, including certified design flows, powered by the Synopsys.ai™ full-stack AI-driven EDA suite, that help mutual customers accelerate the development and silicon success of innovative AI, automotive, and high-performance computing designs. Synopsys solutions were featured in an unprecedented number of presentations at the 2023 North America TSMC OIP Ecosystem forum, highlighting strong collaboration with TSMC and partners on proven solutions for TSMC's advanced process and 3DFabric™ technologies.

"TSMC and Synopsys are making huge leaps to provide engineering teams with innovative solutions to successfully develop complex designs on the latest advanced process nodes," said Dan Kochpatcharin, head of Design Infrastructure Management Division at TSMC. "The partner awards recognize the significant contributions made by the TSMC OIP ecosystem partners like Synopsys to advance the next generation of high-performance designs on TSMC's technologies, with massively improved quality of results and time to results."

"Being recognized by TSMC underscores Synopsys' commitment to providing the industry with leading solutions including Synopsys.ai, a full-stack AI-driven EDA suite, and silicon-proven IP solutions that help chipmakers bring differentiated products to market faster," said Sanjay Bali, vice president of Strategy and Product Management for the EDA Group at Synopsys. "Our longstanding collaboration with TSMC continues to deliver new EDA and IP innovations that enable the semiconductor industry to efficiently transition to 2nm and multi-die systems, while also facilitating AI-based analog design migration. These significant technology advancements help our customers meet and beat their design and productivity targets."

Over the past year, the companies' collaboration has yielded impactful design solutions for mutual customers, garnering five awards including:

- **Development of 2nm and N3P Design Infrastructure:** Synopsys' production-proven digital and analog design flows certified on TSMC N2 and N3P process technology enhance the quality of results for high-performance computing, mobile, and AI designs.
- **Interface IP:** Synopsys' broad, silicon-proven interface IP portfolio on the TSMC N3E process, with a fast path to the N3P process, provides a competitive edge for chipmakers looking to reduce integration risk and accelerate time to first-pass silicon success.
- **Development of mmWave Design Solutions:** Synopsys RF reference design flow, developed in collaboration with Ansys and Keysight, provides an open, front-to-back design flow with performance, power, and productivity benefits.

- **Development of 3Dblox Design Prototyping Solution:** Synopsys's comprehensive Multi-Die System solution combined with 3Dblox standard enables early architecture exploration and feasibility analysis, efficient die/package co-design, robust die-to-die connectivity, and improved manufacturing and reliability.
- **Partner Collaboration:** Synopsys, Ansys, and Keysight were recognized for their unprecedented collaboration to develop the RF reference flows for TSMC's leading N16, N6 and N4P processes.

Trimble Announces David Barnes to Retire from the Company; Phil Sawarynski Named CFO effective May 2024

1 November 2023

Trimble announces on its third quarter fiscal 2023 earnings call that Chief Financial Officer David Barnes will retire from the company in May 2024. The company has named Phil Sawarynski, Vice President of Treasury, Corporate Development and Co-Lead of Trimble Ventures, its new CFO effective May 2024. Mr. Barnes and Mr. Sawarynski will work together over the next six months to ensure a seamless transition.

“I want to thank David for his significant contributions to Trimble over the past four years. He has provided tremendous leadership to both the finance organization and the entire company. Phil Sawarynski brings over 14 years of Trimble experience to the CFO role, with a mandate to unlock shareholder value. David, Phil, and our strong finance team will work together to ensure a smooth transition over the next six months,” said Rob Painter, President and Chief Executive Officer.

Mr. Sawarynski, 51, joined Trimble in 2009 and served in various leadership roles including head of finance for the Agriculture, Geospatial and Transportation sectors. In 2018, he assumed the role of Treasurer and has since added responsibilities for Corporate Development and Co-Lead for Trimble Ventures. Prior to Trimble, Mr. Sawarynski served as CFO at Nexus Corporation along with various finance roles at Ford Motor Company. He earned a Master of Science in Industrial Administration (MBA) from Carnegie Mellon University and a BS from the University of Michigan.

Velo3D Names Schoeller-Bleckmann Oilfield Technology Its Sole Contract Manufacturing Partner in the DACH Region

2 November 2023

Velo3D, Inc., a leading metal additive manufacturing technology company for mission-critical parts, named Schoeller-Bleckmann Oilfield Technology (SBOT), a manufacturer of high-tech metal components with more than 100 years in business, its sole contract manufacturing partner operating in the DACH region, including Germany, Austria, and Switzerland. The company will also be established as Velo3D's sole contract manufacturing partner for Europe's oil and gas industry, which is SBOT's primary industry it serves.

Through the agreement, SBOT will also add another Sapphire printer to its two existing printers that are currently in operation at its facility, including a Sapphire XC. As Sapphire production capacity maximum is reached, SBOT will add new printers and alloys to its network to support customers' needs.

"Since purchasing our first Sapphire printer in 2021, we've been very impressed by Velo3D's metal 3D printing solution and its ability to produce parts with few-to-no supports, even those with low and zero-degree overhangs," said Campbell MacPherson, SBO EVP of Advanced Manufacturing. "It's great to see Velo3D's commit to our success with this agreement, which we believe will drive increased revenue for our additive manufacturing business. We look forward reaching new customers with our solutions from Velo3D and in turn reinvesting in our joint business together."

Velo3D's Contract Manufacturer Network allows companies to purchase metal 3D printing services from providers, rather than purchase, set up, and operate their own printer and its accompanying software. It also gives companies access to a wider variety of metal alloys. In doing so, companies can more easily take advantage of Velo3D's fully integrated solution without a large capital expenditure. As production ramps up for these customers, they can then purchase their own printers or scale production to other providers to achieve a distributed manufacturing network.

There are currently more than 10 companies in Velo3D's Contract Manufacturer Network across four continents. SBOT will now be the sole company in the network focused on the DACH region and Velo3D will not pursue new contract manufacturers within the European oil and gas industry, which comprises a large number of SBOT's customers.

In 2021, Velo3D expanded its presence in Europe, with SBOT becoming the company's first European member of its Contract Manufacturer Network. SBOT's sister company, Knust-Godwin, had operated a fleet of Sapphire printers at its Katy, Texas, facility, which inspired SBOT to explore using Velo3D's fully integrated solution for its customers serviced from its Austria facility.

"There is a growing demand for advanced manufacturing technology in Europe that can help companies streamline their supply chains, develop more performant parts, and lower manufacturing costs and SBOT is a great partner for European companies in need of high-quality metal parts," said Benny Buller, Velo3D Founder and CEO. "Both SBOT and Knust-Godwin have been excellent partners that have continually demonstrated their ability to produce precise parts using the most advanced manufacturing technology available, and we're honored to partner with them on this next phase of our growth in Europe."

SBOT's Sapphire printers are calibrated to produce parts using Inconel 718 powder, which is a nickel-based alloy that provides high strength and corrosion resistance at extreme temperatures. Its new Sapphire printer will produce parts in CP1, which is a lightweight aluminum alloy that is ideal for heat transfer applications. In addition to its Sapphire printers, SBOT operates 120 CNC machines with unique manufacturing technologies. The company is ISO 9001, ISO 14001, EN/AS 9100, API Spec 7-1, and AEO certified.

Event News

3D Systems Introduces New Materials & Technologies Designed to Address Broader Application Portfolio at Formnext 2023

1 November 2023

3D Systems announced it will showcase several new product innovations at Formnext 2023 including materials and printing technologies engineered to help customers meet a variety of application needs. The company is introducing **Accura® AMX High Temp 300C**, **SLS 300**, a new professional service for **C-103**, and the **DMP Flex 350 Triple** — engineered to enable the efficient production of high-quality end-use parts in a breadth of industries including automotive, semiconductor, consumer goods, space, energy, and medical devices.

High-temperature SLA Material Accelerates Time to Part-in-hand

With the introduction of Accura AMX High Temp 300C, 3D Systems is delivering an industry-leading unfilled material with an unmatched heat deflection temperature (HDT) of 300°C, which is nearly double the HDT of currently available unfilled materials. The new chemistry of this material does not require a thermal post-cure thus enabling a more streamlined workflow and reduced time to part-in-hand. These properties make Accura AMX High Temp 300C ideal for high-temperature component testing and general use parts for applications including HVAC, consumer appliances, motor enclosures, and stators.

This material is already receiving positive feedback in the market. “Accura AMX High Temp 300C pushes the offering of SLA into the next level of performance for high temperature resistance,” said Justin Pringle, managing director, Prototype Projects. “The material surpasses any other SLA material with its unique HDT above 300C without the need for any thermal postcuring. The synergy between this material and its Figure 4 equivalent allows Prototype Projects to offer larger format parts to fulfill new and innovative applications to our customers.”

Accura AMX High Temp 300C is planned for general availability in the fourth quarter of 2023.

SLS 300 Expands Selective Laser Sintering Portfolio with Affordable, Turnkey, Closed-loop System

At Formnext, 3D Systems is formally introducing the SLS 300 (formerly the Wematter Gravity). The closed-loop system is designed to operate in a smaller-footprint environment outside of a manufacturing floor, such as offices, material research labs, or workshops, making SLS available to a broader range of customers with a high-reliability, affordable solution for the production of end-use parts. With the SLS 300, it's possible to accelerate product development and in-house volume production with increased flexibility, lower risk, and reduced manufacturing and development costs.

The SLS 300 is an easy-to-install ecosystem that only requires a standard power source and an ethernet connection to be operational in less than an hour. The system is compatible with a robust material portfolio to address a breadth of applications. The patented packaging ensures users do not come into direct contact with any powder when filling the machine. The cylinders,

made of sustainable paper and wood-based packaging, directly connect to the printer and fill it via a dedicated inlet on the front to keep the process dust-free.

In its booth at Formnext, 3D Systems will introduce the new SLS 300 Powder Recycling Station (PRS). This fully automated unit works in tandem with the SLS 300 to recycle unused material currently in the system and mix it with fresh material. This allows the user to fully use all material to maximize their investment while lowering production costs and reducing demand for human intervention. The PRS includes HEPA filters and was designed with acoustic dampening enabling it to be used comfortably in a variety of environments.

The SLS 300 is available for immediate ordering. The Powder Recycling Station is planned to be available in the first half of 2024.

New Metal Material Delivers Parts with Exceptional Mechanical Properties for Challenging Environments

C-103 is a Niobium-alloy classified as a refractory material that is resistant to decomposition by heat, pressure, or chemical attack and thus retains its strength and form at high temperatures. C-103 has a high service temperature between 1200°C and 1400°C and is capable of withstanding high stresses at these elevated temperatures. Because of its low ductile-to-brittle transition temperature, C-103 has excellent resistance to high-frequency vibrations. These properties make C-103 ideal for rocket, hypersonic, and jet propulsion applications including spacecraft, satellites, and launch vehicles in the Space, Aerospace, and Defense industries.

3D Systems' DMP vacuum technology is uniquely suited for processing C-103 by ensuring a very low-oxygen environment which helps preserve the material's properties since the material properties are very sensitive to O₂ exposure. With the introduction of this material, 3D Systems expands on the recent successful performance verification of NASA's new GRX-810 super alloy and continues paving the way for advanced aerospace applications.

Application development services on C-103 and GRX-810 are currently available through the company's Professional Services delivered by the **Application Innovation Group (AIG)**. GRX-810 is currently only available inside the United States.

DMP Flex 350 Triple Provides Efficient, Adaptable Solution for Metal Part Production

At Formnext 2023, 3D Systems will debut the latest configuration for its DMP Flex 350 platform, the DMP Flex 350 Triple. This compact, three-laser system includes the company's best-in-class vacuum chamber design and extends the signature Removable Print Module (RPM) concept by supporting two distinct RPM modules with different build volumes. The company is making a wide range of materials available for use with this printer at launch. Highlights of this new system include:

- **Larger build capacity, same footprint:** The DMP Flex 350 Triple features the availability of a new RPM with a larger build of 350mm x 350mm x 350mm and can also accommodate the standard RPM with a build volume of 275mm x 275mm x 420mm. This renders the DMP Flex 350 Triple the most compact system that supports a 350mm x 350mm x 350mm build area. This makes it an ideal solution for cost-effectively

processing a variety of parts including instance impellers and cooling plates. The RPMs can also be swapped for increased application flexibility.

- **Seamless 3-laser load-balanced print capability:** The DMP Flex 350 Triple laser offers optimal multi-laser load balancing and seamless surface quality scan strategies. This results in no seams or changes in roughness in zones where multiple lasers work together.
- **Eight materials for a breadth of applications:** The DMP Flex 350 Triple is capable of processing a wide range of aluminum alloys, including traditional cast alloys (i.e., AlSi10Mg, AlSi7Mg0.6), high-strength aluminum alloys (i.e., A6061-RAM2), and high-conductivity aluminum (i.e., CP1). This is an ideal selection for thermal management as well as lightweight structural applications. Additionally, nickel-based alloys such as Ni718, Ni625, and HX are available for high-temperature corrosion-resistant applications. Finally, 316L stainless steel is available which is commonly used in the **(petro)chemical**, food, and pharmaceutical industries.

The DMP Flex 350 Triple is currently available for ordering. The new RPM with the 350mm x 350mm x 350mm build box is planned for general availability in July 2024.

Future Innovation Showcase & Real-World Use Cases

At Formnext 2023, 3D Systems will preview the PSLA 270, a new projector-based polymer 3D printing platform. This 3D printer is engineered to deliver larger end-use parts more rapidly than with similar platforms, bringing tremendous advantages for a breadth of industrial and healthcare applications. Formnext attendees are encouraged to visit 3D Systems' booth to learn more and provide early feedback on this game-changing solution.

"Our innovation roadmap continues to focus on advancements that enable our customers to address a broader range of applications," said Marty Johnson, vice president, product & technical fellow, 3D Systems. "The latest additions we're introducing at Formnext are expanding the capabilities of our plastic and metal solution portfolios to enable manufacturers to produce high-quality parts more efficiently. It has been a privilege to see our AIG specialists work closely with our aerospace and defense customers on the most challenging applications in difficult materials for extreme environments. I'm also energized by the potential of the new projector-based platform we intend to launch in the coming year. I believe the capabilities of this technology integrated with our high-performance Figure 4 materials portfolio and 3D Sprint will increase the role additive manufacturing plays in the production of large parts and help industry-leading manufacturers transform their workflows for competitive advantage."

3D Systems' solutions will also be showcased as part of the conference program featuring joint presentations with customers.

- Digital Direct Production (DDP) for Aircraft Cockpit Interior Components, November 8, 2:50-3:10 p.m.
- Driving New Technical Innovations: 25-Year Partnership Fueling Formula 1 Team's Relentless Pursuit to Win, November 8, 4:40-5:00 p.m.

- Unleashing Efficiency & Precision for High-quality Impellers with 3D Systems' DMP Factory 500, November 7, 3:30-3:45 p.m.

Altair to Present at the RBC Capital Markets Global Technology, Internet, Media and Telecommunications Conference

31 October 2023

Altair, a global leader in computational science and artificial intelligence, announced that Matt Brown, chief financial officer, will participate in a fireside chat at the RBC Capital Markets Global Technology, Internet, Media, Telecommunications Conference on Tuesday, November 14 at 11:20 a.m. ET.

A live webcast, as well as a replay, of the presentation will be available on the company's investor relations website at <http://investor.altair.com>.

Digital Twin Consortium Speaks at IEEE Digital Twins and Parallel Intelligence Conference

30 October 2023

Digital Twin Consortium® (DTC) and its members will present at IEEE DTPI (Digital Twins and Parallel Intelligence) 2023, from November 7-9, 2023, in Orlando, FL. The conference features industry-leading keynote speakers, workshops, and technical presentations.

"Intelligent infrastructure is increasingly recognized as a key focus area in the digital landscape," said Dan Isaacs, GM & CTO, DTC. "Within this broader context, digital twins, the metaverse, and smart airports are emerging as areas where transformative outcomes are being realized. At the conference, we'll explore the symbiotic relationship between digital twins, the metaverse, and the future of airport design and operation. We will also explore how they enable more efficient, sustainable, and resilient infrastructures."

At the conference, DTC members will run the "Smart Airport, Digital Twin, and Metaverse Workshop," featuring Dr. Soheil Sabri of the University of Central Florida, Dr. Kostas Alexandridis from Orange County Public Works, Kelly Watt, DFW Airport, and Doug Migliori, from Vantiq.

After the workshop, Dan Isaacs will moderate a panel session entitled "Experts in Digital Twins, Airports, and Aviation," featuring the same members, including Dr. Michael Grieves from the University of Central Florida (also known as the father of digital twins).

Dan Isaacs will also speak on the Evolution of the Intelligent Digital Twin, describing how digital twins, infused with AI, are enabling a shift in decision-making towards further improving business outcomes compared to those of traditional digital twins.

Register for [IEEE DTPI \(Digital Twins and Parallel Intelligence\) 2023](#) and learn about digital twins from DTC by participating in our workshop and attending our panel and speaking sessions.

ESTECO International Users' Meeting 2024 dates announced

31 October 2023

Mark your calendars: **the ESTECO International Users' Meeting 2024 is planned for June 4 and 5, 2024 in Trieste!**

Don't miss your chance to join the modeFRONTIER and VOLTA user community to discover the latest advancements of ESTECO Technology. Come and listen to customer success stories, thoughts and ideas, and meet technology experts, support engineers and all the people involved in the continuous development of our digital engineering solutions.

Next year marks 25 years since the foundation of ESTECO. UM24 is the perfect opportunity to celebrate our first quarter century with users and enthusiasts to retrace the history of our products and to share our vision and technology previews.

We're excited to host the event again in person in such an important year. Savoia Excelsior Palace Hotel is the ideal venue to hold our meeting in Trieste: a classy central hotel, facing the sea with a smart conference and exhibition area.

Don't miss your chance to be a part of the next Users' Meeting edition. Follow our next announcements starting from January 2024.

Keysight to Showcase Solutions that Accelerate Electronic Manufacturing Innovation at productronica 2023

31 October 2023

What: At productronica 2023, Keysight will demonstrate its portfolio of solutions designed to accelerate innovation in electronic manufacturing. Keysight enables innovators to push the boundaries of engineering by quickly solving design, emulation and test challenges to create the best electronic manufacturing experiences. Whether you're looking to empower IIoT networks for Industry 4.0, e-mobility or autonomous driving, test RF components, or digital compliance, Keysight accelerates innovation with intelligent insights that reduce risk and speed time-to-market.

When: November 14-17, 2023

Where: Keysight stand A1-576
Messe, München, Germany

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

Keysight will also be holding an in-person media breakfast at productronica on Tuesday November 14 at 9:00am CET. Interested journalists and industry analysts can contact Jenny Gallacher to reserve a spot.

Info: [Learn more](#)

Keysight experts will be on hand to demonstrate:

- **In-circuit test and printed circuit board handling**

- The Keysight i3070 Series 7i E9988GL inline, high-density in-circuit test (ICT) features the latest Quad-Density pin cards that can provide up to 5760 test nodes in a slim footprint. This enables manufacturers to economically meet increasing test demands for large printed circuit board assembly (PCBA).
- The Medalist i3070 In-Circuit Test (ICT) Systems is a 19" rack-type handler for parallel in-circuit tests on printed circuit boards that are routed through the handler on transport belts. The handler's multi-functionality lies in the fact that the modular MFT 19 provides single lane, dual lane, single segment, dual segment, single well, and dual well configurations, enabling an increase of up to four times in throughput compared to a standard single lane tester.
- **Combining In-circuit Test (ICT) and Functional Test (FCT)**
 - Offering customers the flexibility to combine and streamline test coverage of both ICT and FCT, The Keysight i7090 Board Test system provides a more efficient balance between throughput and test coverage to help customers drive improvements in the cost-of-test.
- **Test Automation Software**
 - Product life cycle management (PLM) ecosystems are the backbone of product development, with many interconnected systems that make comprehensive testing a challenge. Eggplant excels in adapting to diverse CAD / PLM environments, comprehensively automating rich and thin client testing with customizations, and enabling unrestricted testing of 3D moving images and PLM functionality evaluation. Keysight will also demonstrate the PathWave Test Automation suite which delivers significant cost- and time-saving benefits over traditional test automation and analysis tools.
- **Big Data Analytics**
 - Combining test and measurement expertise with data science and big data engineering, the PathWave Manufacturing Analytics platform provides actionable insights for every level of your organization in the smart factory of the future. Improve yield, lower retest and handling, and reduce the cost of poor quality with big data advanced analytics.
- **Digital compliance and RF testing**
 - Experience a new level of speed with the most advanced oscilloscopes — the new Infiniium UXR-B and MXR-B Series.
 - Learn how to cover multiple measurement parameters with a single connection, including noise figure, error vector magnitude (EVM), adjacent channel power ratio (ACPR), and standard S-parameters.
- **Multi-channel SMU**

- New at the Keysight booth this year is the latest source measurement unit (SMU) solution that addresses growing footprint challenges. Solve design, test, and validation challenges with the PZ2100 SMU solution.
- **IoT device testing**
 - The Keysight NB-IoT and LTE-M signaling tester can help solve manufacturing test challenges.
- **Next generation bench solutions**
 - Keysight's bench solutions are designed to provide the broadest range of power and measurement solutions, from dependable TrueVolt digital multimeters and MegaZoom technology in InfiniiVision oscilloscopes and compact multi-channel power supplies to versatile data acquisition systems with digitizers and solid-state multiplexer modules. See trusted solutions, such as the 6.5-digit multimeter, or discover Keysight's latest battery test, profiler, and emulation solution.

X4, The World's Largest Experience Management Summit, Returns to Salt Lake City May 1-3, 2024

31 October 2023

Qualtrics, the leader and creator of the experience management category, announced X4: The Experience Management Summit is returning to Salt Lake City May 1-3, 2024. Registration is open now.

X4 2024 will bring together more than 10,000 C-suite executives, thought leaders and experience management professionals for three days of learning, inspiration and connection. Over three action-packed days, attendees will hear from leaders of the world's biggest brands and organizations and learn how experience management can make business more human. X4 will feature more than 100 informative, inspiration-filled breakout sessions about the latest AI-powered innovations and trends in experience management.

Three quarters of X4 2023 attendees said they learned how to solve a critical business challenge at the conference.

"The future of business belongs to companies that understand how AI-powered experience management can help make business more human by bringing understanding and empathy to every interaction, at scale," said Qualtrics President and Chief Operations Officer Brian Stucki. "X4 is a must-attend event that brings together thousands of the best minds in business to talk about how they are connecting with, and building relationships with the people who matter most to their success – their customers and employees."

Visionary and inspiring speakers from the world's biggest brands will join top Qualtrics executives, including CEO Zig Serafin, on the 2024 event main stage to explore how experience management can give them a competitive advantage and build relationships with their customers and employees like never before. With sessions on AI, customer experience strategy,

frontline employee experience, and company culture and engagement, attendees from every industry will leave energized, informed and prepared to drive immediate impact.

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

Financial News

After nine months, CENIT recorded a significant year-on-year increase in consolidated sales revenues of around 15.1% to EUR 133,305 k

2 November 2023

The CENIT Group continues to be on course for growth. Continued strong consulting and service business (vs. previous year: +40.2%) as well as increased recurring sales (vs. previous year: +5.9%) determined the sales growth after nine months (vs. previous year: +EUR 17,442 k/+15.1%). The consulting and service business was able to grow both through acquisitions as well as organically. CENIT was consequently able to continue the positive trend from the previous quarters 2023 in both segments. While the EIM segment, mainly due to inorganic factors, was able to increase external sales by 59.4% compared to the same period of the previous year sales in the PLM segment increased by 7.0%.

After nine months, CENIT Group has generated sales revenues of EUR 133,305 k (previous year: EUR 115,863 k/+15.1%). Sales revenues in the CENIT consulting and services segment increased by 40.2% to EUR 53,757 k (previous year: EUR 38,352 k). Sales of third-party software increased by 3.5% to EUR 67,607 k (previous year: EUR 65,351 k). Sales of CENIT's own software decreased slightly primarily due to postponed customer orders in the areas of DFS and EIM from EUR 12,105 k to EUR 11,605 k (-4.1%). In addition, a shift in sales from licences to recurring sales is evident in the area of third-party and own software, due to the trend away from the classic licence model to the rental model.

Gross profit (operating performance less cost of materials) amounted to EUR 78,970 k (previous year: EUR 64,100 k) and thus increased by 23.2%. CENIT achieved EBITDA of EUR 9,471 k (previous year: EUR 6,132 k/+54.5%) and EBIT of EUR 4,599 k (previous year: EUR 2,582 k/+78.1%). Earnings per share amounted to Cent 28.6 (previous year: Cent 14.7).

Asset and Financial Situation

As of the balance sheet date, equity amounted to EUR 43,120 k (Dec. 31, 2022: EUR 44,783 k). The equity ratio amounted to 29.8% (Dec. 31, 2022: 35.3%). Bank balances, cash and cash equivalents amounted to EUR 30,072 k as of the balance sheet date (Dec. 31, 2022: EUR 19,914 k). The operating cash flow reached EUR 8,500 k (previous year: EUR 11,316 k) in particular due to a change in working capital.

Employees

As of September 30, 2023, the number of employees in the Group was 899 (Dec. 31, 2022: 861). personnel expenses amounted to EUR 58,198 k in the CENIT Group in the reporting period (previous year: EUR 48,956 k).

Outlook

We confirm our updated forecast for the CENIT Group for the current fiscal year 2023, according to which we expect consolidated sales of around EUR 180.0 million and consolidated earnings (EBIT) of around EUR 9.5 million. This forecast is subject to the express proviso that the global economic and industry-specific conditions do not deteriorate significantly in the current fiscal year 2023, particularly with regard to the growing inflation and economic risks.

AMETEK Announces Third Quarter Results and Raises 2023 Guidance

31 October 2023

AMETEK, Inc. announced its financial results for the third quarter ended September 30, 2023.

AMETEK's third quarter 2023 sales were \$1.62 billion, a 5% increase over the third quarter of 2022. Operating income increased 14% to a record \$438.1 million and operating margins were a record 27.0%, up 220 basis points from the third quarter of 2022. Operating cash flow in the quarter was a record \$473 million, up 45% versus the prior year.

On a GAAP basis, third quarter earnings per diluted share were \$1.47. Adjusted earnings in the quarter were a record \$1.64 per diluted share, up 13% from the third quarter of 2022. Adjusted earnings adds back non-cash, after-tax, acquisition-related intangible amortization of \$0.17 per diluted share. A reconciliation of reported GAAP results to adjusted results is included in the financial tables accompanying this release and on the AMETEK website.

"AMETEK delivered excellent results in the third quarter, highlighted by exceptional operating performance, robust margin expansion and strong cash flows," stated David A. Zapico, AMETEK Chairman and Chief Executive Officer. "The strength of the AMETEK Growth Model was evident in our third quarter results as solid sales growth and operational excellence initiatives drove record earnings and cash flow. Given this strong performance and our outlook for the balance of the year, we are again raising our earnings guidance for the full year."

Electronic Instruments Group (EIG)

EIG sales in the third quarter were \$1.14 billion, up 8% from the same quarter in 2022. EIG's operating income in the quarter increased 23% to a record \$335.2 million and operating income margins were a record 29.5%, an increase of 360 basis points compared to the third quarter of 2022.

"EIG achieved exceptional results in the third quarter with continued strong sales growth and record operating results," commented Mr. Zapico. "EIG's sales growth was driven by solid organic sales growth and the contributions from recent acquisitions, while their operating performance was outstanding leading to sizeable margin expansion in the quarter."

Electromechanical Group (EMG)

EMG sales in the third quarter were \$486.7 million, down 2% from the third quarter of 2022. EMG's third quarter operating income was \$127.5 million while operating income margins were a very solid 26.2% in the quarter.

"EMG delivered strong operating performance in the third quarter as we navigated a dynamic environment driven by the impact of inventory normalization on short-term customer demand.

Growth remained strong across our aerospace, defense and medical businesses in the quarter," commented Mr. Zapico.

2023 Outlook

"AMETEK's outstanding performance in the third quarter highlights our ability to successfully manage through economic cycles and consistently deliver exceptional results. The strength and flexibility of the AMETEK Growth Model, combined with our attractive, diversified market exposures and strong balance sheet, position us well to drive sustainable growth in the long term," commented Mr. Zapico.

"For 2023, we continue to expect overall sales to be up mid-to-high single digits compared to 2022. Adjusted diluted earnings per share are now expected to be in the range of \$6.31 to \$6.33, an increase of approximately 11% over the comparable basis for 2022. This is an increase from our previous guidance range of \$6.18 to \$6.26 per diluted share," he added.

"We expect overall sales in the fourth quarter to be up mid-single digits on a percentage basis versus the prior year. Fourth quarter adjusted earnings per diluted share are anticipated to be in the range of \$1.61 to \$1.63, up 6% to 7% compared to the fourth quarter of 2022," concluded Mr. Zapico.

Conference Call

AMETEK will webcast its third quarter 2023 investor conference call on Tuesday, October 31, 2023, beginning at 8:30 AM ET. The live audio webcast will be available and later archived in the Investors section of www.ametek.com.

Ansys Announces Financial Results With Record Q3 Cash Flow and ACV

1 November 2023

ANSYS, Inc. reported third quarter 2023 GAAP and non-GAAP revenue of \$458.8 million, a decrease of 3% in reported currency, or 4% in constant currency, when compared to the third quarter of 2022. For the third quarter of 2023, the Company reported diluted earnings per share of \$0.64 and \$1.41 on a GAAP and non-GAAP basis, respectively, compared to \$1.10 and \$1.77 on a GAAP and non-GAAP basis, respectively, for the third quarter of 2022. Additionally, the Company reported third quarter ACV growth of 12% in reported currency, or 10% in constant currency, when compared to the third quarter of 2022.

In the context of broader U.S. foreign policy shifts, the U.S. Department of Commerce is continuing to apply controls to the export to China of certain technologies. Ansys maintains a robust global compliance program. Compliance and cooperation with the U.S. government's evolving requirements are paramount to Ansys. Our third quarter results were negatively impacted by incremental approval processes and export restrictions, including additional restrictions on sales to certain Chinese entities, which created a \$20 million headwind to ACV and revenue that was not contemplated in our third quarter guidance provided in August. We continue to collaborate with the Department of Commerce to adhere to the new requirements, and we have internally aligned our business operations to adjust to these requirements. Please see the 'Fourth Quarter and Fiscal Year 2023 Guidance' section for more details.

“Ansys continues to see robust, broad-based demand for our technology and products. We were tracking to deliver on our third quarter guidance commitments when we were notified by the U.S. Department of Commerce of incremental export restrictions and enhanced approval processes for certain products and services. This disrupted our business in the quarter by adding restrictions on sales to certain Chinese entities and elongating the transaction cycle for certain prospects. Despite these developments, Ansys delivered a strong quarter, marked by double-digit growth in ACV. Given the critical role that Ansys solutions play in our customers’ product development initiatives and the strength of the underlying foundation of our business, I am confident in our ability to execute on our short- and long-term objectives,” stated Ajei Gopal, Ansys president and CEO.

Nicole Anasenes, Ansys CFO, stated, “Our ability to deliver double-digit ACV constant currency growth in Q3, despite the disruption from changes required for export compliance, is a testament to the resilience of our business model. Our highly recurring business model, significant base of renewal business, market-leading simulation portfolio and deep customer relationships create a strong financial foundation and contribute to unwavering demand for our product. Despite the disruption in Q3, our results year-to-date are strong with ACV growth of 12% in constant currency. With our double-digit performance year-to-date and the continued strong pipeline and momentum in our business, we are confident in our ability to achieve our short- and long-term guidance.”

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 comparable GAAP measures for the three and nine months ended September 30, 2023 and 2022, and for the 2023 financial outlook, can be found later in this release.

/ Financial Results

Ansys’ third quarter and year-to-date (YTD) 2023 and 2022 financial results are presented below. The 2023 and 2022 non-GAAP results exclude the income statement effects of 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. The 2022 period non-GAAP results also exclude the income statement effects of acquisition accounting adjustments to deferred revenue from business combinations closed prior to 2022. There is no adjustment in 2023 as the impact is not material.

GAAP and non-GAAP results are as follows:

<i>(in millions, except per share data and percentages)</i>	GAAP			Non-GAAP		
	Q3 QTD 2023	Q3 QTD 2022	% Change	Q3 QTD 2023	Q3 QTD 2022	% Change
Revenue	\$458.8	\$472.5	(3)%	\$458.8	\$473.7	(3)%

Net income	\$55.5	\$96.0	(42)%	\$122.9	\$154.7	(21)%
Diluted earnings per share	\$0.64	\$1.10	(42)%	\$1.41	\$1.77	(20)%
Operating profit margin	15.2 %	26.1 %		34.1 %	41.0 %	

<i>(in millions, except per share data and percentages)</i>	GAAP			Non-GAAP		
	Q3 YTD 2023	Q3 YTD 2022	% Change	Q3 YTD 2023	Q3 YTD 2022	% Change
Revenue	\$1,464.8	\$1,371.4	7%	\$1,464.8	\$1,378.2	6%
Net income	\$225.7	\$265.8	(15)%	\$424.0	\$428.5	(1)%
Diluted earnings per share	\$2.58	\$3.04	(15)%	\$4.85	\$4.90	(1)%
Operating profit margin	20.0 %	24.2 %		36.8 %	38.9 %	

/ Other Performance Metrics

<i>(in millions, except percentages)</i>	Q3 QTD 2023	Q3 QTD 2022	% Change	% Change in Constant Currency
ACV	\$457.5	\$409.3	12%	10%
Operating cash flows	\$160.8	\$127.2	26%	
Unlevered operating cash flows	\$170.6	\$132.0	29%	

<i>(in millions, except percentages)</i>	Q3 YTD 2023	Q3 YTD 2022	% Change	% Change in Constant Currency
ACV	\$1,345.3	\$1,213.7	11%	12%
Operating cash flows	\$484.4	\$457.0	6%	

Unlevered operating cash flows	\$512.3	\$467.0	10%
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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, 2023, the anniversary dates would be July 1, 2024 and July 1, 2025. We label these anniversary dates as they are contractually committed. While this contract would be up for renewal on July 1, 2026, 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, 2023 – June 30, 2024, would each contribute \$100,000 to ACV for fiscal year 2023 with no contribution to ACV for fiscal year 2024.

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, 2023 – June 30, 2026, would each contribute \$100,000 to ACV in each of fiscal years 2023, 2024 and 2025. There would be no contribution to ACV for fiscal year 2026 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, 2023 would contribute \$200,000 to ACV in fiscal year 2023.

/ Management's 2023 Financial Outlook

The Company's fourth quarter and updated FY 2023 revenue, diluted earnings per share and ACV guidance is provided below. The 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 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.

/ Fourth Quarter and Fiscal Year 2023 Guidance

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

<i>(in millions, except percentages and per share data)</i>	GAAP	Non-GAAP
Revenue	\$769.2 - \$819.2	\$769.2 - \$819.2
<i>Revenue Growth Rate</i>	<i>10.8% - 18.0%</i>	<i>10.7% - 17.9%</i>
<i>Revenue Growth Rate — Constant Currency</i>	<i>11.6% - 18.9%</i>	<i>11.5% - 18.8%</i>
Diluted earnings per share	\$2.72 - \$3.18	\$3.48 - \$3.89

<i>(in millions, except percentages)</i>	Other Financial Metrics
ACV	\$897.8 - \$942.8
<i>ACV Growth Rate</i>	<i>9.8% - 15.3%</i>
<i>ACV Growth Rate — Constant Currency</i>	<i>10.5% - 16.2%</i>

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	\$2,234.0 - \$2,284.0	\$2,234.0 - \$2,284.0
<i>Revenue Growth Rate</i>	<i>8.2% - 10.6%</i>	<i>7.8% - 10.2%</i>
<i>Revenue Growth Rate — Constant Currency</i>	<i>8.8% - 11.3%</i>	<i>8.4% - 10.9%</i>
Diluted earnings per share	\$5.31 - \$5.77	\$8.34 - \$8.75

<i>(in millions, except percentages)</i>	Other Financial Metrics
ACV	\$2,243.0 - \$2,288.0
ACV Growth Rate	10.4% - 12.6%
ACV Growth Rate — Constant Currency	11.0% - 13.3%
Unlevered operating cash flows	\$705.0 - \$735.0

Our FY 2023 guidance is inclusive of \$47.1 million in interest expense. This compares to interest expense in FY 2022 of \$22.7 million with the significant increase in FY 2023 driven by the interest rate environment and our floating interest rate on our term loan. 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.

In the context of broader U.S. foreign policy shifts, the U.S. Department of Commerce is continuing to apply controls to the export to China of certain technologies. Ansys maintains a robust global compliance program. Compliance and cooperation with the U.S. government's evolving requirements are paramount to Ansys. Ansys has and will continue to align our internal processes to comply with U.S. export laws and regulations and any changes to those laws and regulations. During the third quarter, the U.S. Department of Commerce informed Ansys of additional restrictions on sales to certain Chinese entities, and incremental approval processes and export restrictions on the sale of certain Ansys products and services to entities performing research & development and certain controlled activities in China. The incremental export restrictions and processes took effect during the third quarter and initially included a broad export license requirement for certain China sales, which was later replaced by an enhanced Ansys screening process that was approved by the U.S. Department of Commerce's Bureau of Industry and Security (BIS) on the final business day of the quarter. The new restrictions and processes have led to an elongated transaction cycle with certain prospects, which, in turn, is expected to lead to a delay in certain fourth quarter transactions and in some situations, could result in a loss of business. Ansys will continue to work collaboratively with the U.S. Department of Commerce to adhere to the new requirements, and we have internally aligned our business operations to adjust to these requirements.

For the full year 2023 guidance, we expect these incremental restrictions and processes to be a \$25 million headwind to ACV and revenue relative to our full year guidance provided in August, which will mute our growth in China in 2023. The full year 2023 impact for ACV, revenue, diluted earnings per share and unlevered operating cash flows is summarized in the table below.

Despite these challenges, we are seeing operational momentum in the rest of our business and as a result are increasing ACV, revenue, diluted earnings per share and unlevered operating cash flows. The updated full year 2023 guidance reflects this incremental operational performance offset by China impacts. Additionally, meaningful U.S. Dollar strengthening in exchange rates has created continued headwinds since providing full year guidance in August. As a result, the guidance also assumes incremental adverse impacts from currency, primarily driven by substantial fluctuations in the Euro and Japanese Yen exchange rates.

The underlying foundation of our business remains strong and we continue to see momentum. The below chart captures the drivers of the update to our guidance since August:

<i>(in millions, except per share data)</i>	Mid-point of Guidance in August			Reduction due to China Export Restrictions and Processes	November mid-point of Guidance at August Exchange Rates	November mid-point of Guidance at Current Exchange Rates
	Incremental Operational Performance*				Currency Fluctuations	
ACV	\$2,308	\$11	(\$25)	\$2,294	(\$28)	\$2,266
Revenue	\$2,292	\$15	(\$25)	\$2,282	(\$23)	\$2,259
Diluted earnings per share	\$8.64	\$0.25	(\$0.21)	\$8.68	(\$0.13)	\$8.55
Unlevered operating cash flows	\$724	\$10	(\$7)	\$727	(\$7)	\$720

*Incremental operational performance captures changes to our results and outlook, excluding the impact of fluctuations from exchange rates and of incremental China export restrictions and processes.

/ Fiscal Year 2024 Comments

As we look to the future, the updated export restrictions and incremental processes will also mute Ansys's ACV and revenue growth in China in 2024, after which we expect our growth in China to return to steady-state. Despite these headwinds, in February, we still expect to initiate full year 2024 guidance with ACV of around 10% constant currency growth excluding tuck-in M&A, which is consistent with our model. Ansys has a diverse and broad customer base, and we play a critical role in our customers' product development. We continue to focus our efforts on areas of opportunity and innovation to ensure continued growth. As a result, we reaffirm our long-term outlook from 2022 to 2025 of 12% constant currency ACV growth, including tuck-in M&A, and \$3 billion of cumulative unlevered operating cash flows.

/ Conference Call Information

Ansys will hold a conference call at **8:30 a.m. Eastern Time** on November 2, 2023 to discuss third quarter 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 7702246. The archived webcast can be accessed, along with other financial information, on Ansys' website at <https://investors.ansys.com/events-presentations/events>.

Autodesk extends invitation to join financial results conference call

2 November 2023

Autodesk, Inc. announced it will share its third quarter fiscal 2024 financial results conference call via its website on Tuesday, November 21, 2023, at 2 p.m. Pacific Time. Join the live webcast call here: autodesk.com/investors. An audio replay of the webcast will be available after 5 p.m. PT at autodesk.com/investors.

More information will be available on autodesk.com/investors.

Desktop Metal to Release Third Quarter 2023 Financial Results on Thursday, November 9, 2023

2 November 2023

Desktop Metal, Inc. announced it will report financial results for the third quarter ended September 30, 2023 before the market opens on Thursday, November 9, 2023. At this time, a summary presentation will also be available online at the Events & Presentations section of Desktop Metal's Investor Relations website, <https://ir.desktopmetal.com>.

Desktop Metal will host a conference call on the same day at 12:00 p.m. ET to discuss the results. Participants may access the call at 1-877-407-4018, international callers may use 1-201-689-8471, and request to join the Desktop Metal financial results conference call. A simultaneous webcast of the conference call and the accompanying summary presentation may be accessed online at the Events & Presentations section of <https://ir.desktopmetal.com>. A replay will be available shortly after the conclusion of the conference call at the same website.

DXC Technology Reports Second Quarter Fiscal Year 2024 Results

1 November 2023

DXC Technology reported results for the second quarter of fiscal year 2024.

Mike Salvino, DXC Chairman, President and Chief Executive Officer commented: "We are pleased with our Q2 financial performance, where we began to demonstrate the benefits of our new operating model as we move the company from stability to sustained financial improvement. We now have the right model and the right leaders in place to consistently deliver on our financial goals, and are focused intently on making sure this continues. Adding three impactful new senior leaders over the past five months to an already talented team will allow us to more effectively deliver for our customers and on our goal to consistently grow revenue and expand margins, EPS, and free cash flow. Quarter on quarter, we made positive progress in each of those categories in Q2 and we expect this execution will continue."

Financial Highlights - Second Quarter of Fiscal Year 2024

Revenue was \$3.44 billion for the second quarter of fiscal year 2024, down 3.6% as compared to prior year period, and down 3.6% on an organic basis. Second quarter organic revenue growth came in above the high end of DXC's guidance range, with continued growth in GBS segment revenues, and a moderation of the rate of decline in our GIS segment revenues.

Net income was \$99 million, or 2.9% of sales for the second quarter of fiscal year 2024, compared to \$28 million, or 0.8% of sales, in the prior year quarter. Net income was higher due to lower depreciation and amortization and lower restructuring costs. EBIT was \$153 million or 4.5% of sales. Net income and EBIT in the quarter included the following items: amortization of acquired intangible assets of \$89 million, restructuring costs of \$35 million, net gains on dispositions of \$33 million, merger related indemnification charges of \$2 million, impairment charges of \$2 million, and transaction, separation, and integration costs of \$3 million. Excluding these items, Adjusted EBIT margin was 7.3% in the second quarter, a reduction of 20 bps as compared to the prior year. Adjusted EBIT margin was below prior year due to a lower level of pension income, which declined \$22 million year over year.

Diluted earnings per share was \$0.49 and Non-GAAP diluted earnings per share was \$0.70 for the second quarter of fiscal year 2024.

On a trailing twelve months basis, the company delivered a book to bill of 1.02x.

During the second quarter of fiscal year 2024, the Company repurchased 10 million shares of common stock for a total of \$214 million. DXC has retired over 25% of its shares outstanding since the start of fiscal year 2022.

Financial Information by Segment

GBS segment revenue was \$1,709 million in the second quarter of fiscal year 2024, down 0.2% compared to the prior year period and up 2.4% on an organic basis. The GBS organic growth performance was driven by continued growth in the Analytics & Engineering and Insurance offerings. GBS segment profit was \$213 million and segment profit margin was 12.5%, down 20 bps compared to prior year as a result of lower pension segment income. GBS bookings for the quarter were \$1.3 billion for a book-to-bill of 0.76x, and 0.96x on a trailing twelve months basis.

IS segment revenue was \$1,727 million in the second quarter of fiscal year 2024, down 6.8% compared to the prior year period, and down 9.1% on an organic basis. GIS segment revenue

performance was impacted by organic revenue declines in Cloud Infrastructure & ITO, and in Modern Workplace. GIS segment profit was \$101 million with a segment profit margin of 5.8%, down 40 bps as compared to prior year. GIS segment profit declined due to a lower level of pension income, which declined \$22 million as compared to prior year. GIS bookings were \$1.5 billion in the quarter for a book-to-bill of 0.87x, and 1.08x on a trailing twelve months basis.

Earnings Conference Call and Webcast

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

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

FARO Announces Third Quarter Financial Results

1 November 2023

FARO® Technologies, Inc., a global leader in 4D digital reality solutions, announced its financial results for the third quarter ended September 30, 2023.

"Third quarter financial performance with revenue of \$86.8 million and non-GAAP EPS of \$0.02, exceeded the high-end of our expectations driven by a combination of moderate improvements in end market demand and operational performance," said Peter Lau, President & Chief Executive Officer of FARO. "We are excited about the mid to long-term prospects for our business and remain focused on improved execution of our hardware and software enabled strategy, exemplified by the recent launch of the highly differentiated Orbis Mobile Scanner and release of an enhanced version of FARO Sphere XG."

Third Quarter 2023 Financial Summary

- Total sales of \$86.8 million, up 2% year over year
- Software sales of \$11.2 million, up 6% compared to the prior year period
- Recurring revenue of \$17.1 million, up 3% year on year
- Gross margin of 48.0%, compared to 50.7% in the prior year period
- Non-GAAP gross margin of 48.9%, compared to 51.0% in the prior year period
- Operating expenses of \$48.6 million, compared to \$50.4 million in the prior year period
- Non-GAAP operating expenses of \$41.5 million, compared to \$44.3 million in the prior year period
- Net loss of \$8.8 million, or \$(0.46) per share compared to net loss of \$6.3 million, or \$(0.34) per share in the prior year period

- Non-GAAP net income of \$0.5 million, or \$0.02 per share compared to non-GAAP net gain of \$0.5 million, or \$0.03 per share in the prior year period
- Adjusted EBITDA of \$3.5 million, or 4.1% of total sales compared to \$2.0 million, or 2.3% of total sales in the prior year period
- Cash and cash equivalent of \$79.9 million, compared to \$88.5 million as of June 30, 2023

* A reconciliation of the non-GAAP financial measures to the most directly comparable GAAP financial measures is provided in the financial schedules portion at the end of this press release. An additional explanation of these measures is included below under the heading "Non-GAAP Financial Measures".

Outlook for the Fourth Quarter 2023

For the fourth quarter ending December 31, 2023, FARO currently expects:

- Revenue in the range of \$92 to \$100 million
- Gross margin in the range of 49.5% to 51.0%. Non-GAAP gross margin in the range of 50.5% to 52.0%
- Operating expenses in the range of \$47.5 to \$49.5 million. Non-GAAP operating expenses in the range of \$41.0 to \$43.0 million
- Net loss per share in the range of (\$0.30) to (\$0.15). Non-GAAP net income per share in the range of \$0.18 to \$0.34

Conference Call

The Company will host a conference call to discuss these results on Thursday, November 2, 2023, at 8:00 a.m. ET. Interested parties can access the conference call by dialing (800) 343-4849 (U.S.) or +1 (203) 518-9843 (International) and using the passcode FARO. A live webcast will be available in the Investor Relations section of FARO's website at: <https://www.faro.com/en/About-Us/Investor-Relations/Financial-Events-and-Presentations>

A replay webcast will be available in the Investor Relations section of the Company's web site approximately two hours after the conclusion of the call and will remain available for approximately 30 calendar days.

IFS delivers strong Q3 2023 results thanks to increased demand for AI

31 October 2023

IFS, the global cloud enterprise software company, announced its financial results for the year to date (YTD) ending September 30th, 2023. The company reported substantial YoY increases in annual recurring revenue (ARR) of 49 percent, cloud revenue of 54 percent, and software revenue of 37 percent, which represents an impressive 80 percent share of total revenue.

The company's commitment to delivering rapid time-to-value has resulted in significant wins and upgrades from global customers including: Tele2, Culligan, Van Oord, Roxtec International and De Havilland. The advanced industry capabilities, user experience, and value offered by IFS Cloud continue to attract new customers and motivate existing ones to extend

their usage and leverage IFS technology to create outstanding Moments of Service for their customers.

This is compounded by IFS's sustained investment in technology that is seeing capabilities for ESG and Artificial Intelligence (AI) drive demand. The macro interest and appetite for AI bodes well for IFS with its AI architecture, IFS.ai, that extends the value of AI across all its capabilities and throughout a customers' businesses.

Reflecting on the impact IFS's technology has for its customers, Forrester Research's recently announced study that evaluates the benefits of deploying IFS Cloud found that the average customer achieved over \$36m USD in savings over three years, of which over \$13m were sustainability benefits.

IFS CEO Darren Roos stated: "The 37 percent increase in software revenue over the last 12 months is a testament to the trust our customers have in IFS and the dedication of our teams." **He added:** "IFS has transformed into a cloud-first technology vendor that continues to create value through organic growth and acquisition to stay at the forefront of innovation." **Roos concluded:** "IFS.ai is a continuation of our ambition to innovate and puts IFS in a leading position to democratize AI for all users. Our goal is to anticipate our customers' needs and deliver when it matters to them, creating value at every step".

IFS Chief Financial Officer, Matthias Heiden, commented: "It is evident that the macro-economic challenges continue to impact many industries". **Heiden continued:** "that said, we are pleased to be engaged with many forward-thinking customers who understand the need and opportunity to leverage technology to drive efficiency in their business. IFS is well positioned to help them achieve competitive differentiation. This has translated into significant growth with total revenue up 33 percent year-to-date vs 2022 and ARR up 49 percent YoY." **Heiden concluded:** "Reviewing our performance so far in 2023, I am not only proud that we are outperforming the market but that we are achieving this robust mix without compromising on any other metrics; we are building on the strong performance of previous years delivering the value customers need".

Through its software and success services, IFS is making it possible for customers to buy and consume technology in the way that creates the most value for them, so they can deliver amazing Moments of Service."

Financial* and Operational Highlights for YTD FY2023:

- YTD FY2023 software revenue was EUR 597m, an increase of 37% versus YTD 2022
- YTD FY2023 recurring revenue was EUR 560m, an increase of 38% versus YTD 2022
- YTD FY2023 cloud revenue increased 54% versus YTD 2022
- YTD FY2023 total revenue was EUR 749m, an increase of 33% versus YTD 2022

*Note: all figures based in Euros and reported in constant currency.

In line with WorkWave establishing itself as a standalone business at the end of Q2 2021, the performance reported above excludes WorkWave's contribution to the IFS Group.

Informatica Reports Third Quarter 2023 Financial Results

1 November 2023

Informatica, an enterprise cloud data management leader, announced financial results for its third quarter 2023, ended September 30, 2023.

"Q3 represented another strong step forward as we accelerate our cloud-only, consumption-driven strategy. Our team delivered another quarter exceeding guidance for the top and bottom line as we help customers increase productivity, drive efficiency, and become AI-led, data-driven companies," said Amit Walia, Chief Executive Officer at Informatica. "We continue to accelerate our innovation-led cloud transformation to make IDMC, powered by our AI engine CLAIRE, the data management platform of choice for enterprises across the globe as they build their modern data architecture to drive their AI-driven digital transformation."

Third Quarter 2023 Financial Highlights:

- GAAP Total Revenues increased 10% year-over-year to \$408.6 million. Third quarter total revenues included a positive impact of approximately \$5.0 million from foreign currency exchange rates (FX) year-over-year.
- GAAP Subscription Revenues increased 22% year-over-year to \$261.8 million.
- Total ARR increased 7% year-over-year to \$1.58 billion. Third quarter total ARR included a negative impact of approximately \$1.4 million from FX year-over-year.
- GAAP Operating Income of \$32.1 million and Non-GAAP Operating Income of \$128.1 million.
- GAAP Operating Cash Flow of \$58.7 million.
- Adjusted Unlevered Free Cash Flow (after-tax) of \$96.1 million. Cash paid for interest of \$38.0 million.

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

Third Quarter 2023 Business Highlights:

- Processed 71.3 trillion cloud transactions per month for the quarter ended September 30, 2023, compared to 44.5 trillion cloud transactions per month in the same quarter last year, an increase of 60% year-over-year.
- Reported 224 customers that spend more than \$1 million in subscription ARR at the end of September 30, 2023, an increase of 17% year-over-year.
- Reported 1,978 customers that spend more than \$100,000 in subscription ARR at the end of September 30, 2023, an increase of 7% year-over-year.
- Achieved a Cloud Subscription net retention rate (NRR) of 118% at the end of September 30, 2023.

Product Innovation:

- Announced CLAIRE GPT, a generative AI-powered capability that will deliver the advancements of a natural language-based interface to Informatica's Intelligent Data Management Cloud (IDMC), is available in private preview.
- Expanded partnership with Oracle: launched Oracle Cloud (OCI) Point of Delivery (POD) in North America to scale our market reach; expanded data governance capabilities with native scanners to collect metadata and profile data for insights on Oracle Autonomous Data and Oracle GoldenGate; and named launch partner for Private Offers on Oracle Cloud Marketplace.
- Expanded partnership with Google: launched a new solution combining SaaS Master Data Management on Google Cloud with Google Cloud's customer data platform based on Google BigQuery.

Restructuring Plan:

- Today, the Company announced a plan to reduce its workforce by approximately 545 employees, representing 10% of the Company's current global workforce, and to reduce its global real estate footprint (the "November Plan"). The November Plan is intended to further streamline the Company's cost structure as a direct result of its cloud-only, consumption-driven ("CoCd") strategy announced in January 2023. The increased focus and simplicity of the CoCd strategy enables the Company to deliver continued AI-powered product innovation and strong Cloud Subscription ARR growth with a lower expense base and higher operating margins. The Company estimates that it will incur non-recurring charges of approximately \$35 million to \$45 million in connection with the November Plan, primarily related to cash expenditures for employee transition, notice period and severance payments, employee benefits, real estate-related charges, and other costs. The Company expects that the majority of these charges will be incurred by the end of the first quarter of 2024 and that the implementation of the November Plan will be substantially complete by the end of the third quarter of 2024. The Company estimates the cost savings benefit of these actions to be approximately \$84 million on a GAAP basis or approximately \$70 million on a non-GAAP basis in fiscal 2024. Potential position eliminations in each country are subject to local law and consultation requirements, which may extend this process beyond the first quarter of 2024 in limited cases. The charges that the Company expects to incur are subject to a number of assumptions, including local law requirements in various jurisdictions, and actual expenses may differ materially from such estimates.
- Added Walia, "In January, we transitioned to a cloud-only, consumption-driven strategy, which is the final leg of our multi-year plan to drive profitable growth. We've already seen significant benefits of these initiatives undertaken throughout this year, including the strong momentum and execution reflected in today's earnings results. Our next phase of growth allows us to further streamline our global cost structure without reducing our growth expectations. We intend to finish our transition to a cloud-only business model while maintaining sales capacity, best-in-class product innovation and

customer satisfaction. We have strong momentum heading into the fourth quarter and look forward to sharing more about our strategy at Investor Day.”

Ithaca L.P. Update:

- As disclosed in the Company’s Quarterly Report on Form 10-Q for the quarter ended June 30, 2023, Ithaca L.P. (“Ithaca”), a limited partnership affiliated with the funds advised by Permira Advisors LLC, had an obligation to distribute its Class A Common Stock to its limited partners as soon as practicable after October 29, 2023, the two-year anniversary of the closing of the Company’s initial public offering. We have been advised that on or about November 3, 2023, Ithaca plans to distribute approximately 8.6 million shares of the Company’s Class A Common Stock to four of its limited partners. Following this distribution, approximately 51.4 million shares of Class A Common Stock will continue to be held in Ithaca for approximately one year, unless otherwise sold by Ithaca or distributed to Ithaca’s limited partners prior to such time. Permira will continue to retain voting and investment power over the shares held by Ithaca. The Company’s Class A Common Stock to be distributed by Ithaca to its limited partners will be available for immediate resale in the public market at the discretion of the applicable limited partner.

Share Repurchase Authorization:

- On October 31, 2023, the Company's Board of Directors (the "Board") approved a new share repurchase authorization which enables the Company to repurchase up to \$200 million of its Class A Common Stock through privately-negotiated purchases with individual holders or in the open market. A committee of the Board will determine the timing, amount and terms of any repurchase.

Upcoming Events:

- On December 5, 2023, the Company will host its 2023 Investor Day in San Francisco at 1:00 p.m. PT. A live webcast and replay will be available on the Company's Investor Relations website.
- On December 7, 2023, the Company is scheduled to participate in a fireside discussion at the Barclays Global Technology Conference at 2:30 p.m. PT. A live webcast and replay will be available on the Company's Investor Relations website.

Fourth Quarter and Full-Year 2023 Financial Outlook

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

Based on information available as of November 1, 2023, guidance for the full-year 2023 is as follows:

Full-Year 2023 Ending December 31, 2023:

- GAAP Total Revenues are expected to be in the range of \$1,570 million to \$1,590 million, representing approximately 5% year-over-year growth at the midpoint of the range.
- Total ARR is expected to be in the range of \$1,585 million to \$1,615 million, representing approximately 5% year-over-year growth at the midpoint of the range.
- Subscription ARR is expected to be in the range of \$1,098 million to \$1,118 million, representing approximately 11% year-over-year growth at the midpoint of the range.
- Cloud Subscription ARR is expected to be in the range of \$604 million to \$614 million, representing approximately 35% year-over-year growth at the midpoint of the range.
- Raising Non-GAAP Operating Income from \$420 million to \$440 million to a range of \$430 million to \$450 million, representing approximately 25% year-over-year growth at the midpoint of the range.
- Raising Adjusted Unlevered Free Cash Flow (after-tax) from \$370 million to \$390 million to a range of \$410 million to \$430 million, representing approximately 46% year-over-year growth at the midpoint of the range.

Based on information available as of November 1, 2023, guidance for the fourth quarter 2023 is as follows:

Fourth Quarter 2023 Ending December 31, 2023:

- GAAP Total Revenues are expected to be in the range of \$420 million to \$440 million, representing approximately 8% year-over-year growth at the midpoint of the range.
- Subscription ARR is expected to be in the range of \$1,098 million to \$1,118 million, representing approximately 11% year-over-year growth at the midpoint of the range.
- Cloud Subscription ARR is expected to be in the range of \$604 million to \$614 million, representing approximately 35% year-over-year growth at the midpoint of the range.
- Non-GAAP Operating Income is expected to be in the range of \$130 million to \$150 million, representing approximately 23% year-over-year growth at the midpoint of the range.

Webcast and Conference Call

A conference call to discuss Informatica's third quarter 2023 financial results and financial outlook for the fourth quarter and full-year 2023 is scheduled for 2:00 p.m. Pacific Time today. To participate, please dial 1-833-470-1428 from the U.S. or 1-404-975-4839 from international locations. The conference passcode is 513620. A live webcast of the conference call will be available on the Investor Relations section of Informatica's website at investors.informatica.com where presentation materials will also be posted prior to the conference call. A replay will be available online approximately two hours following the live call for a period of 30 days.

Keysight Technologies Announces Date of Fiscal Fourth Quarter 2023 Financial Results Conference Call

30 October 2023

Keysight Technologies, Inc. will release financial results for the fiscal quarter ending October 31, 2023 after the close of the market on Monday, November 20, 2023. The company will host a conference call that day at 1:30 p.m. PT (4:30 p.m. ET) to review the financial results.

Date: Monday, November 20, 2023

Time: 1:30 p.m. PT /4:30 p.m. ET

Website: www.investor.keysight.com

The conference call will be webcast live and accessible in the Upcoming Events section of the Keysight investor relations website, www.investors.keysight.com. The call can also be accessed by dialing 1-646-904-5544 or 1-833-470-1428 toll-free (access code 581293).

For those unable to attend, a replay of the conference call will be available for 90 days in the News, Events, Presentations section of the Keysight investor relations website.

Procore Announces Third Quarter 2023 Financial Results

1 November 2023

Procore Technologies, Inc., the leading global provider of construction management software, announced financial results for the third quarter ended September 30, 2023.

“We remain excited about the long-term opportunity ahead of us, as we continue to deliver technology that drives the efficiency and productivity gains that are critical for our customers in today’s uncertain climate. Amidst a more challenging demand environment, we continued to advance our mission of connecting everyone in construction on a global platform, with a number of groundbreaking innovations to the Procore platform,” said Tooley Courtemanche, founder, president and CEO of Procore.

“In Q3, we made significant improvements to our efficiency profile, returning to non-GAAP operating profitability this quarter,” said Howard Fu, CFO of Procore. “In light of the incremental demand headwinds, we remain more focused than ever on maintaining our disciplined operating approach to optimize our efficient growth trajectory in the near and long term.”

Third Quarter 2023 Financial Highlights:

- Revenue was \$248 million, an increase of 33% year-over-year.
- GAAP gross margin was 82% and non-GAAP gross margin was 86%.
- GAAP operating margin was (20%) and non-GAAP operating margin was 3%.
- Operating cash inflow for the third quarter was \$34 million.
- Free cash inflow for the third quarter was \$22 million.

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

Recent Business Highlights:

- Added 363 net new organic customers in the third quarter, ending with a total of 16,067 organic customers.
- Achieved a gross revenue retention rate of 95% in the third quarter.
- Announced a number of innovations to the Procore platform related to **digital transformation in construction**, including the introduction of Procore Copilot, innovations in Procore Connectivity, the launch of Procore Pay, and more.
- Published the report “**Risk Data Uncovered: How Technology is Transforming Risk Management in Construction**,” in partnership with Frost & Sullivan, revealing insights into the transformative potential of technology adoption in construction risk management.
- Partnered with the Associated General Contractors of America to release the report “**Top Civil & Infrastructure Trends: Today’s Industry Challenges and Opportunities**,” exploring how civil and infrastructure organizations in the U.S. and Canada are building today, the challenges they face, and the opportunities that lie ahead.

Fourth Quarter and Full Year 2023 Outlook:

Procore is providing the following guidance for the fourth quarter and full year 2023:

- Fourth Quarter 2023 Outlook:
 - Revenue is expected to be in the range of \$247 million to \$249 million, representing year-over-year growth of 22% to 23%.
 - Non-GAAP operating margin is expected to be in the range of 2% to 3%.
- Full Year 2023 Outlook:
 - Revenue is expected to be in the range of \$937 million to \$939 million, representing year-over-year growth of 30%.
 - Non-GAAP operating margin is expected to be in the range of 0.5% to 1%.

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

Quarterly Conference Call

Procore Technologies, Inc. will hold a conference call to discuss its third quarter results at 2:00 p.m., Pacific Time, on Wednesday, November 1, 2023. A live audio webcast will be accessible on Procore's investor relations website at <http://investors.procore.com>.

PROS Holdings, Inc. Reports Third Quarter 2023 Financial Results

31 October 2023

PROS Holdings, Inc., a leading provider of AI-powered SaaS pricing, CPQ, revenue management, and digital offer marketing solutions, announced financial results for the third quarter ended September 30, 2023.

“We delivered a strong third quarter, exceeding our guidance ranges across all metrics, delivering 16% subscription revenue growth and more than \$17 million of improvement to free cash flow year-over-year,” stated CEO Andres Reiner. “We are delivering on our growth objectives while driving incredible improvements to our operational efficiency, a testament to our team's relentless focus on achieving our goal of being a rule of 40 company by 2026.”

Third Quarter 2023 Financial Highlights

Key financial results for the third quarter 2023 are shown below. Throughout this press release all dollar figures are in millions, except net (loss) earnings per share. Unless otherwise noted, all results are on a reported basis and are compared with the prior-year period.

	GAAP			Non-GAAP		
	Q3 2023	Q3 2022	Change	Q3 2023	Q3 2022	Change
Revenue:						
Total Revenue	\$77.3	\$70.3	10%	n/a	n/a	n/a
Subscription Revenue	\$60.0	\$51.8	16%	n/a	n/a	n/a
Subscription and Maintenance Revenue	\$64.7	\$58.8	10%	n/a	n/a	n/a
Profitability:						
Gross Profit	\$48.8	\$42.7	14%	\$50.9	\$45.3	12%
Operating (Loss) Income	\$(7.8)	\$(16.2)	\$8.3	\$4.5	\$(3.3)	\$7.9
Net (Loss) Income	\$(13.9)	\$(13.9)	\$—	\$4.0	\$(2.9)	\$6.9
Net (Loss) Earnings Per Share	\$(0.30)	\$(0.31)	\$0.01	\$0.09	\$(0.06)	\$0.15
Adjusted EBITDA	n/a	n/a	n/a	\$5.6	\$(2.2)	\$7.8

Cash:

Net Cash Provided by (Used in) Operating Activities	\$8.7	\$(9.0)	\$17.7	n/a	n/a	n/a
Free Cash Flow	n/a	n/a	n/a	\$8.5	\$(9.1)	\$17.6

The attached table provides a summary of PROS results for the period, including a reconciliation of GAAP to non-GAAP metrics.

Recent Business Highlights

- Welcomed many new customers who are adopting the PROS Platform such as Genesis Energy, GOL Airlines, JetSMART, SKS Airways, and Trivium Packaging, among others.
- Expanded adoption of the PROS Platform within existing customers including Air New Zealand, Graybar, Ingredion, Spire Healthcare, and Turkish Airlines, among others.
- Announced the go live of PROS Smart Price Optimization and Management for Qatar Airways Cargo, the third largest air cargo carrier in the world by volume; PROS now powers online bookings across Qatar Cargo’s entire network, providing their customers an enhanced digital buying experience that allows immediate online booking confirmation with accurate and personalized pricing.
- Launched registration for the 2024 Outperform with PROS Conference, one of the preeminent AI conferences in the world, scheduled for May 20-22, 2024 in Orlando, FL; the conference will bring together experts from across industries to discuss how AI can drive business forward.
- Awarded one of the “Best Technology Companies to Work For” by U.S. News in recognition of our people-first culture; the scorecard cited PROS as having exceptionally high rankings by employees across areas such as company stability, belongingness and esteem, and opportunities for career development.
- Selected to present PROS AI team’s published paper “Machine Learning based Framework for Robust Price-Sensitivity Estimation with Application to Airline Pricing” at the prestigious and highly selective 29th Annual KDD Conference, the premier international forum for data mining researchers and practitioners.
- Recently completed the exchange of approximately 85% of PROS outstanding convertible notes due in May 2024 for newly issued convertible notes due in September 2027 under the existing indenture for the 2027 notes; the exchange shifts the maturity of most of PROS debt to 2027 while slightly lowering the total amount of convertible debt outstanding at par value.

Financial Outlook

PROS currently anticipates the following based on an estimated 47.5 million diluted weighted average shares outstanding for the fourth quarter of 2023 and a 22% non-GAAP estimated tax rate for the fourth quarter and full year 2023.

	Q4 2023 Guidance	v. Q4 2022 at Mid Point	Full Year 2023 Guidance	v. Prior Year at Mid Point
Total Revenue	\$76.0 to \$77.0	8%	\$302.2 to \$303.2	10%
Subscription Revenue	\$60.0 to \$60.5	13%	\$233.3 to \$233.8	14%
Subscription ARR	n/a	n/a	\$251.0 to \$254.0	11%
Non-GAAP Earnings Per Share	\$0.03 to \$0.05	\$0.02	n/a	n/a
Adjusted EBITDA	\$3.0 to \$4.0	\$1.1	\$6.5 to \$7.5	\$21.9
Free Cash Flow	n/a	n/a	\$3.5 to \$6.5	\$26.7

Conference Call

In conjunction with this announcement, PROS Holdings, Inc. will host a conference call on Tuesday, October 31, 2023, at 4:45 p.m. ET to discuss the Company's financial results and business outlook. To access this call, dial 1-877-407-9039 (toll-free) or 1-201-689-8470. The live and archived webcasts of this call can be accessed under the "[Investor Relations](#)" section of the Company's website at www.pros.com.

A telephone replay will be available until Tuesday, November 7, 2023, 11:59 PM ET at 1-844-512-2921 (toll-free) or 1-412-317-6671 using the pass code 13741806.

PROSTEP, INC. REPORTS ANOTHER RECORD YEAR IN NORTH AMERICA

3 November 2023

2022 was another record year for North American PLM integration and migration expert PROSTEP, Inc. This marks the fourth consecutive year of record growth. PROSTEP's enterprise-grade commercial off the shelf (COTS) software for PLM integration, migration and collaboration, data exchange, and digital thread led growth with a 40% increase in year-over-year bookings. PROSTEP, Inc. does not publish specific financial figures independently of the PROSTEP Group's annual report.

Leading companies in numerous industries continued to evolve and re-define best practices for their organizations throughout 2022. PROSTEP, Inc. noted an increase in PLM and CAD migration projects as customers looked to consolidate data into a single source of truth for product lifecycle management, engineering, and manufacturing. In several cases, migrations were also triggered by acquisitions, mergers, and divestitures. OpenPDM, PROSTEP's commercial integration platform, which enables full bidirectional interoperability between systems from different PLM manufacturers, was used heavily in these migration projects.

2022 also led to increased interest in security and collaboration in companies that want to securely exchange large amounts of data, technical data packages, and other intellectual property. This has led to the rapid adoption of PROSTEP tools such as Open DXM GlobalX and PDF Generator 3D in the North American market.

Finally, PROSTEP is seeing a huge interest in what it calls "Configuration Lifecycle Management" as companies seek to establish a digital thread (baseline) that links all product iterations from requirements through each step of the product lifecycle. For the first time, leading companies have the tools to enable product traceability from "cradle to grave". Several leading aerospace companies are piloting PROSTEP's new OpenCLM software to augment their efforts in this important area.

Inflation has drastically impacted wages and other costs and expenses in the past 12 months. Fortunately, PROSTEP's clients have been very understanding about the necessary rate increase, the first in over a decade. "We are blessed to have such a trustful relationship with our clients", says Paul W. Downing, Managing Director of the company. "As one of our customers expressed: "You have to pay to have the best of the best resources, and that is what we expect from PROSTEP".

One major change for PROSTEP, Inc.'s employees in 2021/2022 was the purposeful decision to continue working remotely in post pandemic times. This enables the company to extend its hiring reach throughout the entire country. It also increases diversity in its workforce, improves employee satisfaction, and positions the consultants closer to the customers.

PROSTEP, Inc. is a wholly owned subsidiary of PROSTEP AG, headquartered in Darmstadt, Germany, which specializes in engineering systems interoperability. "We are very pleased with the performance and professionalism of our subsidiary and look forward to further expanding our offerings in North America and the rest of the world," said Karsten Theis, member of the Executive Board of PROSTEP AG.

PTC Announces Fourth Fiscal Quarter and Full Year 2023 Results

1 November 2023

PTC reported financial results for its fourth fiscal quarter and full year ended September 30, 2023.

"In our fourth fiscal quarter, we again delivered solid ARR and cash flow results. We reported ARR growth of 26%, organic ARR growth of 15%, and organic constant currency ARR growth of 13%. Our ServiceMax® business contributed an additional 11 points of ARR growth, taking

constant currency ARR growth to 23%. Our operating cash flow was \$50 million in Q4, up 29% year over year, and \$611 million in FY'23, up 40%. Our free cash flow was \$44 million in Q4, up 52% year over year, and \$587 million in FY'23, up 41%," said James Heppelmann, CEO, PTC.

"Our differentiated product portfolio and our industry-leading SaaS capabilities align well to the manufacturing industry's push for digital transformation. On a constant currency basis, Creo and Windchill ARR continued to grow at a double-digit pace, growing 10% and 16% respectively; ServiceMax ended fiscal 2023 at the \$170 million of ARR we guided to previously; and our Codebeamer ARR has more than doubled since we acquired the business six quarters ago. Our strong market position and solid execution, coupled with our subscription model, position PTC to continue delivering durable and consistent ARR and cash flow growth," concluded Heppelmann.

Fiscal 2024 Guidance and Mid-Term Targets

"Despite a challenging backdrop, our financial results in FY'23 were solid, driven by the resilience of our business model, consistent execution, operational discipline, and the actions we have taken to align our investments with our growth opportunities. Our Q4'23 ARR was slightly below the mid-point of our guidance range, as we had lower in-year starts and ended the year with more deferred ARR than we had modeled. At the start of FY'24, deferred ARR with contractually committed start dates over the next 12 months was approximately \$20 million higher than at the start of FY'23. Given that, we are raising the low end of our previously communicated ARR growth range and establishing a FY'24 ARR guidance range of 11% to 14%. We continue to expect approximately \$725 million of free cash flow in FY'24," said Kristian Talvitie, CFO, PTC.

Neil Barua, CEO-elect, added, "We continue to target mid-teens growth over the medium term. While the macroeconomic environment could impact any given period, we believe our differentiated product portfolio and market position put us in a good position to drive sustainable top line growth. Given the stability of our subscription license model, we expect non-GAAP operating expense growth at roughly 50% of ARR growth over the medium term, as we continue to invest in our product portfolio. In terms of free cash flow, we are providing targets through FY'26 that represent a three-year CAGR of approximately 20%."

FY'24 financial guidance and mid-term targets include the following assumptions:

- We provide ARR guidance on a constant currency basis, using our FY'24 Plan foreign exchange rates (rates as of September 30, 2023) for all periods.
- We expect churn to remain low.
- For cash flow, due to invoicing seasonality, and consistent with the past 3 years, we expect the majority of our collections to occur in the first half of our fiscal year and for fiscal Q4 to be our lowest cash flow generation quarter.
- Compared to FY'23, at the midpoint of FY'24 ARR guidance, FY'24 GAAP operating expenses are expected to increase approximately 3% to 4%, and FY'24 non-GAAP

operating expenses are expected to increase approximately 6% to 7%, primarily due to investments to drive future growth and the acquisition of ServiceMax.

- FY'24 GAAP P&L results are expected to include the items below, totaling approximately \$283 million to \$313 million, as well as their related tax effects:
 - approximately \$200 million to \$230 million of stock-based compensation expense,
 - approximately \$82 million of intangible asset amortization expense, and
 - approximately \$1 million of acquisition and transaction-related expense.
- Our FY'24 GAAP and non-GAAP tax rates are expected to be approximately 20%.
- Cash taxes are expected to increase approximately \$15 million in FY'24, and approximately \$60 million in both FY'25 and FY'26.
- Capital expenditures are expected to be approximately \$20 million in FY'24, and approximately \$25 million in FY'25 and FY'26.
- Interest payments are expected to be approximately \$135 million in FY'24.
- Our long-term goal, assuming our Debt/EBITDA ratio is below 3x, is to return approximately 50% of our free cash flow to shareholders via share repurchases, while also taking into consideration the interest rate environment and strategic opportunities.
 - We expect to prioritize paying down our debt in FY'24.
 - We expect gross debt of approximately \$1.7 billion at the end of FY'24.
 - We expect our fully diluted share count to increase by approximately 1 million in FY'24.

PTC's Fiscal Fourth Quarter and Full Year Results Conference Call

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

Q3 2023: Kontron's strategic realignment is a resounding success

3 November 2023

The new Kontron AG once again reports strong results in the third quarter of 2023. Revenue in Q3 increased by 14.4% to EUR 300.0 million (Q3 2022: EUR 262.4 million). The gross margin improved significantly to 39.4% (Q3 2022: 34.6%) while EBITDA underwent a very strong increase of 74.4% to EUR 34.9 million. (Q3 2022: EUR 20.0 million). Consolidated net income from continuing operations (after minority interests) attributable to Kontron shareholders rose from EUR 8.5 million in the same period of the previous year to EUR 19.0 million in the third quarter of 2023.

The order intake of EUR 356 million and the resulting book-to-bill ratio of 1.19x show that demand for Kontron products, especially in the “Software + Solutions” segment, is growing significantly despite the current climate of recession. At EUR 26.8 million, operating cash flow could be quadrupled and continued the positive development of the first half of the year. In the same period of the previous year, operating cash flow was EUR 6.1 million. At the end of September 2023, Kontron still had a high level of liquidity of EUR 292 million. This was secured in the current financial year due to a positive operating cash flow and despite already repaying loans of over EUR 108 million, paying out a record dividend of EUR 63 million, and making several acquisitions.

In the first nine months, revenue increased by a total of 14.0% to EUR 860.9 million compared to the same period of the previous year (1-9M 2022: EUR 755.0 million). The gross margin improved from 36.2% in the same period to 39.6% in the first nine months of 2023. EBITDA jumped by 39.9% to EUR 95.9 million (1-9M 2022: EUR 68.5 million), which corresponds to an EBITDA margin of 11.1%. Consolidated net income attributable to Kontron shareholders from continuing operations for the first nine months of 2023 amounted to EUR 52.8 million compared to EUR 24.3 million in the same period of 2022. Earnings per share (undiluted, including discontinued operations) increased significantly to 86 cents in the past nine-month period (1-9M 2022: 51 cents).

Hannes Niederhauser, CEO of Kontron AG: “The strategic realignment of the new Kontron with its own technologies is a resounding success. Despite fears of recession, we recorded continuous growth in order intake in Q3 2023, which increased the order backlog to EUR 1,655 million. That is EUR 195 million more than at the beginning of the year. This means that all planned revenues and growth for 2024 are essentially already covered. With our new high security operating system KOS and solutions in the area of artificial intelligence (AI), growth will accelerate even further. Based on this very positive development, we are raising our outlook for net income for 2023 for the second time from EUR >66 million to EUR >72 million. This represents an increase of more than 30% compared to the previous year.”

Rockwell Automation Reports Fourth Quarter and Full Year 2023 Results; Introduces Fiscal 2024 Guidance

2 November 2023

Rockwell Automation, Inc. reported fiscal 2023 fourth quarter and full year results and introduced fiscal 2024 guidance.

"Our strong execution and continued improvement in lead times helped us deliver over 20% year-over-year growth in both sales and earnings this quarter, with double-digit sales growth in all regions and business segments. Rockwell's resilient operating model, continued investments in new ways to win, and customer-focused culture enabled us to significantly exceed our full-year FY23 growth and performance targets," said Blake Moret, Chairman and CEO.

Fiscal Q4 2023 Financial Results

Fiscal 2023 fourth quarter sales were \$2,563 million, up 20.5% compared to \$2,126 million in

the fourth quarter of fiscal 2022. Organic sales increased 17.7%, currency translation increased sales by 1.4%, and acquisitions increased sales by 1.4%.

Fiscal 2023 fourth quarter net income attributable to Rockwell Automation was \$303 million or \$2.61 per share, compared to \$338.9 million or \$2.91 per share in the fourth quarter of fiscal 2022. The decreases in net income attributable to Rockwell Automation and EPS were primarily due to a non-cash accounting charge for impairment of goodwill for our Sensia joint venture ("the Sensia goodwill impairment"), partially offset by higher total segment operating earnings. Fiscal 2023 fourth quarter adjusted EPS was \$3.64, up 19.7% compared to \$3.04 in the fourth quarter of fiscal 2022, primarily due to higher sales, partially offset by higher investment spend and incentive compensation.

Pre-tax margin was 12.4% in the fourth quarter of fiscal 2023 compared to 19.1% in the same period last year. The decrease was primarily due to the Sensia goodwill impairment.

Total segment operating earnings were \$572 million in the fourth quarter of fiscal 2023, up 15.5% compared to \$495 million in the same period of fiscal 2022. Total segment operating margin was 22.3% in the fourth quarter compared to 23.3% a year ago. The decrease in segment operating margin was primarily due to higher investment spend and incentive compensation, mostly offset by higher sales volume.

Cash flow generated by operating activities in the fourth quarter of fiscal 2023 was \$840 million, compared to \$399 million in the fourth quarter of fiscal 2022. Free cash flow was \$776 million compared to \$359 million in the fourth quarter of fiscal 2022. Increases in cash flow provided by operating activities and free cash flow were primarily due to improvements in working capital and higher pre-tax income.

Fiscal 2023 Full Year Financial Results

Sales were \$9,058 million in fiscal 2023, up 16.7% from \$7,760 million in fiscal 2022. Organic sales increased 16.9%, currency translation decreased sales by 1.4%, and acquisitions increased sales by 1.2%.

Fiscal 2023 net income attributable to Rockwell Automation was \$1,387 million or \$11.95 per share, compared to \$932 million or \$7.97 per share in fiscal 2022. The increases in net income and EPS attributable to Rockwell Automation were primarily due to higher total segment operating earnings and fair value adjustments related to our previous investment in PTC ("the PTC adjustments"), partially offset by the Sensia goodwill impairment. Fiscal 2023 Adjusted EPS was \$12.12, up 27.7% compared to \$9.49 in fiscal 2022. The increase in adjusted EPS was primarily due to higher sales partially offset by higher investment spend and higher incentive compensation.

Pre-tax margin was 17.8% in fiscal 2023, compared to 13.8% last year. The increase was primarily due to higher sales and the PTC adjustments, partially offset by higher investment spend, higher incentive compensation, and the Sensia goodwill impairment.

Total segment operating earnings were \$1,930 million in fiscal 2023, up 25.1% from \$1,543 million in fiscal 2022. Total segment operating margin was 21.3% compared to 19.9% a year

ago. The increase was due to higher sales, partially offset by higher investment spend and higher incentive compensation.

Cash flow generated by operating activities in fiscal year 2023 was \$1,375 million, compared to \$823 million in fiscal 2022. Free cash flow was \$1,214 million compared to \$682 million last year. Increases in cash flow provided by operating activities and free cash flow were driven by higher pre-tax income.

Fiscal Year 2024 Outlook

The table below provides guidance for sales growth and earnings per share for fiscal 2024. Our guidance reflects our year-end backlog, improving product lead times, and our assumptions on order normalization.

Sales Growth Guidance		EPS Guidance	
Reported sales growth	0.5% - 6.5%	Diluted EPS	\$11.49 - \$12.99
Organic sales growth ⁽¹⁾	(2.0)% - 4.0%	Adjusted EPS ⁽¹⁾	\$12.00 - \$13.50
Inorganic sales growth	~1.0%		
Currency translation	~1.5%		

⁽¹⁾ Organic sales growth and Adjusted EPS are non-GAAP measures. See **Adjusted Income, Adjusted EPS, and Adjusted Effective Tax Rate Reconciliation** for more information on these non-GAAP measures.

Note: Guidance includes estimated impact of Clearpath Robotics and Verve Industrial Protection acquisitions in fiscal year 2024.

“As we look to FY24, we are confident in Rockwell’s ability to grow share by helping customers scale new production facilities, address workforce challenges, and strengthen overall business resilience with new technologies and services. Even in this dynamic macro environment, our streamlined organization and strong focus on productivity enable us to continue to grow earnings while investing in key areas of growth. We are especially excited about the new value from our recent acquisitions of Clearpath autonomous mobile robot hardware and software, and Verve cybersecurity solutions,” Moret continued.

Following is a discussion of quarter and full year results for our business segments.

Intelligent Devices

Intelligent Devices fiscal 2023 fourth quarter sales were \$1,171 million, an increase of 22.3% compared to \$957 million in the same period last year. Organic sales increased 17.8%, currency translation increased sales by 1.7%, and the acquisition of CUBIC increased sales by 2.8%. Segment operating earnings were \$249 million in the fourth quarter of fiscal 2023 compared to \$213 million in the same period last year. Segment operating margin decreased to 21.3% in the fourth quarter of fiscal 2023 from 22.3% a year ago.

Intelligent Devices fiscal 2023 sales were \$4,098 million, an increase of 15.6% from \$3,545 million last year. Organic sales increased 14.6%, currency translation decreased sales by 1.3% and the acquisition of CUBIC increased sales by 2.3%. Segment operating earnings were \$828 million in fiscal 2023 compared to \$718 million in fiscal 2022. Segment operating margin was 20.2% in fiscal 2023, unchanged from a year ago.

Software & Control

Software & Control fiscal 2023 fourth quarter sales were \$821 million, an increase of 24.9% compared to \$657 million in the same period last year. Organic sales increased 23.4% and currency translation increased sales by 1.5%. Segment operating earnings were \$275 million in the fourth quarter of fiscal 2023 compared to \$227 million in the same period last year. Segment operating margin decreased to 33.5% in the fourth quarter of fiscal 2023 from 34.5% a year ago.

Software & Control fiscal 2023 sales were \$2,886 million, an increase of 24.8% from \$2,313 million last year. Organic sales increased 26.1% and currency translation decreased sales by 1.3%. Segment operating earnings were \$953 million in fiscal 2023 compared to \$667 million in fiscal 2022. Segment operating margin increased to 33.0% in fiscal 2023 from 28.8% a year ago, primarily due to higher sales, partially offset by higher investment spend, and higher incentive compensation.

Lifecycle Services

Lifecycle Services fiscal 2023 fourth quarter sales were \$571 million, an increase of 11.6% compared to \$512 million in the same period last year. Organic sales increased 10.2%, currency translation increased sales by 0.9%, and an acquisition increased sales by 0.5%. Segment operating earnings were \$47.8 million in the fourth quarter of fiscal 2023 compared to \$54.7 million in the same period last year. Segment operating margin decreased to 8.4% in the fourth quarter of fiscal 2023 from 10.7% a year ago, primarily due to higher incentive compensation and restructuring costs, partially offset by higher sales volume.

Lifecycle Services fiscal 2023 sales were \$2,074 million, an increase of 9.0% from \$1,903 million last year. Organic sales increased 10.0%, currency translation decreased sales by 1.6%, and acquisitions increased sales by 0.6%. Segment operating earnings were \$148 million in fiscal 2023 compared to \$158 million in fiscal 2022. Segment operating margin decreased to 7.2% in fiscal 2023 from 8.3% a year ago. The benefit of higher sales was more than offset by higher incentive compensation costs and one-time expenses to expand future profitability.

Conference Call

A conference call to discuss our financial results will take place at 8:30 a.m. Eastern Time on Thursday, November 2, 2023. The call will be an audio webcast and accessible on the Rockwell Automation website (<https://ir.rockwellautomation.com/investors/>). Presentation materials will also be available on the website prior to the call.

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

Both the presentation materials and a replay of the call will be available on the Investor Relations section of the Rockwell Automation website through December 2, 2023.

Stratasys Conference Call to Discuss Third Quarter 2023 Financial Results

2 November 2023

Stratasys Ltd. will release financial results for the third quarter, 2023 on Thursday, November 16, 2023. The Company plans to hold the conference call to discuss its third quarter 2023 financial results on Thursday, November 16, 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=bSk6aoYV>

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

Synopsys Announces Earnings Release Date For Fourth Quarter and Fiscal Year 2023

30 October 2023

Synopsys, Inc. announced it will report results for the fourth quarter and fiscal year 2023 on Wednesday, Nov. 29, 2023, after the market close. The company will host a conference call at 2:00 p.m. Pacific Time / 5:00 p.m. Eastern Time to review its financial results and business outlook.

Financial and other statistical information to be discussed on this conference call will be available on the corporate website at www.investor.synopsys.com immediately before the call. A live webcast will also be available on this site. Participants should access the live webcast at least 10 minutes prior to the start of the call. A webcast replay will be available beginning Nov. 29, 2023, at approximately 5:00 p.m. PT. The replay will be available until Synopsys announces its first quarter fiscal year 2024 results in February 2024.

Trimble Announces Third Quarter 2023 Results

1 November 2023

Trimble Inc. announced financial results for the third quarter of 2023.

Third Quarter 2023 Financial Highlights

- Revenue of \$957.3 million, up 8 percent on a year-over-year basis, up 2 percent year-over-year on an organic basis
- Annualized recurring revenue ("ARR") was \$1.94 billion, up 25 percent year-over-year, up 13 percent on an organic basis

- GAAP operating income was \$121.3 million and non-GAAP operating income was \$251.0 million
- GAAP net income was \$74.9 million and non-GAAP net income was \$170.2 million
- Diluted earnings per share ("EPS") was \$0.30 on a GAAP basis and \$0.68 on a non-GAAP basis
- Adjusted EBITDA of \$268.2 million, 28.0 percent of revenue

Executive Quote

"Record annualized recurring revenue of \$1.94 billion and record gross margin of 65.0% in this third quarter demonstrate progression of the Connect & Scale strategy," said Rob Painter, Trimble's president and chief executive officer. "In an increasingly difficult macroeconomic environment, we continue to simplify and focus our business to execute to our full potential."

Forward Looking Guidance

For the full-year 2023, Trimble now expects to report revenue between \$3,757 million and \$3,797 million, GAAP EPS of \$1.15 to \$1.23, and non-GAAP EPS of \$2.58 to \$2.66. The full-year 2023 GAAP EPS assumes a tax rate of 15.0 percent, and the non-GAAP EPS assumes a tax rate of 17.4 percent. Both GAAP and non-GAAP EPS assume approximately 250 million shares outstanding.

For the fourth quarter of 2023, Trimble expects to report revenue between \$890 million and \$930 million, GAAP EPS of \$0.14 to \$0.23, and non-GAAP EPS of \$0.55 to \$0.63. The fourth quarter of 2023 GAAP EPS assumes a tax rate of 9.0 percent and the non-GAAP EPS assumes a tax rate of 16.9 percent. Both GAAP and non-GAAP EPS assume approximately 251 million shares outstanding.

A reconciliation of the non-GAAP measures to the most directly comparable GAAP measures and other information relating to these non-GAAP measures are included in the supplemental reconciliation schedule attached.

Investor Conference Call / Webcast Details

Trimble will hold a conference call on November 1, 2023 at 8:00 a.m. ET to review its third quarter 2023 results. An accompanying slide presentation will be made available on the "Investors" section of the Trimble website, www.trimble.com, under the subheading "Events & Presentations." The call will be broadcast live on the web at <https://investor.trimble.com>. Investors without internet access may dial into the call at (888) 660-6347 (U.S.) or (929) 201-6594 (international). The conference ID is 1043223. The replay will also be available on the web at the address above.

Implementation Investments

AVEVA and Aras Sign Lighthouse Agreement with McDermott in Energy Sector

30 October 2023

AVEVA, a global leader in industrial software, and Aras, which provides the most powerful low-code PLM platform with applications to design, build, and operate complex products, have announced a lighthouse agreement* with international engineering procurement and construction company, McDermott Global, to develop asset lifecycle management capability that spans the energy transition, oil and gas, and nuclear sectors.

The McDermott agreement follows a recent strategic OEM partnership, between AVEVA and Aras, to deliver a new series of scalable AVEVA offerings, built on top of the modular Aras Innovator platform. It aims to overcome the challenges of deploying Product Lifecycle Management (PLM) in large engineered-to-order projects and in the operation of continuous-process assets.

The seamless integration of Aras Innovator with AVEVA Unified Engineering, AVEVA Asset Information Management and other AVEVA tools and services will enable the creation of an engineering system of record. A trusted single source of truth will allow customers to improve engineering efficiency, data control and distribution, and traceability across the entire asset lifecycle. The Aras platform will extend the capabilities of AVEVA's trusted EPC tools into a collaborative project space inclusive of requirements management and workflow-driven capabilities.

Vaseem Khan, SVP Global Operations, McDermott, said: "This lighthouse agreement underscores our long relationship with AVEVA's solutions and the relationship we're building with Aras. The integration of these two toolsets presents a strong digital-centric execution solution bringing together proven EPC tools with the robust digital transformation possibilities of the low-code Aras platform to digitalize industry processes that have been document-centric for too long. We're excited to see the potential value out of this lighthouse program."

McDermott is shaping the sustainable energy transition around the world through capital projects, engineering, construction and more. The company has a long-standing relationship with AVEVA, tapping the industrial software leader's data integration and digital twin capabilities to increase efficiency, reduce costs, and improve its products. With AVEVA Engineering, McDermott now offers its clients improved data-sharing.

Rob McGreevy, Chief Product Officer at AVEVA, said: "We are proud to be working with McDermott on this lighthouse program. McDermott's engineering expertise forms an essential input in pioneering an industry solution that is urgently needed to improve outcomes in the energy, nuclear, marine, and other sectors. Our asset lifecycle management capability developed together with Aras will provide competitive advantages for customers who join the lighthouse program."

Effective asset lifecycle management

The three lighthouse participants share a vision of and commitment to data-centric digital deliverables management. The lighthouse engagement is the basis for unifying data and document deliverables, and automating business processes. The engineering system of record becomes the enabler for adopting change and config management, requirements management, supplier exchange, and other key capabilities required by customers for effective lifecycle management.

The goal of Asset Lifecycle Management and the Lighthouse agreement is to realize benefits in terms of lower costs and risks over the project lifecycle, to improve decision-making support across the entire asset lifecycle, achieve better compliance and traceability, and enhance collaboration across the industrial ecosystem.

Roque Martin, CEO of Aras, said: “AVEVA’s robust industry asset lifecycle management solutions, built on the Aras platform, will enable McDermott to design and better manage their customers’ asset lifecycle data by leveraging a fully connected digital thread of the asset’s engineering and operations information. From the start, these solutions will be guided by the voice of experienced industry global organizations such as McDermott, to ensure that together we create useful, usable, and powerful software for our joint customer base.”

Notes to editor

*Lighthouse agreement: a lighthouse agreement refers to an agreement between a software company and a select group of early adopters or beta testers who agree to use and provide feedback on the company's software. This allows the company to refine the software before a wider release.

bp Selects AssetWise Lifecycle Information Management and AssetWise Reliability as Standard for Information Management and Asset Integrity

2 November 2023

Bentley Systems, Incorporated, the *infrastructure engineering software* company, announced that bp has selected Bentley’s AssetWise Asset Lifecycle Information Management (ALIM) and AssetWise Reliability (AR), part of Bentley Infrastructure Cloud, to manage engineering information for projects and operations to help assure global asset integrity management.

In 2019, bp selected Bentley to provide its leading AssetWise ALIM solution as a Central Information Store (CIS) to manage change in a controlled manner to maintain validated information needed for global projects and operations, including all documents, tags, associated metadata, and 3D model visualization.

bp will now standardize AssetWise ALIM across all projects, production, and manufacturing assets. AssetWise ALIM enables a seamless migration of all critical information throughout the lifecycle, supporting the capital project process through to ongoing operations more efficiently to support safe and reliable projects and operations.

AssetWise Reliability will enable bp to optimize inspections, minimize maintenance costs, increase availability, and work to improve safety and risk management. bp initially

implemented AssetWise Reliability on the Clair Asset in the North Sea, and a global deployment across eight regions is now underway.

Alan Kiraly, SVP of Industry Solutions, Bentley Systems, said, “Bentley has a long-standing relationship with bp, providing AssetWise ALIM as bp’s Central Information Store (CIS) to manage and maintain information needed for projects and operations, across the world. The integration of AssetWise Reliability with the CIS, in a cloud-based environment, to support bp’s Asset Integrity processes, enables Bentley to deliver standardized digital workflows and deliver significant benefits to bp.”

Rob Kelly, VP Digital Asset Management, bp, said, “I am pleased to be expanding the use of Bentley’s AssetWise portfolio of solutions specifically extending ALIM across bp’s global projects, production and manufacturing assets, and integration of Asset Reliability. This gives bp the assurance and advantage of accuracy of our information through effective change control, enabling us to make trusted decisions whether in projects or operations.”

HCLTech to accelerate Banco do Brasil’s digital transformation with Salesforce

30 October 2023

HCLTech, a leading global technology company, has announced that Banco do Brasil, one of the largest financial institutions in Latin America, through a bidding process, has chosen HCLTech to support the bank’s digital transformation and customer relationship management (CRM) journey and implementation of Salesforce.

HCLTech’s partnership with Salesforce will enable Banco do Brasil to hyper-personalize customer relationship and service solutions, generating greater customer satisfaction and engagement within their omnichannel ecosystem, using AI resources, data unification and intelligent guidelines.

“We are proud to be part of the transformation and modernization of one of the most important banks in the country. The partnership with Salesforce is another significant step for HCLTech in accelerating the digital transformation of financial services in Brazil,” said Fabiano Funari, Vice President and Country Manager - Brazil, HCLTech. “We look forward to collaborating with Salesforce to implement one of Brazil’s most complex CRM projects in Banco do Brasil.”

“We are glad to bring our global consulting and transformation expertise on the Salesforce platform to help Banco do Brasil reimagine itself for the powerful digital world with its vision to digitize every touchpoint and transform user experiences,” said Sadagopan Singam, Executive Vice President, Digital Business, HCLTech.

HCLTech will create a dedicated team of specialists with extensive CRM experience to implement Salesforce solutions for Banco do Brasil. HCLTech will use four Salesforce solutions to improve and transform the customer experience throughout Banco do Brasil: Financial Services Cloud, which reduces service costs with automation and empowers the front-office to discover key insights about their customers and their financial needs; Marketing Cloud to

deliver customer experiences; Salesforce integration manager , for integration and automation solutions; and Professional Services, to ensure a successful implementation.

The consolidated platform will allow the bank to take advantage of interactions and insights from customers to offer adequate and personalized products, further strengthening its relationship and generating greater efficiency in base expansion and leveraging new business.

“We are excited about the partnership with HCLTech and are confident that our integrated solutions will strengthen Banco do Brasil's relationship with its customers. We look forward to enabling their digital transformation journey to impact productivity when it comes to sales, customer service and marketing,” said Fabio Costa, General Manager from Salesforce Brazil.

With operations in Brazil for 14 years, HCLTech has presence in São Paulo, São Leopoldo and Curitiba. It continues to supercharge progress for over 200 customers in Brazil, including Fortune 500 organizations.

Salesforce, Financial Services Cloud, Marketing Cloud, Assurance, MuleSoft and others are among the trademarks of Salesforce, Inc.

Istanbul Water and Sewerage Administration selects HPE GreenLake to deliver essential services to 16 million customers

26 October 2023

Hewlett Packard Enterprise announced that the Istanbul Water and Sewerage Administration (İSKİ) replaced its existing server and storage systems with an infrastructure as a service offering through HPE GreenLake. HPE GreenLake for Private Cloud Business Edition, which provides disaggregated hyperconverged infrastructure (dHCI), will ensure the stability of crucial services such as wastewater management and distribution of drinking water to citizens and businesses through a network totaling almost 20,000 kilometers.

“Issues with our IT infrastructure could cause profound consequences to millions of households and businesses around the city. To prevent such problems, we made the decision to strengthen our IT backbone with HPE GreenLake hybrid cloud services,” said Tayfun İşbilen, CIO, İSKİ. “It has provided us with guaranteed data availability and the flexibility to scale on demand and adjust the performance of our technology to meet the needs of our citizens. Our IT infrastructure is now simpler, easier to control, and comes with a lower total cost of operation.”

İSKİ needed additional computing power when introducing new services, such as a mobile app and a billing system. Simultaneously, the organization’s storage capacity was nearing its limit, and required an upgrade to avoid unplanned downtime. Furthermore, to ensure service continuity in the event of system failures or cyber-attacks, a new disaster recovery site was deployed at an external data center.

As part of the transformation, İSKİ selected HPE GreenLake for Private Cloud Business Edition to consolidate thirty-three file servers and storage systems at remote sites. With HPE InfoSight’s advanced artificial intelligence for IT operations (AIOps) to predict and prevent problems, İSKİ improved their application performance and now has a resilient always-on system with 99.9999% of availability guarantee. The new HPE GreenLake solution runs İSKİ’s workloads such

as water management SCADA systems, billing, mobile application, and various Microsoft solutions including Active Directory, Exchange and others.

“Infrastructure of critical importance, such as water supply, demands uncompromising levels of security and availability. We were able to provide these to İSKİ through the HPE GreenLake for Private Cloud Business Edition,” said Gungor Kaymak, Managing Director, East-South Cluster, HPE. “This solution not only offers 99.9999% availability but also scales on demand easily, accommodating the rising need for new workloads and applications as the city’s population grows.”

Kanfit increases production throughput and improves on time delivery with Plataine’s AI-Based Production Scheduling Solution

30 October 2023

Kanfit, a leading manufacturer of parts and assemblies for Aerospace & Defense chose Plataine, a leading provider of Industrial IoT (IIoT) and AI-based optimization solutions, to implement its Production Scheduler to improve factory throughput, increase production rates and flexibility.

Kanfit delivers ready-to-fly assemblies and products made of composites and advanced metals and is known for its innovative manufacturing solutions in Aerospace and Defense. Following the recent peak in aerospace demand, Kanfit was looking to speed up production. One of the challenges Kanfit faced was its reliance on Excel spreadsheets in its planning process. This manual method of executing the schedule hindered visibility and transparency, leading to less than optimal levels of control over manufacturing operations; stations, autoclaves, human resources, and tools were often underutilized.

Kanfit’ was hard hit by the Corona virus. Getting production back up to speed was a priority. Its weekly process of production planning consumed valuable time better spent on critical tasks. Using Excel to prepare the production plan slowed down its ability to react quickly to unexpected events on the production floor. Also, Kanfit’s manufacturing success was heavily dependent on a single planner who held all the knowledge—business strategy, rules, and industry insights. The company needed a solution that would not only address its immediate challenges but also lay the foundation for sustainable growth.

Plataine’s Production Scheduler empowers Kanfit to optimize its manufacturing operations, boost efficiency, and respond to evolving market demands. The Production Scheduler is powered by Plataine’s cutting-edge AI Practimum-Optimum™ algorithm for optimizing production scheduling – it combines unprecedented levels of optimized KPIs with a practical, robust planning application. The Production Scheduler generates an optimal schedule with a single click to meet Kanfit’s production KPIs. In the face of unexpected events on the factory floor, the Production Scheduler reacts in real-time, adjusting the schedule and ensuring compliance with production objectives, and maintaining efficiency. Goals-based planning, configurable by both business leaders and the planner, provides the required flexibility.

During its initial implementation, a substantial increase in several parameters was achieved. First time results showed 100% visibility into the production process, meaning every aspect of Kanfit's production process synchronized with the factory floor, providing full transparency and control. The company also experienced a 15% increase in throughput, and after just six months. This improvement further grew and stabilized at an impressive 30% increase, significantly improving the company's throughput capabilities. Kanfit accomplished these gains without the need to invest in new machinery, hire additional employees, or extend working hours, demonstrating the efficiency and impact of the Plataine solution in contrast to when it relied on Excel. Moreover, there was a 5% increase in due date compliance, further solidifying Kanfit's commitment to delivering on time. Weekly planning time was reduced, enhancing operations and boosting agility.

The Production Scheduler captured Kanfit's organizational knowledge and best practices, shifting the planner's focus from mundane tasks to meeting growth and production goals.

By maximizing production efficiency and resource utilization, the Production Scheduler not only addressed immediate challenges but also unlocked the door to scalability. Kanfit is now poised to achieve its growth aspirations head-on.

Shachar Fine, EVP Business Development, Kanfit shared that *"Plataine's Production Scheduler isn't just a software solution; it's become an integral part of our daily operations at Kanfit. The Corona virus hit us hard. Plataine's solution has enabled us to close the gap and recover quickly. We see a significant improvement in meeting our production targets. We've seen an increase in our due date compliance by 5%—a considerable milestone in Kanfit's goal to achieve operational excellence, future growth and innovation, especially during times of supply chain and workforce challenges."*

Avner Ben-Bassat, President & CEO of Plataine adds *"I am very excited to see how Plataine's Production Scheduler has transformed Kanfit's production processes, delivering tangible value and efficiency improvements beyond our expectations. Advanced manufacturers are trying to address several industry challenges in parallel, and I'm delighted that Plataine delivers a collaborative solution, helping Kanfit address both supply chain challenges and experienced workforce shortages, allowing a quick ramp up in manufacturing. More and more advanced manufacturers understand they cannot rely on Excel for planning and scheduling of complex operations."*

Medidata Announces Expansion of Multi-Year Partnership with Catalyst Clinical Research for Oncology Trials

26 October 2023

Medidata, a Dassault Systèmes company and leading provider of clinical trial solutions to the life sciences industry, announced a multi-year partnership expansion with Catalyst Clinical Research to support their global oncology brand, Catalyst Oncology. This renewal builds upon Catalyst's existing success with the Medidata Platform and incorporates wider offerings, including Medidata Grants Manager and Medidata AI Intelligent Trials, as Catalyst has grown into a robust and global full-service clinical research organization.

This continued commitment for Medidata Rave EDC, Medidata Rave CTMS, and Medidata Rave eTMF enables Catalyst to run complex clinical trials while simplifying its operations and management. By using these integrated capabilities, and incorporating the expansive elements of Grants Manager and Intelligent Trials, Catalyst can streamline workflows, automate document management, and improve visibility to critical trial metrics.

“Medidata remains our preferred partner because of their scalability and skill in managing complex trials,” said Nik Morton, president and COO, Catalyst. “Their advanced technology will further support our growth and expansion.”

Catalyst has supported over 150 oncology studies and is currently managing more than 80 next-generation cancer clinical trials today across Phases I-III. With 90% of all oncology approvals last year in the U.S. developed using Medidata software, Catalyst’s use of the Medidata Platform will be critical to their continued expansion. In addition, Catalyst is excited to leverage Medidata AI, which accesses a dataset spanning more than 20 years to engage a more diverse patient population and accelerate enrollment.

“Medidata is thrilled to serve as Catalyst’s partner since their first trial in 2019 and be part of their continued success,” said Joan Shaiman, senior vice president, Partners, Medidata. “Their decision to recommit to the core elements of our Platform and adopt broader solutions demonstrates that we have the expertise and capabilities needed to support faster decision-making and accelerate trials to advance cancer research.”

National Center for Vegetation Cover Development (NCVC) chooses Hexagon remote sensing tech to monitor vegetation

1 November 2023

Hexagon’s Safety, Infrastructure & Geospatial division announced Saudi Arabia’s National Center for Vegetation Development and Combating Desertification (NCVC) selected Hexagon’s remote sensing solutions to monitor, evaluate and study the country’s vegetation coverage.

At an estimated 2 million square kilometers, Saudi Arabia is comprised of diverse terrain with a variety of vegetation – from forests and pastures to coastal areas. The program, launched by Minister of Environment, Water and Agriculture HE Eng. Abdulrahman Al-Fadhli, managed through NCVC represented by Dr. Khaled Al Abdulqader (CEO of NCVC) and facilitated by Geosystems Middle East, will monitor change in vegetation cover at afforestation project sites, monitor change in land cover area, calculate rain levels and density of vegetation cover as well as monitor and maintain plant health. It will also contribute to the monitoring and maintenance of the mangrove forests along the Saudi Arabian coasts.

The project is the latest in an ongoing effort by the kingdom to promote sustainable development that improves the quality of life in accordance with the goals of Saudi Arabia's Vision 2030.

“Hexagon is honored to assist Saudi Arabia in building a more sustainable future by furthering afforestation and combating desertification with our advanced geospatial solutions,” said Jürgen Nerz, senior vice president, MEA, Hexagon’s Safety, Infrastructure & Geospatial division.

Hexagon will be providing ERDAS IMAGINE solutions for remote sensing, photogrammetry and geospatial analysis; ERDAS APOLLO for enterprise data management; GeoMedia for GIS mapping; M.App Enterprise and LuciadLightspeed for building geospatial applications in Java; and LuciadFusion, an all-in-one server for publishing large volumes of data.

Provincial Electricity Authority Powers Energy Consumption Insights with Oracle

30 October 2023

The Provincial Electricity Authority (PEA), a Thai state enterprise under the Ministry of Interior, is using Oracle Utilities Meter Data Management (MDM) system and Oracle Utilities Load Analysis to improve operational efficiency and cost savings. This project builds on PEA's ongoing digital utility transformation with Oracle, providing a fully integrated Advanced Meter Infrastructure (AMI) that delivers essential visibility into daily power consumption.

As a result, PEA will be able to better anticipate peaks and troughs in demand and help improve asset management and energy control for its 23 million residential customers and 300,000 commercial and industrial (C&I) customers across 74 provinces.

PEA previously used numerous meter brands with different MDMs, requiring time-consuming and costly billing integrations and operational support. The utility also lacked the ability to consolidate power consumption data from hundreds of thousands of customer locations for accurate daily energy usage and forecasting. As part of this first wave AMI project, PEA has now migrated 155,100 meters to Oracle Utilities MDM and Oracle Utilities Load Analysis in the first half of 2023. Oracle Energy and Water joined forces with STS Consortium (comprising SMART Telcoms PCL and SMART Communication Services) to support this implementation.

“Rapidly changing technologies such as the expansion and utilization of renewable energy sources, trends in the growing prosumer market and evolving electricity industry structure in the country are directly impacting the core business of PEA,” said Mr. Pramote Sudsap, deputy governor, operation and maintenance, Provincial Electricity Authority. “PEA must adapt its electrical systems to accommodate the emerging technologies. As we will witness a growing interest in energy saving and energy management business in the electricity industry, both now and in the near future, smart meters and data management systems such as Oracle Utilities Meter Data Management (MDM) system and Oracle Utilities Load Analysis will play a crucial role. They will serve as a foundational infrastructure for collecting and analyzing energy usage data, contributing to the development of the electricity industry in the future.”

Oracle Utilities Meter Data Management (MDM) and Oracle Utilities Load Analysis will help PEA realize the full potential of meter data, including data capture, management, and synchronization across all meter types and protocols. Prebuilt data and meter KPIs and prioritized dashboards leverage analytics for insights into meter and device performance, while enabling PEA to monitor the performance of automated processes and manage billing more efficiently. Supporting PEA's customer service business, the analyzed energy usage data will promote more efficient energy management among customers in line with national policies as well as international protocols and standards.

“With smart meter data powered by Oracle’s MDM, PEA will be better able to visualize energy usage for consumer households, as well as economically significant C&I customers, including many large manufacturers in industrial parks,” said Taveesak Saengthong, managing director, Oracle Thailand. “PEA can use the enhanced smart meter data to improve the efficiency of power generation and transmission facilities to better serve its customers through near real-time notifications that alert them when they are reaching their target energy usage.”

Using smart meter data, PEA can continually refine and improve service, including fee calculation and flexible pricing menu proposals. This could include implementing Time of Use (TOU) rates to support the efficient use of electric power by customers while reducing energy load during peak demand times. Oracle’s open system enables PEA to consolidate billing data for corporate customers with many office locations and meters, while offering options such as the flexibility to set preferred payment dates.

After 2023, PEA plans to add the remaining 300,000 commercial and industrial meters to the Oracle MDM workload, making the system the single source of truth handling interval meter data for the highly complex and profit determining segment in PEA. PEA also intends to further extend the AMI project to 800,000 meters in its Eastern Economic Corridor by 2025.

PTC Becomes Strategic Supplier to Volkswagen Group with Codebeamer ALM Solution

31 October 2023

PTC announced that it has established a strategic supplier relationship with Volkswagen Group, focused on the adoption of PTC's Codebeamer® application lifecycle management (ALM) solution to support the software development for the next generation of electric vehicles from the Volkswagen Group and its brands. Codebeamer is expected to enable greater efficiencies in Volkswagen Group’s engineering practices for software requirements management, test management, and release management as part of new electric vehicle development. As the relationship progresses, PTC and Volkswagen Group expect to scale the use of Codebeamer across multiple Volkswagen Group engineering teams to support the software development process.

“Volkswagen Group and its portfolio of brands produce some of the most iconic vehicles in the automotive industry, and PTC is thrilled to support their software development and electrification strategy with Codebeamer,” said Jim Heppelmann, Chairman and CEO, PTC. “Our close collaboration with Volkswagen Group will advance PTC’s efforts to make Codebeamer the leading ALM solution for the automotive industry. We look forward to working with Volkswagen Group on the successful adoption of Codebeamer to enable more efficient electric vehicle engineering practices.”

An ALM solution like Codebeamer is an important tool for enabling the efficient development of software and to help ensure that the software components for different vehicles are planned, tested, and released. PTC will work collaboratively with Volkswagen Group on the transition to Codebeamer from pre-existing ALM tools and on the definition and implementation of software best practices for the automotive industry. Volkswagen Group’s

use of Codebeamer is expected to inform future Codebeamer roadmap priorities and requirements to enable PTC to gain ALM market share in the automotive industry.

“Software and electrification represent the future of the automotive industry, and Volkswagen Group is harnessing the two together to better meet the expectations of customers and provide a superior driving experience,” said Klaus Blüm, Head of Volkswagen Group IT Products & Architecture. “Volkswagen Group views PTC as a strategic supplier for our Group-wide product development strategy, and we look forward to our work together to make Codebeamer a successful tool for our software development and vehicle engineering teams.”

Realtek Deploys Cadence Tempus Timing Solution to Deliver Working Silicon on N12 Design

31 October 2023

Cadence Design Systems, Inc. announced that Realtek successfully used the Cadence® Tempus™ Timing Solution to sign off an N12 high-performance CPU core while achieving significantly improved power, performance and area (PPA). By adopting the Tempus Timing Solution, Realtek realized a 2X boost in productivity and reduced design closure turnaround time by 50% versus their previous methodology. In addition, Realtek reduced their compute costs and memory footprint by 50%.

Cadence signoff solutions provided the Realtek team with several key benefits, including:

- Accurate golden signoff analysis: Cadence's Tempus Timing Solution and Quantus™ Extraction Solution empowered the Realtek team to confidently deliver accurate, working silicon
- Improved productivity and reduced schedule time: The Tempus ECO Option with SmartMMMC Optimization enabled Realtek to converge timing closure faster with fewer iterations from within the Innovus™ Implementation System
- Compute resource savings: The Tempus CMMMC feature with concurrent multi-mode multi-corner technology allowed Realtek to implement all views in a single run so they could reach design closure faster while significantly conserving machine resources

“Meeting our time-to-market deadlines with optimally performing parts is crucial to our business, and the Cadence Tempus Timing Solution helped us achieve those goals,” said Yee-Wei Huang, vice president at Realtek. “Thanks to our successful N12 design project collaboration with Cadence, where we rapidly achieved working silicon, we plan to deploy the Tempus Timing Solution throughout multiple new projects across a wide range of technologies.”

“With advanced node designs and increasing complexity, it's important that customers like Realtek have a fast path to increase productivity, meet time-to-market deadlines, and achieve optimal PPA,” said Sharad Mehrotra, vice president, R&D in the Digital & Signoff Group at Cadence. “By working closely with Realtek, we've validated that our timing signoff solutions

strategy delivered on all the team's key careabouts. Realtek has joined our growing list of signoff solution adopters, and we look forward to continuing our successful collaborations."

The Tempus Timing Solution is part of the broader Cadence digital full flow, providing a fast path to signoff and design tapeout. The Tempus Timing Solution and digital full flow support the company's Intelligent System Design™ strategy, accelerating SoC design excellence.

Ricoh and Siemens collaborate to realize the industrial aluminum Binder Jetting process for mass production

31 October 2023

Siemens Digital Industries Software has announced that Ricoh have begun a collaboration to realize the industrial aluminum Binder Jetting (BJT) solution for mass production. Ricoh is leveraging Siemens' Additive Manufacturing Network capabilities to maximize the efficiency of the process and to achieve the scale required to take advantage of BJT in an industrial setting.

Additionally, Ricoh is implementing Siemens' Additive Manufacturing Network to optimize the aluminum BJT workflow for production preparation, planning, scheduling, and production management with less effort. Ricoh has also implemented Siemens' Brownfield Connectivity and has begun collecting and storing information on each process necessary for quality stabilization and production control. Siemens will continue to provide Ricoh with solutions optimized for the aluminum BJT workflow, and both companies aim for early commercialization of these technologies.

Ricoh's proprietary Binder Jetting Technology applies the company's inkjet printing technology and expertise to enable the production of metal parts with more complex shapes that would not be possible with conventional metal processing methods such as machining and casting. In the process of BJT, the aluminum-alloy powder is spread out over the modeling area and then solidified with a specially formulated binder to shape the part. The same process continues layer-by-layer-by-layer until completing shaping the whole part. After the process, the 'green-body' part is sintered in a furnace to create a densified, end-use component that can be used as is or enter a downstream post-processing chain.

Ricoh has positioned the "realization of a zero-carbon society" as one of its material issues. Ricoh aims to achieve zero GHG emissions throughout its entire value chain, enabling customers to develop highly energy-efficient products by using Ricoh's 3D printers, thereby contributing to the realization of a zero-carbon society.

"The production of aluminum parts is a holy grail for the additive industry and we're delighted that Ricoh has chosen Siemens' Additive Manufacturing Network capabilities from the Siemens Xcelerator portfolio of industry software to help them commercialize a much sought-after process," said Zvi Feuer, Senior Vice President, Digital Manufacturing Software, Siemens Digital Industries Software. "Our collaboration with Ricoh will apply its expertise in additive manufacturing with our knowledge and experience in delivering additive-specific operations management technology across a wide spectrum of industries – from order capture, production planning, and manufacturing to part delivery transaction closure. Together, Siemens and Ricoh

are working to deliver repeatability and consistency at the scale needed to truly take advantage of using robust and repeatable aluminum additively manufactured parts in the commercial world.”

Tokutaro Fukushima, General Manager of Additive Manufacturing Business Center, Ricoh Futures Business Unit, Ricoh Company, Ltd., said, “Ricoh will enable our customers to manufacture innovative aluminum components that have never been produced before by any process and will work with them to realize new customer value in the area of electrification of EVs and other forms of mobility. By combining Siemens' powerful solutions and knowledge with Ricoh's aluminum BJT, we will be able to provide our customers with highly reliable and practical systems for mass production applications. We hope to promote electrification together with our customers and contribute to solving social issues such as realizing a zero-carbon society.”

Metal Binder Jetting Technology for manufacturing innovative aluminum parts contributes to weight reduction and improved heat exchange performance of aluminum parts by realizing shapes that cannot be produced with existing processing technologies. The binder jetting method saves time and resources due to its high productivity and the ability to reuse unused materials. Ricoh's industrial inkjet printhead technology, developed over many years, enables stable manufacturing of parts with complex shapes and is capable of processing aluminum alloy, a widely used material for metal parts.

Saint-Gobain Distribution Norway AS Deploys Infor to Accelerate Productivity and Competitiveness

1 November 2023

Infor®, the industry cloud company, today announced that Saint-Gobain Distribution Norway AS, a leading distributor of building materials in Norway, will deploy Infor CloudSuite Distribution Enterprise, a comprehensive cloud solution designed specifically for distribution companies, to replace multiple on-premises legacy enterprise resource planning (ERP) systems.

Saint-Gobain Distribution Norway consists of market-leading companies including Flisekompaniet, Optimera, Brødrene Dahl, Ventistål, and Hywer. The Norwegian group has a turnover of more than \$2 billion and 3,550 employees.

“To create a solid foundation for productivity, innovation, and growth across companies, we must orchestrate support services on a common infrastructure to achieve operational excellence and overcome the complexities in our current environment,” says Thomas Fehn, chief digital information officer at Saint-Gobain Distribution Norway.

Saint-Gobain Distribution Norway is responsible for providing support services in management, HR, finance, sustainability, business development and IT across all its companies.

“We expect to realize cost savings and operational synergies when we consolidate our multiple ERPs in the Infor cloud and thereby harmonize and orchestrate these support services,” says Fehn.

Infor's multi-tenant cloud solution, powered by Amazon Web Services (AWS), is very competitive with its low operating costs. "At the same time, functionality is at the forefront because the solution is developed with customers in the distribution industry worldwide by solving ever-new needs and requirements for relevant functionality, such as volume-based pricing. Our cloud solutions also provide unrivalled reliability, security and stability. This combination is one of our most substantial competitive advantages," says Erlend Skaar-Olsen, country manager of Infor Norway.

The contract with Saint-Gobain Distribution Norway is for 10 years, and the scope is expected to include several countries in the Nordic region.

Saint-Gobain Distribution Norway expects the new ERP platform will be the foundation for tomorrow's solutions that will allow it to give its customers the best service possible. Being a cloud solution, Saint Gobain Distribution Norway is looking forward to heightened levels of security against cybercriminals.

"Among the main advantages of the Infor solution, we see the possibility of connecting our existing systems with the external systems of customers and suppliers, setting the interface according to one's own needs and preferences, using easily scalable cloud services, and using advanced analytical tools for better decision making and planning. We compared several large systems and, based on the variability of the interface and readiness for digitalization, we decided on Infor," Fehn says.

Schneider Electric and U.S. Air Force Enhance Energy Resilience and Mission Readiness in Critical Asia-Pacific Region Through \$406M Performance Contract

1 November 2023

Schneider Electric, the global leader in the digital transformation of energy management and automation, and the United States Air Force marked the successful implementation of a \$406 million infrastructure improvement project that modernizes energy resilience systems and enhances national security at Yokota Air Base in Japan.

Located 28 miles from downtown Tokyo, Yokota Air Base is a critical hub for U.S. military operations in the Pacific, enabling rapid response across the Indo-Pacific region and bolstering capabilities for the U.S. and its allies in the region. This project helps Yokota Air Base in supporting U.S. strategic priorities in an ever-evolving landscape of geopolitical challenges, and potential grid disruptions due to extreme weather in the Asia-Pacific region.

Financed through a 25-year self-funding energy savings performance contract (ESPC) with Schneider Electric, the Yokota Air Base project is one of the largest, most comprehensive resilience-focused performance contracts undertaken by the U.S. Department of Defense (DoD) to date and will require no upfront investment from the base or from U.S. taxpayers. In total, the project is expected to reduce the base's energy and water costs by 29.3%, saving \$12.3 million per year. In fact, Yokota Air Base will conserve more than 30 million gallons of water, 75 million kWh of electricity, and 33,000 metric tons of carbon dioxide emissions annually. The

energy savings generated will cover the \$406 million cost of improvements over the contract lifecycle.

“The Yokota Air Base project is a great example of how to leverage traditional conservation measures in an ESPC and generate savings to fund resilience gaps identified in the Air Force governance process. This fence-to-fence holistic approach bundles lower payback opportunities with higher cost resilience requirements for critical missions to maximize the benefit for the installation,” said Mike Ringenberg, United States Department of the Air Force, ESPC/UESC SME & Program Manager.

“We are proud to partner with the U.S. Air Force in their efforts to enhance mission readiness through energy assurance, working alongside the Yokota Air Base team to implement new technologies and system upgrades that will dramatically improve efficiency, resiliency, and environmental responsibility,” said Annette Clayton, Schneider Electric North America CEO. “This project is a reminder that progress is powered by collaboration, and together, we are shaping a new sustainable energy landscape.”

Yokota Air Base selected Schneider Electric as the development, implementation, and long-term support provider for the project. Schneider Electric worked closely with Yokota Air Base’s leadership to build a holistic, modernized energy solution that creates an umbrella of resiliency across the base. This includes:

- A new 10.72 MW combined heat and power (CHP) plant controlled by EcoStruxure Process Expert software serves as a base-wide alternative source of prime power, ensuring continuous operation during outages.
- A sophisticated microgrid with EcoStruxure Power Automation supports critical buildings and primary transmission lines, enabling Yokota Air Base to island from the utility grid and provide continuous operations of electric and thermal loads during emergencies or power disruptions. Under normal operating conditions, the intelligent microgrid controls optimize power demand across the base, maximize energy savings, and maintain uninterrupted functions.
- Upgraded energy management control system offers a consolidated view of mechanical, electrical, and building systems across the base with more functionality and capability for optimized operation.
- Upgrades to more than 450 buildings dramatically reduce energy and water consumption through base-wide central plant improvements, interior and exterior light-emitting diode (LED) lighting upgrades, and water conservation measures.
- Long-term, on-site support and training ensures project success and proactive operations, maintenance, repair, and replacement services of installed infrastructure throughout the contract term.

“ESPCs solve several challenges for our military: they make defense facilities more resilient to outages and secure from threats, while also helping to improve efficiency—all through a coordinated set of solutions. As the Air Force pursues its resilience and sustainability strategies,

we're looking forward to continued partnerships to harden and decarbonize our critical defense facilities across the globe," said James Potach, Senior Vice President, Energy & Sustainability Services at Schneider Electric.

Schneider Electric is ranked #1 Energy Saving Company (ESCO) and is the world's leading builder of microgrids. A long-standing partner with the DoD, Schneider Electric has executed several large-scale resilience projects, including six ESPCs with the U.S. Air Force over the last five years. These projects support the U.S. Armed Services' overall objectives to improve mission readiness and reduce energy usage worldwide.

The project will be celebrated at a ribbon-cutting ceremony on site at the base on Friday, November 3rd.

Sea to Summit Aspires to a Sustainable Future with Centric PLM

30 October 2023

Centric Software®, the Product Lifecycle Management (PLM) market leader, is pleased to announce that Sea to Summit, a global adventure equipment brand has chosen Centric PLM™ to drive efficiency, growth and sustainability. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source, price 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.

Established in 1991, Sea to Summit is a global leader in adventure equipment, including sleeping bags, dry bags, sleeping mats, tents, camp kitchen and outdoor accessories. The Australian brand distributes products in over 73 countries, with offices in Australia, the USA, Germany, and China. The brand's impressive suite of market-leading outdoor, travel and water sports products align with its philosophy to be "your relentless ally in every adventure."

Celebrating over three decades of pioneering outdoor equipment, the company identified the need for modern and comprehensive PLM software to drive growth by streamlining processes and enhancing product design and quality.

"As we enter our next phase of growth, the adoption of PLM aligns perfectly with our vision of bringing groundbreaking products to market and our strategy of making technology choices that enable and empower our teams to reinforce our position as a global leader in omni-terrain outdoor gear," says James Twomey, Chief Technology Officer at Sea to Summit.

After an exhaustive evaluation process, Sea to Summit decided to partner with Centric due to its reputation for enabling product innovation and a flexible platform for seamless global collaboration. "Centric's capability to manage various categories from soft and hard goods to cosmetics across multi-brand and regional environments, along with its ability to cater to a diverse range of performance and regulatory requirements, impressed the Sea to Summit team," explains Phillip Bailey, Director of Sourcing and Supply Chain at Sea to Summit.

As part of Sea to Summit's commitment to sustainability, Centric's collaboration with Worldy (formerly Higg) aligns seamlessly with their goals. The integration will provide greater transparency to Sea to Summit's greenhouse gas emissions reporting, contributing to more

measurable Science Based Targets (SBTs). “Centric’s integration with Worldy will enable us to deliver year-on-year carbon footprint reduction aspirations where generations to come can enjoy Sea to Summit products in environments as good or if not better than today,” Phillip Bailey shares.

Sea to Summit envisions Centric PLM as the backbone of its processes, data and technology. James Twomey expresses the vision, “With Centric as our partner, we look forward to revolutionizing our approach to innovation, collaboration and product delivery.”

“We are proud that Sea to Summit has chosen Centric PLM to enable future growth,” states Fabrice Canonge, President of Centric Software. “This partnership is a testament to our shared commitment to innovation, quality and sustainability.

Siemens and Elvia partner to increase grid capacity in parts of Norway by 2030 with SaaS solution

3 November 2023

Siemens’ software has been deployed to Norwegian distribution system operator (DSO) Elvia, with the goal to future-proof its distribution grid management. Siemens’ low voltage software, LV Insights® X, and advanced distribution management system, Spectrum Power™ 7 ADMS, are now operational and will provide Elvia with relevant insights to flexibly manage its grid and increase capacity fast. With LV Insights® X, Elvia is able to leverage existing data and create a digital twin to monitor the status of the grid, resulting in optimized outage management. This leads to cost-savings, improved grid stability and ultimately, customer satisfaction.

“At Siemens Grid Software, we are committed to accelerating the energy transition. Our low voltage software, LV Insights X, empowers grid operators to gain full transparency over their grid and increase capacity by identifying critical segments. Having now been deployed at Elvia, the software will enable the company to tackle its most pressing challenges, gain valuable insights to make fast decisions and increase customer satisfaction. By partnering with Elvia, as well as other DSOs across Europe during the development phase of LV Insights® X, we were able to ensure our software meets the industry’s demand for next generation grid management,” said Sabine Erlinghagen, CEO Siemens Grid Software.

“We needed an innovative approach to develop a future-proof next-generation grid management solution in Norway. Working with Siemens, we deployed an advanced and future-proof product within weeks that will help us to accelerate and handle the energy transition. With increased flexibility and oversight over our grid, we can now manage our low-voltage system in a much more efficient manner – from planning to operations and maintenance,” said Erik Jansen, Head of Grid Operations of Elvia.

Co-innovation was crucial to the rollout of both products at Elvia. During the process, Elvia alongside additional European DSOs, tested prototypes of the software to develop user-centric solutions that are easy and intuitive to use. This agile approach led to the development of a product that supports modern and robust grid control architecture.

The new SaaS product, LV Insights® X, is part of the Siemens Xcelerator portfolio – an open digital business platform that enables customers to accelerate their digital transformation easier, faster, and at scale. It provides the foundations for flexible, adaptable, and scalable low-voltage grid management and helps reduce outage times by up to 30 percent. Elvia is able to leverage the full benefits of the Siemens Xcelerator portfolio using LV insights® X as it seamlessly integrates into its existing system landscape, including Spectrum Power™ 7 ADMS.

Żabka taps HPE GreenLake to drive growth with SAP S/4HANA

30 October 2023

Hewlett Packard Enterprise announced that Żabka, the largest convenience store chain in Poland and Central and Eastern Europe, has selected the HPE GreenLake edge-to-cloud platform to run its SAP S/4HANA applications. SAP S/4HANA is a mission-critical system that powers processes such as merchandise, price and promotion planning, logistics, warehousing and customer experience. The chain operates at almost 10,000 locations and opens 1,000 new stores annually on average. Therefore, the flexibility to scale at a predictable cost is essential to the company's strategy.

"A key factor for us when choosing the technology was finding a reliable partner that was ready to propose a tool that best suited our needs to ensure security. We opted for HPE GreenLake, which will provide us with both the flexibility and speed characteristic of cloud solutions, as well as the control capabilities typical of on-premise infrastructure. Thanks to this, we gain greater system performance, which will help us create truly hybrid IT in our organization." - said Jakub Masłowski, Chief Technology Officer, Żabka Group.

Private clouds are increasingly advantageous for companies that want predictable costs and performance for mission-critical, always-on workloads like SAP S/4HANA. Constellation Research interviewed CIO-level leaders at a large mix of global companies and found that rebalancing workloads from public to private cloud led to 50% median cost savings, 65% higher performance and 2 times shorter IT and development cycle times¹.

Żabka's SAP S/4HANA application runs on the HPE GreenLake infrastructure as a service (IaaS) offering which consists of HPE Superdome Flex scale-up servers, HPE ProLiant servers, and HPE Alletra storage. HPE GreenLake delivers the agility of the cloud with predictable pricing, as Żabka only pays for its metered usage. The IaaS offering also includes continuous monitoring to forecast bottlenecks with the help of artificial intelligence. As a result, physical buffer capacity can be quickly increased when needed.

"We're glad to see more and more businesses around the world choosing to get their cloud experience from the HPE GreenLake platform, instead of using solutions offered by hyperscalers," said Krzysztof Kowalczyk, Enterprise Sales Director at HPE Poland. "It gives them a guarantee of high performance, availability, and the flexibility to scale at a predictable cost."

Product News

alwaysAI Strengthens its Computer Vision Platform With New Cutting-Edge MLOps Features

26 October 2023

alwaysAI, a computer vision leader, is thrilled to announce the release of enhanced MLOps features to its comprehensive computer vision platform. These integrated capabilities solidify alwaysAI as a premier MLOps provider with a suite of powerful features and tools to streamline the entire computer vision lifecycle.

This release complements alwaysAI's existing Dataset Management and Remote Deployment features, making it easier than ever for developers to create, deploy, and manage enterprise-grade computer vision models and applications.

"We're always enhancing our tools and functionality to provide enterprises with Practical AI solutions to dramatically streamline operations and drive more revenue," says Marty Beard, Co-Founder and CEO of alwaysAI. "These advanced model evaluation and management features are the latest upgrades to our comprehensive, end-to-end computer vision platform."

Key features of alwaysAI's MLOps include:

- Enhanced user interface to streamline the model configuration process.
- Multiple GPU options for greater control of model training speeds.
- Forecasted model training duration based on your specific parameters for ultimate flexibility.
- Real-time session performance including metrics such as mAp, recall, and validation loss.
- Model evaluation with alwaysAI's exclusive modelIQ tool that measures precision, recall, and F1 score, to facilitate successful model refinement.

"alwaysAI's MLOps platform is a game-changer for the computer vision industry," notes Peter Diebitsch, CEO of Ceramic Pro. "The ability to fine-tune models with detailed training insights and evaluate them comprehensively allows enterprises to build and manage powerful computer vision models that drive results."

Archicad is 'Scary Fast' on Mac

31 October 2023

Graphisoft, the leading Building Information Modeling (BIM) software solution developer for architecture and multidisciplinary design, is featured by Apple in their recent global launch, in which the tech giant unveiled the latest MacBook Pro and the iMac. Supercharged by the M3 family of chips, Apple chose Archicad to demonstrate unprecedented speed and versatility on the new Macs.

Apple has revealed significant technological advances in the MacBook Pro and the 24-inch iMac featuring the M3 chip, showing how the software seamlessly works with the hardware, resulting in a powerful and efficient workflow. The high-speed performance delivered by the combination of Archicad and Apple Mac devices promises to turbo-charge architectural design.

The ad highlighted the design workflows used in the Cox Graae + Spack-designed Duke Ellington School of the Arts in Washington, DC. “We’re excited that Apple has recognized Archicad as the perfect BIM software solution to show off the speed, power, and versatility of the new MacBook Pro,” said Marton Kiss, Vice President of Product Success at Graphisoft. “Archicad is the obvious choice for architects using Mac computers,” he added.

Archicad

Archicad’s powerful built-in tools and user-friendly interface make it the most efficient and intuitive BIM software on the market. Featuring out-of-the-box design documentation, one-click publishing, photo-realistic rendering, and best-in-class analysis, Archicad lets architects focus on what they do best: design great buildings.

With a continuous focus on project manageability, Archicad’s most recent updates deliver highly requested additions, increasing design team efficiency. Improved consistency and new productivity tools make designing with Archicad faster and more enjoyable — even for architects switching from other design platforms. “Graphisoft is available on all platforms, and native Apple Silicon support for Archicad means users can take advantage of Apple’s latest hardware innovations,” Kiss said.

Archicad Collaborate

This subscription-based offer combines the power of Archicad, BIMx, and BIMcloud SaaS for fast, efficient, and secure access to shared projects in real time — all at an affordable price. Unlike other BIM software providers that charge additional fees for cloud services, Archicad Collaborate lowers the barrier to entry by offering award-winning BIMcloud SaaS as part of the Archicad subscription price in the user-friendly online Graphisoft Store.

Apple + Graphisoft

The relationship between Apple and Graphisoft can be traced to the 1980s when Steve Jobs came across an early version of Archicad. His first impressions of the software led him to throw Apple’s support behind the further development of Archicad. Graphisoft was a small company with limited resources, working within the economic and political confines of what was then communist Hungary. Jobs also introduced Graphisoft to Apple’s worldwide distribution network.

Cadence Announces Voltus InsightAI, Industry’s First Generative AI Technology that Automatically Identifies and Addresses EM-IR Violations

2 November 2023

Cadence Design Systems, Inc. announced the new Cadence® Voltus™ InsightAI, the industry’s first generative AI technology that automatically identifies the root cause of EM-IR drop violations early in the design process and selects and implements the most efficient fixes to

improve power, performance, and area (PPA). Using Voltus InsightAI, customers can fix up to 95% of violations prior to signoff, leading to a 2X productivity improvement in EM-IR closure.

Power integrity is a major design challenge at advanced nodes, with designers regularly facing a significant number of EM-IR violations at signoff, making it imperative to address this challenge early in the design phase. One of the major bottlenecks of in-design EM-IR analysis is that it is computationally very expensive due to the size and coupled nature of the power network. The new AI-driven Voltus InsightAI helps to overcome this bottleneck by utilizing new breakthrough machine learning methods for very fast incremental IR analysis. Using Voltus InsightAI, customers can use in-design analysis to enhance on-chip and chiplet power integrity. The technology enables greater engineering efficiency for uncovering issues early and offers key productivity-enhancing features:

- **Fast IR Inferencing Engine:** The solution uses proprietary neural networks to build models of the power grid and can perform extremely fast incremental IR analysis to provide instant feedback on the impact of design changes.
- **IR Drop Diagnostics:** Voltus InsightAI uses deep learning to discover the root cause of IR drop problems and can quickly identify aggressors, victims and resistance bottlenecks. It uses electrical, spatial and timing factors for predicting IR drop issues during design.
- **Multi-Method Fixing:** Decision-tree methods are utilized to perform timing and design rule check (DRC)-aware fixes of IR drop, using multiple methods like placement, grid reinforcement, routing and engineering change orders (ECOs). Voltus InsightAI selects precise fixing methods based on the root cause of the problem, driving better utilization and improved PPA.
- **Fully Integrated Solution:** Voltus InsightAI is fully integrated with Cadence's solutions, including the Cadence Innovus™ Implementation System, the Cadence Tempus™ Timing Solution, the Cadence Voltus IC Power Integrity Solution, and the Cadence Pegasus™ Verification System for complete IR design closure from implementation to signoff that is timing- and DRC-aware.

“As we move to more advanced nodes, EM-IR is quickly becoming one of the most pressing challenges, requiring novel and innovative approaches to address customer needs. With Voltus InsightAI, Cadence has pioneered applying generative AI technology to EM-IR, focusing not just on signoff, but early detection and prevention of EM-IR violations as well,” said Ben Gu, Corporate Vice President of R&D, Multiphysics Systems Analysis Business Unit, Cadence. “With this capability, designers don't need to over-design the power grid, thereby enabling far better PPA. Customers are seeing impressive results as they can leverage this breakthrough technology to fix up to 95% of violations prior to signoff and achieve more than 2X productivity improvement in EM-IR closure.”

The generative AI-driven Voltus InsightAI supports Cadence's Intelligent System Design™ strategy, enabling SoC design excellence.

Endorsements:

“As the provider of foundational technology, reducing complexities of power integrity on advanced nodes is critical in ensuring we can continue to meet performance requirements of the next era of computing. said. We are enthusiastic about the initial results of our evaluation of the Cadence Voltus InsightAI technology on a 3nm Arm Cortex-X4 core block and we look forward to continuing our work with Cadence on this technology to help close the power integrity gap on advanced nodes.”

- Berkan Baran, vice president of implementation, Solutions Engineering Group, Arm

“We have evaluated the new Cadence Voltus InsightAI and see promise in the technology to fix IR drop violations. The tool was automatically able to fix a significant number of violations in a very efficient manner. We are working with Cadence to deploy it for future projects.”

- Jon Stahl, Senior Director of ASIC Development, Cisco (Acacia)

“As one of the world’s leading semiconductor companies, MediaTek must push the boundaries of chip design, and we need highly advanced software solutions to help us achieve our aggressive time-to-market goals. Using the new Cadence Voltus InsightAI technology, we have seen a 65 – 70% reduction in IR drop violations at the block level, and designs were optimized using both vector-based and vectorless flows.”

- CC Mao, Deputy General Manager, Computing and Artificial Intelligence Technology Group, MediaTek

CoreLogic Introduces Dispatch: Simplifying Claims Resource Management for Carriers

27 October 2023

CoreLogic®, a leader in global property information, analytics, and data-enabled solutions, announced the launch of CoreLogic® Claims | Dispatch™, an insurance solution that revolutionizes the way carriers locate, schedule and track claims and restoration resources. Dispatch streamlines the process, ensuring that carriers can efficiently assign the right resources to each claim.

Manually managing claims and restoration resources has long been a time-consuming and challenging task for carriers. Dispatch presents a comprehensive solution to automate and optimize this critical aspect of insurance operations.

Key Benefits of Dispatch:

- **Identify Resources:** Dispatch leverages a powerful algorithm to match adjusters, vendors and contractors to specific jobs based on their skills, licensing, experience and location. This intelligent resource allocation ensures that the right expertise is assigned to each project, enhancing efficiency and reducing operational inefficiencies.
- **Track Capacity:** Dispatch’s smart automated engine effectively monitors the schedules of field professionals and assigns tasks to those with the soonest availability and closest proximity to the job site. By maximizing the utilization of available resources, carriers can handle claims more promptly, resulting in improved customer satisfaction.

- **Batch Assignments:** Dispatch introduces a cutting-edge bulk claims assignment capability, enabling carriers to save time and boost claims intake capacity. This feature streamlines the process of assigning multiple tasks to resources simultaneously, further optimizing claims management.
- **CMS Integration:** Dispatch seamlessly integrates with any claims management system (CMS), providing carriers with a centralized platform to efficiently assign, schedule and track resources for claims tasks. The integration with a CMS enhances transparency and facilitates better communication among stakeholders involved in the claims process.

“Our goal with Dispatch is to provide carriers with a comprehensive and user-friendly tool that empowers them to optimize their claims and restoration processes,” said Garret Gray, President, at CoreLogic Insurance Solutions. “Carriers can focus more on delivering exceptional customer service and quick turnaround times, ultimately enhancing their operational efficiency and competitive edge. Dispatch is a testament to our commitment to innovation by delivering cutting-edge solutions that address the evolving needs of the insurance industry,” continued Gray.

EON Reality Unveils Virtual Campus Vol. 2: The Future of TVET Courses

25 October 2023

EON Reality, a pioneer in the realm of augmented and virtual learning solutions, proudly announces the launch of its Virtual Campus Vol. 2 TVET Courses. This state-of-the-art platform aims to redefine the future of education by transforming traditional curriculum into engaging, 3D interactive experiences.

The Virtual Campus seamlessly combines textual content with immersive 3D modules, offering students an unparalleled hands-on approach. From health science training to soft skills simulation, learners can now benefit from role-playing scenarios, gaining insightful feedback from sophisticated AI avatars.

Some distinguishing features of the platform include:

- Transformation of textual content into dynamic 3D visuals
- An expansive knowledge portal
- Comprehensive 3D model integration
- Intuitive automatic annotations
- Rigorous assessment tools
- The revolutionary skill simulator that converts standard processes into 3D animations
- The exclusive EON SoftSkills module, focusing on virtual role-play for optimized learning outcomes

The scope of the EON Virtual Campus Vol. 2 TVET Courses is broad and diverse, catering to a wide array of disciplines. Engineering enthusiasts can delve into sectors like aerospace and aviation, while those passionate about applied sciences can explore areas such as biomedical

sciences and life sciences. Business professionals aren't left behind, with courses focusing on event management, retail, and hospitality.

Furthermore, the School of Design & Media brings forth courses in interactive media design, film, and television, while the School of Informatics & IT promises expertise in cybersecurity, digital forensics, and application development. EON ensures that each student gains a holistic educational experience, emphasizing role-plays, simulations, and workshops in areas like hospitality, business & management, human resources, and social sciences.

In conclusion, the EON Virtual Campus Vol. 2 heralds a new era of comprehensive, technologically advanced education. As the global education landscape continues to evolve, EON Reality remains at the forefront, ensuring every learner benefits from immersive, effective training across multiple disciplines.

Ericsson unveils software toolkit for premium services with differentiated 5G connectivity

31 October 2023

Ericsson has launched a new software toolkit to strengthen 5G Standalone network capabilities and enable premium services with differentiated connectivity. The portfolio enhancement comes as the growth of new use cases and rising mobile user expectations on the quality of 5G experience are putting greater demands on network capacity and performance.

The toolkit is designed for communications service providers (CSPs) to deliver use cases with high requirements on throughput, reliability and latency at agreed performance levels. Examples of these are lag-free mobile cloud gaming, video conferencing, live broadcasting, remote-controlled machines/vehicles, public safety services and future XR applications.

The fast speeds, consistent low latency and greater bandwidth of 5G is a key enabler of such experience-focused use cases. However, the growth of advanced and diverse use cases puts higher requirements on the network to deliver differentiated performance levels. As more demanding applications emerge, alternatives to the one-size-fits all approach to wireless connectivity need to be considered.

Sibel Tombaz, Head of Product Line 5G RAN, Ericsson, says: "Ericsson is at the forefront of global 5G network leadership, extending connectivity to all corners of the world. We're reshaping connectivity and facilitating a seamless transition from 'best-effort' mobile broadband to premium experiences with service-level agreements. Our new innovative software toolkit empowers our customers to unlock advanced 5G applications through differentiated connectivity. This not only guarantees on-demand service excellence but also propels us toward our vision of networks as a platform."

According to the latest Ericsson ConsumerLab report, 20 percent of smartphone users are seeking differentiated 5G connectivity. These individuals value premium connectivity and are willing to pay a premium of up to 11 percent for a 5G plan that ensures elevated network performance.

Ericsson's innovative software toolkit offers enhanced features for Massive MIMO, Advanced RAN Slicing, Time-Critical Communication and 5G Core. It supports a three-pronged approach to delivering a network platform that turns performance into loyalty, value and growth: ensuring superior performance for mobile broadband services; offering differentiated experiences for new and advanced consumer and enterprise use cases and, with these two building blocks, create programmable network performance on-demand through network APIs.

The software toolkit offers the following key capabilities:

- Enhanced **Massive MIMO** software algorithms for channel-aware Multi-User Multiple-Input Multiple-Output (MU-MIMO) pairing and optimal beamforming selection based on user velocity. These further boost capacity in mid-band deployments with up to 10 percent incremental user throughput gain in high load, allowing for smoother introduction of new services that require high reliability and low latency.
- **RAN Slicing** advancements with intent-based automation for Automated Radio Resource Partitioning and Rate and Delay Control Scheduling to meet target delivery on a 1 millisecond (ms) basis. Efficient service-level agreement (SLA) fulfillment enabled by real-time automation.
- Improved consistent low latency capabilities of **Time-Critical Communication**, with Uplink Configured Grant and L4S (Low latency, Low loss, Scalable Throughput) for superior quality of experience even during network congestion and under poor radio conditions. Up to 90 ms latency improvement in high load scenario.
- Data boost upsell and L4S support in **5G Core** which allows users to purchase a boost on top of their existing subscription through notification to the device as well as new capabilities to enable and monetize L4S for selected subscription packages.

Changsoon Choi, Vice President, Network Service Differentiation and Convergence, Deutsche Telekom, says: "Our innovation focus at Deutsche Telekom is on developing new differentiated services. Working with Ericsson and partners we have demonstrated the quality of experience benefits of a consistent low latency and actively pushed the ecosystem in this area. We now welcome the launch of 5G slicing and L4S in Ericsson's RAN software offering as we prepare the next steps to bring the benefits to our customers."

Patrick Filkins, Research Manager, IoT and Telecom Network Infrastructure, at IDC, says: "Ericsson is flexing its muscle to provide communications service providers with the tools they need to efficiently target – and drive – new premium services with differentiated 5G connectivity. The latest batch of RAN and Core software features is a much-needed shot in the arm that will empower CSPs to turn 5G opportunities into reality through guaranteed service levels."

FactoryTalk Energy Manager from Rockwell Automation Simplifies Meeting Sustainability Goals

31 October 2023

Rockwell Automation introduces FactoryTalk® Energy Manager, an update to its FactoryTalk software portfolio to help customers meet sustainability goals, increase efficiency and identify opportunities for energy reduction. This latest solution for industrial energy monitoring features dashboards highlighting areas for improvement and optimization, and its standard information technology (IT)/operational technology (OT) platform enables faster return on investment and accelerates digital transformation.

Customers can harness the power of IT/OT data convergence with the coordination of FactoryTalk InnovationSuite solutions including FactoryTalk Smart Objects and the ThingWorx platform. The result is a unique energy monitoring application that provides energy and production information objects based on an energy plant model of the underlying process. Our strategy is based on environmental, social and corporate governance (ESG) standards and remains focused on driving these three critical outcomes.

Hexagon connects shopfloor processes with real-time information in productivity-boosting Nexus Connected Worker suite

1 November 2023

Hexagon's Manufacturing Intelligence division released Nexus Connected Worker, a suite of manufacturing software solutions that connects workers to real-time data for actionable insights and reporting on operations, maintenance, quality, and audits. Powered by Hexagon's Nexus, a digital-reality platform for manufacturers that simplifies collaboration across departments, the suite offers powerful enterprise-system integration and provides a central location for digital representations of assets, processes, and production facilities to support real-time decision making.

The ability to correct course using guidance from shopfloor data is an advantage for manufacturers who struggle to remain competitive in an evolving industry. Because rigid departmental divisions have long been the industry operating norm, breaking down these siloes remains a challenge despite the need for better data collection and information sharing being clearer than ever before. Nexus Connected Worker provides the operational agility and the IoT connectivity needed for a responsive workforce to react to immediate needs and glean insights from data that has been collected over time. The mobile-first applications can be easily accessed from the shop floor and the workflows can be tailored to meet specific needs across industries.

"Nexus Connected Worker has been shown to increase the productivity of a manufacturing operation by more than 20% on average through the digitalisation of manufacturing processes and real-time access to critical information," said Dr. Asif Rana, president, Nexus Connected Worker at Hexagon. "By enabling much more agile decision making, the suite also empowers businesses to transform processes such as downtime management and final product quality

inspection that span different departments for a truly connected workforce. We have found leaders struggling to make transformations stick, but they have found that adoption improves organically when teams become more productive and empowered with easy access to up-to-the-minute information.”

Parth Joshi, chief product and technology officer at Hexagon, commented: “Our new Nexus Connected Worker solutions will make a valuable contribution to digitalising our customers’ shopfloor processes today, and we’re excited to make more insights available to frontline workers as we leverage data from siloed functions through the power of the Nexus platform. Nexus Connected Worker is the latest addition since we launched Nexus in March, and a significant milestone as we continue to enrich the solutions available to our customers and empower their teams to make smarter manufacturing decisions.”

The software-as-a-service (SaaS) applications, that are now adapted and available through Hexagon’s Nexus digital-reality platform, will be further developed to meet the future needs of the connected worker. New use cases will benefit from connectivity with other relevant applications and data sources connected to Nexus, including Hexagon’s apps for metrology reporting and asset management.

Using Nexus Connected Worker, renowned recreational-vehicle (RV) manufacturer Airstream transitioned from a paper-based inspection process, to a digitised process with a standardised inspection process for all manufactured vehicles. The simplified inspection workflow enabled Airstream to reduce quality reporting time from one week to one day and report quality data for 100% of its products.

Another compelling example of Nexus Connected Worker is the partnership with a major food and beverage packaging company. This leading and highly innovative company was challenged with overall productivity issues rooted in paper-based processes. The solution enabled the client to deploy mobile apps, automate data collection, utilise analytics and reporting, and swiftly implement corrective actions to enhance plant performance. Using Nexus Connected Worker, the packaging company has improved overall equipment effectiveness (OEE) and now has the capability to gather deep insights from real-time data. Improvements included a 25% decrease in scrap for improved sustainability.

Nexus Connected Worker includes software solutions for manufacturing operations, maintenance, and quality activities, as well as for the performance of audits. It is available now as SaaS through Hexagon’s Nexus platform.

IBM Launches watsonx Code Assistant, Delivers Generative AI-powered Code Generation Capabilities Built for Enterprise Application Modernization

26 October 2023

IBM launched watsonx Code Assistant, a generative AI-powered assistant that helps enterprise developers and IT operators code more quickly and more accurately using natural language prompts. The product currently delivers on two specific enterprise use cases. First, IT Automation with watsonx Code Assistant for Red Hat Ansible Lightspeed, for tasks such as

network configuration and code deployment. Second, mainframe application modernization with watsonx Code Assistant for Z, for translation of COBOL to Java.¹

Designed to accelerate development while maintaining the principles of trust, security, and compliance, the product leverages generative AI based on IBM's Granite foundation models for code running on IBM's watsonx platform. Granite uses the decoder architecture, which underpins large language model capabilities to predict what is next in a sequence to support natural language processing tasks. IBM is exploring opportunities to tune watsonx Code Assistant with additional domain-specific generative AI capabilities to assist in code generation, code explanation, and the full end-to-end software development lifecycle to continue to drive enterprise application modernization.

According to a recent IDC report, "Because it relies on a model trained on curated data, watsonx Code Assistant can help enterprises improve code quality by propagating best practices through code recommendations, instead of polluting enterprise code bases with code generated by models trained on unvetted repositories."²

"With this launch, watsonx Code Assistant joins watsonx Orchestrate and watsonx Assistant in IBM's growing line of watsonx assistants that provide enterprises with tangible ways to implement generative AI," said Kareem Yusuf, Ph.D, Senior Vice President, Product Management and Growth, IBM Software. "Watsonx Code Assistant puts AI-assisted code development and application modernization tools directly into the hands of developers – in a naturally integrated way that is designed to be non-disruptive – to help address skills gaps and increase productivity."

Additionally, IBM Consulting brings deep domain expertise across these use cases working closely with clients across industries such as banking, insurance, healthcare and government, to build strategies to allow them to take advantage of the potential of generative AI and code generation to accelerate modernization.

IT Automation - IBM watsonx Code Assistant for Red Hat Ansible Lightspeed

The Ansible Automation Platform helps enterprise developers and IT operators implement automation, using Ansible Playbooks, for IT tasks including infrastructure management, hybrid cloud deployment, network configuration, application deployment and more. With IBM watsonx Code Assistant for Red Hat Ansible Lightspeed, platform users can input plain English prompts to automatically generate task recommendations for Ansible Playbooks that adhere to best practices in task creation and maintenance. This way, a greater number of team members can create Ansible Playbooks more efficiently and implement automation engineered to be more resilient and easier to support without in-depth training.

Technical Preview Key Data:

- Approximately 4,000 developers participated in the technical preview.
- 85% overall average acceptance rate of the AI-generated content recommendations. (from July 27 – Oct 23, 2023, based on over 41,000 recommendations)
- Productivity improvements in the range of 20-45%.

"Red Hat has already shown what domain-specific AI can do for IT automation at the community level," said Ashesh Badani, Senior Vice President and Chief Product Officer, Red Hat. "The release of watsonx Code Assistant for Red Hat Ansible Lightspeed has the potential to close skills gaps, create greater organizational efficiencies and free enterprise IT to deliver even more business value."

The Hybrid Cloud Platforms team within the IBM CIO Office uses Red Hat Ansible Automation Platform to support a wide range of tasks within their IT environment whether it's patching, resolving vulnerabilities, or running regular health checks of their systems. Bob Epstein, Leader of IBM CIO Hybrid Cloud Platforms, expects that the number of developers able to produce Ansible Playbooks with the full release version could increase as much as 10x as watsonx Code Assistant for Red Hat Ansible Lightspeed empowers other team members such as Site Reliability Engineers who can use natural language to generate Ansible-specific automation tasks.

"I like to look at our modernization journey in these stages: In the past we were crawling, doing a lot of things manually. Then, when we started automating, we were walking. Once we implemented Red Hat Ansible Automation Platform, we were running. And as we look ahead, with watsonx Code Assistant for Red Hat Ansible Lightspeed, I think we will be able to fly," said Robert Barron, Architect, Hybrid Cloud Platforms, IBM CIO Office.

Mainframe Application Modernization – IBM watsonx Code Assistant for Z

IBM watsonx Code Assistant for Z helps enable faster translation of COBOL to Java and enhances developer productivity on the platform. It is being designed to assist businesses in leveraging generative AI and automated tooling to accelerate their mainframe application modernization – while allowing clients to take advantage of the performance, security and resiliency capabilities of IBM Z.

The product follows the application modernization lifecycle, starting with an application discovery capability, which maps out a technical understanding of the application and its dependencies. Then, an automated refactoring capability leverages the information captured in application discovery to identify selected elements to decompose the monolithic application into modular COBOL business services. Finally, watsonx Code Assistant for Z leverages generative AI to transform individual COBOL business services into object-oriented Java code. The next step in the lifecycle is validation testing. Anticipated in a future release, the product will support automated test case generation to validate the new COBOL or Java services.

TCS and IBM hold a long-term partnership that fosters a collaborative ecosystem to develop joint successes for their customers and stakeholders. Leveraging this partnership and the deep contextual knowledge, TCS has grown a purpose-led, dedicated, full-service practice for in-place application modernization.

"There is a significant need for the developer productivity gains that generative AI can bring to transform applications on the mainframe," said Keshav Varma, ISU Head, Technology, Software and Services Business Unit, TCS. "While watsonx Code Assistant for Z has only just become available, we have several clients that have already requested that we create proofs of concept

for them. With decades of enterprise experience from both our companies, we look forward to building on our deep partnership with IBM using watsonx."

IBM Consulting Brings Expertise to Help Clients with IT Automation and Modernization

Early IBM Consulting engagements for both watsonx Code Assistant for Red Hat Ansible Lightspeed and watsonx Code Assistant for Z aim to provide clients with the ability to deliver continuous automation, Ansible Playbook productivity, quality improvements, and transformation of IT operations – in addition to helping them identify the right application areas to modernize with Z.

For those looking for more personalized use cases with watsonx Code Assistant, IBM Consulting and IBM Client Engineering can work side-by-side with clients to identify specific pain points and solve critical business and technical challenges from the users' perspective. IBM Consulting brings deep industry expertise in application modernization, IT automation and generative AI via dedicated Red Hat and watsonx practices that work closely with IBM Research, IBM Technology and Red Hat.

Statements regarding IBM's future direction and intent are subject to change or withdrawal without notice, and represent goals and objectives only.

KeyCreator 2024 Released

26 October 2023

Kubotek Kosmos, a leader in engineering and manufacturing geometric software technology, today announced the availability of the 2024 release of the KeyCreator CAD software product line. The primary improvements for users are in these areas:

- Reading 3D tolerance and datum annotations from all major mechanical CAD software
- Fit grade dimension settings linked to a tolerance fit database
- Face color/materials transfer between bodies during 3D modeling operations
- Updated CAD file translators

Semantic Read of Manufacturing Annotations

The 2024 release continues to expand KeyCreator support for Model-Based Definition (MBD) strategies. In practice, these unambiguously define parts by attaching Product Manufacturing Information (PMI) annotations such as Feature Control Frames to the faces of precise 3D models. This eliminates the need for mechanical drawings, thereby saving time, reducing potentially critical communication errors, and improving automation capabilities. KeyCreator products now preserve the semantic definition when reading PMI entities from all major CAD formats including CATIA, NX, Creo, SolidWorks, and Inventor. This allows users to quickly edit values and attributes of these annotation entities (for example, to reposition or copy text) as if they were created in KeyCreator. Additionally, new support for Continuous Feature and Unequally Disposed Tolerance symbols has been provided.

These capabilities have been developed using the Kubotek Kosmos 3D Framework translation libraries. This technology underlies the Kubotek Kosmos CAD Utility programs, which have

been implemented in aerospace and other high-precision fields for years, allowing for continual refinement of the most rigorous data integrity protocols.

Automatic Tolerance Values Based on Fit Grade

Dimension entities in KeyCreator 2024 products have been upgraded with new options to support tolerance fit designations for non-threaded cylindrical parts and mating features. Users have options to display different combinations of class designations and tolerance dimensions for the shaft, the hole, or both. An integrated customizable database provides preferred tolerances based on International Standards Organization (ISO) 286. KeyCreator 2024 automatically updates dimension tolerance values appropriately if the nominal dimension value moves into a new size range. The functionality helps define the engineering need in a mating shaft/hole, reduces clutter on detailed drawings, and removes the need for error-prone manual entry to update tolerance values.

Maintain Face Format Attributes Used to Automate NC Programming

A common CAD practice in the automotive tooling industry is to code faces on the model with color attributes in order to exchange tolerance and manufacturing information with NC systems (to help automate programming of machining cycle parameters). KeyCreator 2024 provides additional support for this practice by enhancing several split and unhook modeling functions to automatically transfer face attributes like color from the original body to the resulting body.

Increased Translator Support

Translators to support data from ten separate major CAD formats have been updated since the previous major release of KeyCreator, including four formats from Dassault Systems and four from Siemens Digital Industries Software. Read of Autodesk's Inventor part and assembly files has been extended to the 2024 format and has become the eighth format for which KeyCreator provides MBD support for PMI entities.

The KeyCreator Product Family

All KeyCreator products are Windows-based, locally installed, and provide a range of permanent and lease options. A shared file format native to all KeyCreator products (identified with the CKD file extension) allows teams to take advantage of specialized functions throughout a project, from hands-on direct modeling to mechanical drawings to team review. A read-only viewer available at no cost, KeyCreator CKD Viewer, is capable of reading all design data in the KeyCreator CKD format, whether from the 2024 release or any previous version.

L&T Technology Services Accelerates Transition to Smart Vehicles with Generative AI on AWS

31 October 2023

L&T Technology Services, a leading global digital engineering and research and development (R&D) services company based in India, announced that it is leveraging Amazon Web Services (AWS) to help global automotive manufacturers accelerate the transition towards Software Defined Vehicles (SDVs) using generative artificial intelligence (AI).

SDVs rely heavily on software to control and manage their operations, including performance and comfort, using sensors and computer systems to make driving safer and more efficient. These digitally enabled vehicles can help drive significant improvements to safety, security, entertainment, and convenience with software updates over-the-air (OTA) from the cloud, allowing drivers to receive continued value from their vehicle, even after purchase. Leveraging AWS, the world's most comprehensive and broadly adopted cloud, LTTs helps vehicle manufacturers worldwide accelerate the development of next-generation SDVs with tailored safety and security solutions covering digital cockpit, connected services, and autonomous driving. LTTs has accelerated the time to launch new products by 25% with virtual work benches on AWS to develop and test new software for vehicle electronic control units (ECUs), which control a car's operation.

To help vehicle manufacturers worldwide accelerate SDV development, LTTs uses Amazon CodeWhisperer as the preferred development environment for engineering teams. Providing AI-powered code recommendations in real-time, Amazon CodeWhisperer helps LTTs' engineers rapidly develop smart applications like driver warnings, automated braking, and steering functions designed to improve a vehicle's performance on the road. This will allow fleet managers, maintenance staff, and other stakeholders to interact with and access details of the car via large language models (LLMs) built on AWS.

LTTs is also using Amazon Bedrock—a fully managed service for accessing an array of leading foundation models and building and scaling generative AI applications—to implement cloud-based vehicle test automation and reuse already proven, good quality, safety compliance code, to further reduce the time to develop new software applications. With AWS IoT FleetWise, a service that makes it easier for automotive companies collect, transform, and transfer vehicle data to the cloud in near real-time, LTTs can improve vehicle quality, safety, and autonomy.

To provide employees with digital skills to accelerate innovation, LTTs embarked on an ambitious training program with AWS. The company's Global Engineering Academy helps in continuous skilling for staff, including generative AI workshops with AWS. By March 2024, the academy will train 1,000 engineers globally on vital cloud skills and applications, including Amazon CodeWhisperer, helping them to develop SDV software and applications faster.

"Generative AI is ushering in a new era of possibilities for the automotive industry, and with AWS cloud services we are able to innovate rapidly to help our customers improve mobility," said **Alind Saxena, President, Sales and Whole Time Director at LTTs**. "As we embrace the power of AI and cloud computing, we're not just innovating - we're revolutionizing how we drive. To fuel this transformation, we're committed to training 1,000 engineers on generative AI with AWS by March 2024, ensuring that the future of mobility is shaped by the brightest minds and the most cutting-edge technology."

"As India's automotive sector races towards modernization, cloud technologies including artificial intelligence are the engine propelling a future of smart, connected vehicles," said **Vaishali Kasture, Director (Commercial Sales) of AWS India and South Asia at Amazon Web Services India Pvt. Ltd.** "We're thrilled to help innovators like LTTs harness the full potential of cloud and generative AI to drive innovation in the industry with a digitally-skilled

workforce. Together, we're not just building cars - we're building experiences, driving efficiency, and creating a smarter tomorrow."

Next level for Siemens Industrial Edge: New cloud service, more devices, and low-code integration

30 October 2023

Industrial companies are increasingly relying on what's known as edge computing in their production. It allows them to capture and process data where it's generated: at the field level in the plant. At this year's SPS trade show in Nuremberg, the technology company Siemens is expanding its range of products and services for Industrial Edge at all levels. This will allow users to connect their information technology (IT) even better with the operational level (OT). Industrial Edge is also part of the portfolio of the Siemens Xcelerator open and flexible business platform.

Industrial Edge Management available in the cloud

Industrial Edge Management (IEM) is a software portal for managing IoT solutions consisting of hardware and software in the factory. It allows all devices, applications, and users integrated into Siemens Industrial Edge to be centrally managed. Siemens now also offers this system as a cloud-based Software-as-a-Service (SaaS): IEM Cloud is available as a fully managed service and includes both the infrastructure and the set-up of the system. The operational system requirements and configuration costs for users are kept to a minimum. Industrial Edge devices can be integrated directly in the management system. IEM Cloud can be used to manage automation software as well as hardware from Siemens and third-party providers. "With IEM Cloud, we're making Industrial Edge computing as easy as possible for our customers: They can use IEM Cloud without having to maintain the IT resources necessary for edge computing themselves," says Rainer Brehm, CEO Factory Automation at Siemens.

New devices for the Industrial Edge Ecosystem

In addition to the software, Siemens is also expanding its Industrial Edge ecosystem with more hardware: more Simatic industrial PCs (x86 processor-based) and Industrial Edge devices from the Scalance and Simatic IoT device family based on ARM processors are now available. Weidmüller is also the first third-party manufacturer in the Siemens ecosystem to offer the u-control M4000, an edge device based on this processor architecture. The ARM processor-based devices are primarily designed for less data-intensive use cases: for example, remote access and connectivity solutions like gateways. And users can now use Siemens' new Industrial Edge Own Device software to convert their existing third-party x86 processor-based IPCs into fully functional Industrial Edge devices, centrally manage them, and thereby integrate existing hardware into their IoT environment. "With our expanded range of devices, we're making the Industrial Edge ecosystem even more open and user-friendly," says Brehm.

New: Low-code programming for Industrial Edge

Mendix's low-code development environment allows users to develop field-level apps in production with no coding knowledge. Automation engineers can use the new Industrial Edge

plugin to develop industry-specific apps in their Mendix Studio Pro development environment and seamlessly install them on appropriate devices at the field level. Brehm: "With Mendix on Edge, app development for edge computing in industry has never been easier. Prototyping is now up to ten times faster and consumes up to 70 percent fewer programming resources than with conventional methods. Mendix on Edge drives the integration of IT and OT in the industry even further."

Noesis Solutions redesigns Optimus 2023.2 enhancing its automation features to increase efficiency & reduce computational costs

31 October 2023

Noesis Solutions, a trusted digital engineering partner, announced latest updates to their automation and optimization tool, Optimus. The latest updates include the availability of remote access to interfaces, reducing computational costs with the introduction of Multi-Fidelity Efficient Global Optimizer (MFEGO), and enhances the existing optimization capabilities with easy, fast, and scalable multi-objective optimization algorithm - Multi-Objective Lighthouse algorithm and introduction of nvision interface, an AI-powered surrogate modelling tool by Noesis Solutions.

With over two decades of pioneering innovation, Noesis Solutions has gained global recognition as a leading digital engineering innovation partner for top-tier companies, driving designs with their cutting-edge optimization, collaboration, simulation data analytics, and AI-driven tools. Commenting on the latest release, Christine Schwarz, Product Owner – Optimus, Noesis Solutions says, "Optimus 2023.2 brings new features that strengthen Noesis Solutions' automation and optimization capabilities by reacting to customers' increasing heterogeneous networks, introducing new optimization solutions targeting reduced computational costs, and improving the access to existing files and results."

Key Features of Optimus 2023.2 includes:

1. **Remote access to interfaces:** Optimus 2023.2 introduces remote access to interface functionality, that allows users to remotely control and interact with various 3rd party software tools. This new feature removes the necessity of a physical installation of the interface software on the local host and enables access to these interfaces through a remote system from anywhere. The connection to the remote machine hosting the software installation from Optimus 2023.2 is realized using a Parallel System, that helps orchestrate engineering workflows by transferring the necessary files and packages to the remote machine automatically.
1. **Multi-Fidelity EGO:** Modern engineering design processes are challenged by the need to incorporate data coming from different sources into unique and consistent predictive models. With the introduction of the new Multi-fidelity Efficient Global Optimizer (Multi-Fidelity EGO) in Optimus 2023.2, the users can achieve reduced simulation and analysis costs and simultaneously improve the final design quality. This optimizer will consider simulations with different fidelity levels, adaptively select the sampling

location, and improve the accuracy of the optimization while reducing the computational costs.

1. **Multi-Objective Lighthouse:** The Optimus 2023.2 release is introducing the integration of a new multi-objective Lighthouse algorithm, an easy, fast, and scalable multi-objective algorithm, to enhance the existing optimization capabilities of Optimus. In addition to high performance the user benefits from the convenience of an easy setup and the possibility to reuse existing results.
2. **nvision Interface:** Optimus 2023.2 extends the portfolio of interfaces to 3rd party tools with the introduction of a new interface to nvision, an AI-powered surrogate modelling tool by Noesis Solutions. With the nvision interface, Optimus offers direct access to nvision models, which allows the user to integrate real-time predictions into an Optimus workflow instead of running time-consuming simulations.

With a commitment to innovation, Optimus 2023.2 paves way for its users to harness the full potential of automation by streamlining processes, improving accessibility, and reducing operational costs. Optimus 2023.2 is available on the market now.

Optessa Passes SOC 2 Type II Audit

2 November 2023

We are excited to announce that Optessa has successfully completed a System and Organization Controls (SOC) 2 Type II audit, performed by Sensiba LLP (Sensiba). Developed by the American Institute of Certified Public Accountants (AICPA), the SOC 2 information security audit provides a report on the examination of controls relevant to the trust services criteria categories covering security, availability, processing integrity, confidentiality, and privacy.

A SOC 2 Type II report describes a service organization's systems, whether the design of specified controls meets the relevant trust services categories, and assesses the effectiveness of those controls over a specified period of time. Optessa's SOC 2 Type II report did not have any noted exceptions and was therefore issued with a "clean" audit opinion from Sensiba.

Release Announcement of CADdoctor for Autodesk Moldflow EX9.1.1

27 October 2023

Elysium has released CADdoctor for Autodesk Moldflow EX9.1.1.

Key Enhancement

Added Support for the Latest CAD Versions

Import Options	Versions added in EX9.1.1	Supported Versions
CATIA V5	R33(V5-6R2023)	R10 – R33(V5-6R2023)

NX	2212 Series	UG10 – 2212 Series
Creo Parametric	10.0	2000i – Creo Parametric 10.0
Parasolid	V35.0	V7 – V35.0
ACIS	R33	R6 – R33
STEP	AP242 edition3	AP203, AP214, AP242(ed1/ed2/ed3)
JT	v10.9	v6.4 – v10.9

Sensera Systems® Introduces SiteCloud™ Security Monitoring

25 October 2023

Sensera Systems, Inc., the market leader in all-in-one compact-solar site cameras, announced the introduction of SiteCloud Security Monitoring, a simple monthly service that provides professional monitoring on SiteWatch PRO3 cameras. The service offers an extra layer of protection and peace of mind in a completely turnkey solution.

SiteCloud Security Monitoring services are available with Sensera’s SiteWatch PRO3 series cameras with SiteCloud software. These powerful systems use a built-in thermal sensor and video analytics to trigger real-time alerts with captured images and/or video when a potential threat is perceived. Our certified professional monitoring agents then visually verify whether the threat is valid. Emergency services will be alerted if a threat is validated, with priority response, ensuring your valuable assets are protected from theft and vandalism. False positives, such as animals crossing a project site or wind-induced motion in the detection zone, are dismissed without action.

Sensera’s SiteCloud Security Monitoring services consist of Sensera’s compact solar/wireless cameras, SiteCloud software and service, specially priced unlimited LTE cellular plans, 18x24 reflective aluminum surveillance warning signage for perimeter fencing, and additional optional accessories for turn-key rapid deployment on temporary and permanent sites. The system is completely DIY and can be set up and accessed via web/mobile in minutes with no special training.

Configuration is simple and flexible, allowing you to set different schedules for day, night, and weekends, and is compatible with existing self-monitoring of SiteWatch PRO3 cameras. You can configure your cameras to notify *you* during working hours and *law enforcement* after hours. Both ‘threat’ and ‘non-threat’ events are logged in your SiteCloud account so you can review them at any time.

- Complete turnkey, portable, all-in-one solution
- Complies with many Builders Risk Insurance requirements for site security
- UL Certified, CSAA Five Diamond Central Station, multiple central stations nationwide for redundancy
- NDAA compliant
- No power, ethernet, or trailer is required

“We recognize the extreme hardship that theft, inflation, and supply chain shortages are having on our clients,” said Rob Garber, CEO of Sensera Systems. “We are thrilled to be able to offer additional value to our users with services like SiteCloud Security Monitoring, while still providing the lowest total cost of ownership in the industry.”

SiteCloud Security Monitoring service is a perfect complement to Sensera’s comprehensive line of jobsite intelligence solutions, improving productivity, safety and risk, and security. The new service is available across the U.S. today and is already in use by some of today’s leading general contractors.

Spatial Manager 9 for GstarCAD 2024 is ready!

27 October 2023

Spatial Manager for GstarCAD is a lightweight and powerful GstarCAD plug-in designed for GstarCAD users to deal with spatial data in a simple, efficient and cost-effective way.

The newest version includes many new features and improvements tailored for GstarCAD users: Multi Background Maps, the practical Rubber Sheet edition, Multi Labels, User-defined Coordinate Systems, etc.

Key features and enhancements

Import/export spatial or GIS data into/from GstarCAD (v.2018 to v.2024), and experience the advanced tools to manage spatial data, such as dynamic Multi Background Maps, advanced Elastic edition, transform the drawing Coordinate System, quick drawing publishing in Google Earth, data structures and Data Grid, Data and Spatial Queries, Multi Labeling, Terrains, Search for locations and Geo-coding, Street View navigation, GIS Analysis and Fields Calculator, Thematic Maps, etc.

Download now

Download the latest version and explore more possibilities in the development and analysis of spatial information, planning, civil engineering, surveying, architecture, supplies, etc.

TCS Launches New Gen AI-Powered Cyber Insights Platform on Amazon Security Lake

2 November 2023

Tata Consultancy Services (TCS) has launched a new Cyber Insights Platform that leverages AI and Amazon Security Lake to help customers enhance their cyber security and compliance.

The Cyber Insights Platform leverages TCS' expertise in managed detection and response to help customers unify diverse security datasets residing across public and private clouds, on-premise environments and third-party security providers into a central repository, powered by Amazon Security Lake. It is enhanced with machine learning models to help continuously monitor anomalies, predict potential issues well in advance, helping clients to be proactive in addressing these potential threats.

These learning models are designed for proactive anomaly detection, granular user-entity behavior analytics, dynamic risk quantification, and automated responses. This ensures an adaptive and resilient cybersecurity environment, primed to counteract the multifaceted and ever-evolving cyber threat landscape.

TCS is using its deep domain knowledge across different industry verticals to tailor the Cyber Insights Platform to address industry-specific security needs. One such offering is the Financial Crime Fusion Center that uses generative AI to equip financial services clients with insights into incidents such as account takeovers, unauthorized fund transfers, and identity theft, by fusing data from their fraud detection and cybersecurity systems.

These new offerings add to TCS' comprehensive portfolio of cybersecurity solutions and services including consulting and advisory, security-as-a-service, industry-nuanced solutions, and managed security services across areas including detection and response, identity and access management, vulnerability management, governance, risk and compliance, data privacy and protection, digital forensics and incident response, cloud security, data security, and IT/OT security services.

Krishna Mohan, Deputy Head, TCS AI.Cloud, commented: "The Cyber Insights Platform exemplifies TCS' approach of investing in building innovative solutions that use cutting-edge technologies to solve our clients' most pressing business problems. TCS is also using generative AI to synthesize security data residing in distributed siloes to generate contextual insights, thereby transforming those siloes into strategic assets. Such innovation and our strong relationship with AWS make TCS the preferred partner for clients looking to transform their cybersecurity landscape."

TCS offers enterprise customers end-to-end services and solutions around cloud migration, application, and data modernization, managed services, and industry-specific innovation on AWS. TCS holds several AWS validated qualifications, including membership in the AWS Premier Tier Service Partner Program, AWS Managed Service Provider, AWS Public Sector Partner Program, AWS Solution Provider Program, AWS Well-Architected Partner Program, and over 25 AWS Competencies and Service Validations.

TCS' large pool of AWS cloud-ready professionals leverage their domain knowledge and AWS technology building blocks to create transformational solutions contextualized to specific industry sub-verticals. Furthermore, TCS' rich portfolio of leading-edge, industry-centric products like the TCS BaNCS™ suite in financial services, TCS Optumera™ in retail, TCS HOBST™ in telecom, TCS ADD™ in life sciences, TCS Aviana in airlines and Water Cloud in utilities is available on AWS, driving synergies across the enterprise value chain and impacting every stakeholder.