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## CIMdata News

### ***Aerospace & Defense PLM Action Group Publishes Report on Model-Based Definition for Type Design Certification***

2 February 2021

Representatives of the Aerospace & Defense PLM Action Group (AD PAG) have published a list of their detailed requirements for the minimum data items required for standard 3D Model-Based Definition (MBD) Type Design Certification. The requirements are the culmination of two years of effort by the team made up of domain experts from the eight-member companies and select Tier 1 suppliers.

The report documents the definition of use cases that encapsulate requirements for MBD within an aerospace original equipment manufacturer (OEM). The requirements list contains over 200 specific data items needed in an aircraft 3D MBD model. The list will be used to perform a gap analysis against various open data standards such as, but not limited to, ISO 10303-242 (STEP AP242), ISO14306 (JT), and ISO32000/14739 (PRC for 3D PDF), used to support data exchange and interoperability requirements for existing MBD design processes. The stated goal is to have each of the industry standards support the requirements equally and that any solution provider that provides a tool to data exchange their native formats into the specified standard formats does so equally.

# CIMdata PLM Late-Breaking News

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The AD PAG members consider 3D MBD to be foundational to their Digital Thread strategies. According to Ken Versprille, Ph.D., Executive Consultant, CIMdata, who administered the group, “These detailed requirements represent a watershed milestone in CAD. We know of no other industry that has collectively documented their agreed-upon detailed MBD requirements. The effort provides both standards bodies and solution providers alike a road map for their future efforts in data exchange.”

Brandon Sapp, MIS, Boeing Enterprise Engineering and project leader of the A&D MBD Workgroup this past year, states, “As information captured within an MBD continues to grow and CAD authoring tools continue to improve their integration with the digital thread, a specific focus on how the information is represented is needed. The research in this paper is the first step in defining the semantic requirements of that information with the goal of retiring drawing-based concepts.”

Since its founding in 2014, the AD PAG, administered by CIMdata, has sponsored research and jointly staffed projects on a diverse set of prioritized industry and technology topics. These topics include Model-Based Definition, Multiple-View Bill of Materials, PLM Technology Obsolescence Management, Global Collaboration, and Model-Based Systems Engineering. As an outcome of these investments, the Group has released a series of direction statements and position papers that are freely available for downloading from its website at [www.ad-pag.com](http://www.ad-pag.com). Making these materials available is consistent with the Group’s mission to engage proactively within the PLM ecosystem and advocate for common direction and positions within the aerospace and defense industry on PLM-related topics of importance to the members.

To download the paper, visit <https://www.cimdata.com/en/aerospace-and-defense/publications/mbd-bom#>.

For more information, please contact CIMdata at [info@cimdata.com](mailto:info@cimdata.com).

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## ***CIMdata & Aras Announce New Survey on PLM Upgrades***

1 February 2021

CIMdata, Inc., the leading global Product Lifecycle Management (PLM) strategic management consulting and research firm, is partnering with Aras Corporation (Aras), a leading PLM platform provider, to conduct a [survey](#) to understand better how companies manage their PLM solution upgrades.

In CIMdata’s experience of consulting with industrial clients, we find that PLM technologies, once implemented, are not modernized (i.e., upgraded) frequently or not at all. Most solution providers make their newest functionality available in their newest releases to encourage their customers to make the move. As a result, most PLM environments are likely lacking in their ability to achieve the objectives of Industry 4.0, Digital Transformation, and other recent and evolving business initiatives. This modernization gap inhibits organizations from realizing PLM’s value outside the traditional product design domain. Earlier CIMdata research into the [PLM Value Gap for Aerospace & Defense companies](#) drove this insight, and it remains true today.

In conducting this survey, CIMdata and Aras are trying to characterize the current state of PLM implementations in terms of implementation age, deployment difficulties, upgrade duration, and associated user demographics. The survey takes about 10 minutes to complete. Respondents will receive an analysis of the final results and the opportunity to enter a drawing for a Starbucks gift card or a GoPro HERO9. Responses will be held in the strictest confidence and not attributed to any person or

company.

Those interested in this topic may participate in the survey at <https://www.eSurveysPro.com/Survey.aspx?id=b1b15023-e28e-46d2-afbf-27dbb758ad78>.

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## ***Dassault Systèmes' Cloud Strategy***

5 February 2021

Stan Przybylinski, Vice President of CIMdata, had the pleasure of speaking virtually with Vincent Frerebeau, Worldwide Cloud Sales Director for Dassault Systèmes, to learn more about the company's cloud strategy. Among the topics on the table for discussion were:

- The importance of cloud-based solutions to Dassault Systèmes strategy.
- Dassault Systèmes ecosystem of infrastructure, applications, and partners.
- How Dassault Systèmes solution and its go-to-market strategy address the issues raised by customers and prospects.
- Primary target customers.
- Information on Dassault Systèmes' installed customer base.
- The evolution of the company's offerings in the short to medium term.

Learn the answers to these questions and more in the full blog post available at <https://www.cimdata.com/en/resources/cimdata-blog/item/14996-dassault-systemes-cloud-strategy-an-conversation-with-vincent-frerebeau>

This blog post is part of a collaborative research program on adopting and using cloud/SaaS PLM solutions. CIMdata is looking for industrial respondents for a survey that CIMdata is running on this topic: [[Take the Survey](#)]

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## Acquisitions

### ***Accenture Acquires Businet System to Help Clients Deliver Personalized and Seamless Cloud-Based Ecommerce Experiences at Speed and Scale***

2 February 2021

Accenture has acquired Businet System, a leader in developing and operating Salesforce Commerce Cloud-based ecommerce sites in Japan, with a proprietary order management system (OMS) for the apparel and retail industries.

As the world of ecommerce has fundamentally shifted, companies are looking for a customized and personalized experience for their customers powered by technology. Accenture's breadth of technological capabilities together with human ingenuity combined with Businet System's industry ecommerce capabilities will be a winning formula for clients. Businet System's 40 employees will join Accenture Interactive in Japan. Terms of the transaction were not disclosed.

“Every investment we make is an investment in our clients’ future success,” said Brian Whipple, CEO, Accenture Interactive. “The acquisition of Businet System further underscores our commitment to helping our clients navigate the complexities of digital commerce today, which will continue to be of utmost importance for our clients’ growth.”

Since its founding in 1999, Businet System has developed and operated ecommerce sites for more than 60 companies mainly within the domestic apparel and retail industries. Businet System’s proprietary OMS works seamlessly with Salesforce Commerce Cloud and has been implemented at clients across industries.

Accenture Japan Market Unit lead, Atsushi Egawa said, "As COVID-19 continues to drive lifestyle changes in Japan, consumer purchasing behavior is undergoing a major shift. To better understand consumer needs and gain a competitive advantage, retailers need to provide more personalized experiences by digitizing the customer interface across a variety of devices. Through the acquisition of Businet System, Accenture is strengthening its ecommerce services, from strategy to system design, development and operation, to help our clients grow their businesses."

Combined with Accenture’s broader global ecosystem, including its long-standing strategic relationship with Salesforce, this acquisition will help clients reimagine their ecommerce business around delivering exceptional experiences for their customers.

Businet System CEO Akio Nakada said, "As digital technology becomes more and more embedded in our lives, consumers are demanding more convenience and a more personalized experience. As a result, agility, efficiency and overall a better experience for consumers is driving companies to bring ecommerce, one of their most important digital touchpoints, in-house. With the entire market at a major turning point, we are confident that we can help our clients continue to grow by combining our 20-year track record of building and operating ecommerce sites with Accenture’s experience-driven capabilities."

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### ***Accenture to Acquire Imaginea to Accelerate Cloud Native Product and Platform Engineering Services***

1 February 2021

Accenture has agreed to acquire Imaginea, a cloud native product and platform engineering firm that helps companies drive innovation through disruptive technologies to transform their businesses digitally and capture new opportunities.

Headquartered in Mountain View, Calif., with offices in London and throughout India, Imaginea excels in using its world-class product and platform engineering skills and leads with a design-thinking approach steeped in innovation. The company currently advises more than 200 global clients to deliver cloud-first transformations. The acquisition adds approximately 1,350 cloud professionals to Accenture, bringing a highly skilled, cloud native, full stack engineering team with cloud data and cloud modernization skills across multiple platforms from Amazon Web Services, Azure and Google Cloud Platform.

“Imaginea will further enhance the global capabilities of Accenture Cloud First, which was created to help clients across every industry become ‘cloud-first’ businesses,” said Karthik Narain, global lead for Accenture Cloud First. “Cloud is an essential foundation of digital transformation. Leveraging cloud

native capabilities helps companies transform experiences, harness advances in technologies like AI, robotics, edge computing and 5G, and break the limits on productivity and innovation to create sustainable value.”

“Our unique combination of cloud native and product engineering skills is why clients seek out Imaginea to help them solve complex problems by unlocking the power of new technologies,” said Vijay Pullur, co-founder of Imaginea. “Imaginea is excited to join Accenture in helping companies reimagine business and rebuild differently for the benefit of all — from their customers to our people to society at large.”

“Accenture’s differentiated value begins with our incredibly talented and dedicated people. Imaginea brings us an infusion of human ingenuity, supported by cloud technologies,” said Kishore Durg, global lead, Accenture Cloud First Integrated Cloud Services. “Imaginea is a noteworthy addition to Accenture, with expertise across leading cloud platforms. Imaginea puts us in an even stronger position to accelerate innovation across diverse industries, drive complex change and create lasting value.”

Powered by 70,000 cloud professionals, and a \$3 billion investment over the next three years, the Accenture Cloud First group brings together unmatched depth and breadth of cloud expertise, industry cloud solutions, ecosystem partner capabilities, and assets that help clients realize greater value from cloud at speed and scale.

Completion of the acquisition is subject to customary closing conditions. Financial terms of the acquisition were not disclosed.

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### ***Accenture Expands Change Management Capabilities by Acquiring Organizational Transformation Consultancy Future State***

2 February 2021

Accenture has acquired Future State, a change management consulting firm headquartered in Oakland, CA. Future State’s 75-person team joins the Talent & Organization / Human Potential practice at Accenture, adding highly specialized expertise focused on agile business transformation.

Future State makes ideas and innovation real for clients within the life sciences, CPG and technology industries, through expert planning, intuitive communication, team coaching and empathy. This innovative approach — along with strong credentials in product development enablement, business growth and post-merger integration — add new methodologies that expand Accenture’s existing C-suite offerings. Future State, a certified B Corp, is also widely recognized for its commitment to corporate social responsibility, and was selected by B Lab as a “Best for the World Changemaker” honoree in 2019.

“As the ongoing health, economic and social crises have demonstrated, disruption is constant and companies must adapt to thrive and grow,” said Eva Sage-Gavin, global lead for Accenture’s Talent & Organization / Human Potential practice. “By adding the experience and talent of Future State, Accenture is expanding its capabilities to help clients in their business transformation journeys as they navigate a rapidly changing world.”

For the past 40 years, Future State has helped some of the world’s leading life sciences and technology companies with the change management expertise they require to thrive, particularly during times of disruption. Future State complements Accenture’s most recent Talent & Organization / Human Potential



acquisition — Kates Kesler in 2020 — that aims to expand client offerings and create new ways to deliver value with a deep understanding of client needs and market challenges.

“The clients we work with are changing the world, and that kind of innovation doesn’t happen using standard models, nor does it happen by standing still,” said Shannon Adkins CEO of Future State, a woman-led, woman-owned business. “Joining Accenture enables us to scale our value proposition by unleashing the unique talents of our design-thinkers and design-doers to help more clients pursue their extraordinary visions that aim to positively impact the world.”

Terms of the transaction were not disclosed.

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### ***Nordic acquires Bails & Associates***

3 February 2021

Nordic, a top-rated healthcare consulting firm, announced its acquisition of Bails & Associates, an industry-leading ERP consulting firm that specializes in Infor solutions for customers across a variety of industries, with a concentration in healthcare. Bails will continue to maintain operations out of its headquarters in Canonsburg, Pa. and serve customers under the Bails brand, which is now part of the Nordic family of brands.

“We’re proud to welcome Bails to Nordic’s growing family of companies,” said Nordic CEO, Jim Costanzo. “Together, we’ll help solve for the complex integration challenges facing healthcare organizations. By combining Bails’ expert ERP capabilities with Nordic’s deep experience in advisory consulting, health IT staffing, and managed services, we’ll enable greater efficiencies that drive better business outcomes for healthcare organizations.”

Bails was founded by President and CEO Jamie Bails as part of the Infor ecosystem more than 25 years ago. Under Jamie’s direction, the company has grown to serve more than 1,000 clients to date worldwide in various markets including healthcare, public sector, retail, manufacturing, and strategic industries. Jamie will continue to lead the company, overseeing strategic initiatives, guiding the integration with Nordic’s healthcare consulting solutions, and providing targeted approaches to ERP implementations in these industries.

“Bails is pleased to be joining Nordic, a firm that shares our customer-first mentality,” said Bails President and CEO Jamie Bails. “From its commitment to quality to its focus on company culture, Nordic values the same priorities we do as an employer and as a partner. We look forward to tapping into our combined strengths to deliver transformational results for our clients.”

With this acquisition, Nordic will bring Bails’ ERP solutions to its current customer base of nearly 300 healthcare organizations, helping clients align their system capabilities and operational efficiencies to successfully achieve their business objectives. As an Infor Alliance and Delivery Partner, Bails’ tenured ERP consultants provide Infor/Lawson expertise in a variety of areas including implementation and upgrade service performance improvement, enablement, managed services, and migrations to V11 CloudSuite.

These offerings align with Nordic’s portfolio of healthcare consulting solutions, which, in combination with its Europe-based EHR consulting firm Tasman Global, and its Canadian healthcare consulting entity, Healthtech Consultants, it provides to customers around the world. The combined entity will now serve nearly 550 organizations globally.

Bails is Nordic's fourth acquisition in recent years. Nordic acquired Tasman Global, a leading EHR consulting firm throughout Europe and Asia, in 2020 and Healthtech Consultants, Canada's top strategic healthcare IT consulting firm, in 2019. In addition, Nordic acquired the revenue cycle transformation practice of The Claro Group in 2018, complementing Nordic's offerings with robust revenue cycle solutions for its healthcare customers.

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## Company News

### ***AVEVA Joins United Nations Global Compact Network***

27 January 2021

AVEVA, a global leader in engineering and industrial software, has joined the United Nations Global Compact and the UN Global Compact Network UK — a voluntary leadership platform for the development, implementation, and disclosure of responsible business practices. With this announcement, AVEVA joins thousands of other companies around the globe committed to taking responsible business action to create a more sustainable world.

Launched in 2000, the UN Global Compact is the largest corporate sustainability initiative in the world, with more than 12,000 companies and 3,500 non-business signatories based in over 160 countries, and 69 local networks. Its aim is to mobilize a global movement of sustainable companies and stakeholders to create the world that conducts business responsibly by aligning its strategies and operations with Ten Principles on human rights, labor, environment and anti-corruption; and takes strategic actions to advance broader societal goals, such as the UN Sustainable Development Goals, with an emphasis on collaboration and innovation.

AVEVA is already making strides towards a sustainable future, and today's announcement marks another step in this journey. Alongside embedding changes across its own functions, AVEVA is enabling its customers to advance their own sustainability efforts with software solutions that can be applied across more than nine industry verticals to address challenges such as providing real-time energy data and supporting improved operational efficiency to help customers cut their energy consumption and emissions.

Craig Hayman, CEO of AVEVA, commented, "Joining the UN Global Compact cements our existing commitment to align our business with the Ten Principles, and provides an exciting platform for learning and collaboration with other members. AVEVA's key focus will initially be on areas where our social and environmental contribution can be greatest, including addressing the climate crisis and expediting the transition to a more circular global economy. We will accelerate this journey by delivering products and solutions which will drive more sustainable outcomes for our customers while also providing additional benefits for our employee and partner ecosystem focused on ultimately creating a better environment for all."

Steve Kenzie, Executive Director, UN Global Compact Network UK, added, "The core of the United Nations Global Compact's mission is to support companies doing business responsibly by aligning their



strategies and operations with ten universal principles on human rights, labor, environment, and anti-corruption. We also support business taking actions to advance the Sustainable Development Goals. We are delighted and encouraged by AVEVA's endorsement of our initiative."

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## ***BIMcollab offers local expertise in Luxembourg through BIM consultant Laurent HENIN***

1 February 2021

The BIMcollab global network has expanded, once again, by partnering up with BIM consultant Laurent HENIN in Luxembourg. As a representative of BIMcollab, Laurent HENIN will offer Luxembourg BIM professionals local advice, helping them reach the next BIM level and starting their professional issue management journey.

### Latest innovations and trends in the field

Laurent HENIN works as a BIM Information Manager at the Center Hospitalier Neuro-Psychiatrique (CHNP) in Ettelbruck, Luxembourg, where he is responsible for the implementation of BIM. Since March 2020, Laurent additionally offers OpenBIM consulting services. The combination of both activities causes him to be aware of the latest innovations and trends in the field of construction digitalization and BIM. Laurent will be a valuable addition to BIMcollab as an official representative.

Erik Pijenburg, CEO of BIMcollab: *"We are happy to introduce Laurent HENIN as our BIMcollab partner in Luxembourg. With his experience and extensive BIM knowledge, we are convinced he will provide high quality BIM services and local expertise."*

### 'Effective communication is the key to success'

The BIM transition in Luxembourg and neighboring countries is well on its way. A large number of companies have invested in BIM software and training over the last few years, leading to a growing need for BIM issue management. Through BIMcollab ZOOM models can be checked and validated and via BIMcollab Cloud, issues can be easily identified, assigned and corrected, saving a lot of time and preventing construction errors.

Laurent HENIN: *"Effective communication is the key to success in carrying out projects. BIMcollab will offer the Luxembourg market a solution allowing to visualize, centralize, trace and document the collaboration based on BIM models."*

### Removing barriers

The growing interest in BIMcollab is driving the creation of a strong partner and agent network, enabling high quality services to customers in a growing number of regions in the world. No longer restricted by languages or time zones.

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## ***Cadence Announces \$5M Endowment at Massachusetts Institute of Technology***

2 February 2021

Cadence Design Systems, Inc. announced the establishment of the Cadence Design Systems Professorship Fund for the Massachusetts Institute of Technology (MIT) Stephen A. Schwarzman College of Computing.

The \$5M fund will enable the college to establish a full professorship for outstanding faculty with research and teaching interests in the fields of artificial intelligence (AI), machine learning (ML) or data analytics and can also provide career development opportunities for rising stars doing cutting-edge research in these areas.

“We’re delighted to support MIT’s efforts to advance innovation in the exciting fields of AI, ML and data analytics,” said Lip-Bu Tan, chief executive officer of Cadence. “These transformative technologies are key to the computational software industry and Cadence, and we look forward to enabling the acceleration of MIT’s groundbreaking research in these areas. I was very fortunate to have obtained my master of science degree in nuclear engineering from MIT where I focused my studies on system simulation analysis, so this endowment is very personal to me.”

“Scholars within the MIT Schwarzman College of Computing are at the forefront of computing research and education. Cadence’s generous gift is providing vital new resources for the college in supporting these faculty as they deliver the latest advances in computing and AI,” says Daniel Huttenlocher, dean of the MIT Schwarzman College of Computing. “I’m extremely grateful to Cadence for their contribution and commitment to MIT and the college.”

Establishing the new fund at MIT is part of Cadence’s overall commitment to advancing education and fostering innovation in the burgeoning fields of AI, ML and data analytics.

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## ***CONTACT Software and Eplan intensify their cooperation***

1 February 2021

**CONTACT Software offers a standard interface for CIM Database PLM to Eplan Electric P8. Now both companies are deepening their collaboration. The framework for this is defined by the new Eplan Partner Network.**

Launched in January 2021, the Eplan Partner Network (EPN) bundles the know-how of existing and new partners from the automation and IT industry worldwide. With this initiative, Eplan and well-known vendors from the fields of PLM, ERP, PLC as well as simulation set binding common goals for the further development, quality assurance and support of their system interfaces.

"The new partner network takes our previous cooperation to a higher level, because we now coordinate our roadmaps even more closely," says Nam Nguyen, Partner Account Manager at CONTACT Software. "This allows us to schedule new ECAD functions for our Elements integration platform at an early stage and keep our API up to date." That is an advantage for customers like Weidmüller and other users of Eplan software who coordinate the development of their mechatronic products via CONTACT's interface.

CONTACT's interface integrates electrical engineering into product lifecycle management.

"Together with the EPN partners, we are systematically increasing the benefits for end users," says Marco Litto, Senior Vice President Strategy & Corporate Program at Eplan. "The connectors between our systems will be planned, developed, tested, supported and marketed with the same stringency and sustainability as we are used to with regard to our own solutions."

The cooperation of leading solution providers in system integration enables companies to use data from different sources along the industrial value chain. This empowers them to design end-to-end processes from development and manufacturing to the operation of technically complex products and thus sustainably increase their productivity.

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## ***Coreform wins government grant to develop efficient simulation for complex 3D printed lattice structures***

2 February 2021

*Coreform LLC announces its receipt of a substantial government grant to explore a new method for simulating parts for 3D printed manufacturing.* }

Lattice structure patterns are becoming attractive to auto and airplane engineers because of their high strength-to-weight ratios. However, until now, these structures have been too complex for computers to be able to analyze them for things like stress reactions or collapse responses.

"Until now," says Coreform CEO Matthew Sederberg, "without the ability to test parts via computer simulation, 3D printing of lattice structure in manufacturing has been largely relegated to prototypes and non-critical parts."

Utah-based Coreform has developed an innovative technology that might solve this problem. Their patented flexible isogeometric analysis (Flex IGA) approach to simulation can handle the complexities of lattice structures with a much lower computational burden. In recognition of this technology's potential, Coreform LLC has won a highly competitive government grant that will allow them to begin developing next-generation software for simulation of the lattice structures used in 3D printing. This grant, offered through the Federal Small Business Innovation Research (SBIR) program, is designed to support small businesses in pursuing innovative solutions to technological problems.

"We're proud of Flex IGA, and proud that the SBIR program agrees that this is a valuable project to pursue," says Coreform Director of Product Management Gregory Vernon. "We think this is absolutely going to change the game for deployment of 3D printed parts."

3D printing allows manufacturers to print parts such as car bumpers with complex lattice microstructures that save material and weight. However, that low-weight approach makes the printed part vastly more complex to validate through simulation, because now the lattice microstructure has to be "meshed" into thousands of tiny elements itself (see the image above). The work of dividing those lattice structures into tiny parts for computation is too difficult and time-consuming to be practicable for any but small and simple parts. This is why 3D printing of lattice structures has not yet become widely-used.

Coreform's Flex IGA process may make it possible to subdivide, or "mesh", these complex microstructures with a minimum of time and expense. They anticipate using the SBIR grant to computer

simulate a 3D-printed lattice structure that is more than ten times larger than any lattice structure that can be simulated today. If successful, Coreform's technology will be key to making 3D printing a reality for manufacturers.

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### ***Jovian Technologies Joins Nielsen Connect Partner Network to enable Market Driven AI Competitive Insights to CPG/Food & Beverage Companies***

30 January 2021

Jovian Technologies, a leader in delivering competitive insights through AI-powered solutions, advanced analytics and data science services, today announced it has joined the Nielsen Connect Partner Network, the largest open ecosystem of technology-driven solution providers for retailers and manufacturers in the consumer-packaged goods (CPG), Food and Beverage industry. The partnership enables integration of Nielsen data into JOVIAN AI, an AI-Enabled Competitive Intelligence Platform.

As a Connected Partner, Jovian will integrate NielsenIQ's point of sale (POS) and Pricing Trends data into their JOVIAN AI platform enabling users to navigate the competitive landscape through these additional market parameters. JOVIAN AI users currently navigate the platform based on UPC codes, Product categories, Product descriptions and/or Brands. The additional parameters for POS and Pricing Trends add a new layer of information extending the visibility of competing products by market share, current price and recent sales data.

"We are excited to welcome Jovian Technologies to the Connect Partner Network, as we continue to grow the network with highly qualified partners to fuel a smarter market for the retail and consumer packaged goods industry," said Brett Jones, Global Leader, Connect Partner Network, NielsenIQ.

"Through the unmatched breadth of our collaborative ecosystem of trustworthy and innovative partners, our clients are uniquely positioned to solve their biggest problems and stay ahead of a rapidly changing consumer landscape."

"CPG/F&B manufacturers are at a crossroads now that the pandemic has overturned buying patterns and forced the optimization of SKUs in many categories," said Ravi Desai, CTO and Head of Products at Jovian Technologies. "AI and machine learning can quickly turn data into actionable insights helping clients optimize product lines with data driven decisions and gain an edge over competitors."

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### ***Lectra partners with Microsoft to boost digital transformation in the fashion industry***

4 February 2021

**Lectra announces its partnership with Microsoft, which will help brands and retailers in the fashion industry focus on both technological innovation and digital acceleration. The commercial and technological partnership between the two brands is the result of several years of collaboration. This partnership was initiated by Lectra in 2015, when the company chose Azure for the development of some of its solutions, in particular Kubix Link, Lectra's collaborative platform for managing product information, specifically designed for the fashion industry. The agreement signed today strengthens the existing bond between the two companies. It notably stipulates a collaborative approach to their customers in the fashion industry in France, Italy, as**

well as internationally.

## **A strategic choice in the digital age**

A key player in Industry 4.0 in the fashion, automotive and furniture industries, Lectra designs smart industrial solutions that help brands, manufacturers and retailers develop, produce and market their products. Always placing innovation at the heart of its approach, Lectra has been using cutting edge Industry 4.0 technologies since 2015, including artificial intelligence, the Internet of Things (IoT), big data and cloud technology.

*"Microsoft Azure provided us with the scalability, security and flexibility we needed to innovate and reduce time-to-market,"* explains Maximilien Abadie, Chief Strategy Officer at Lectra.

This partnership, which strengthens the existing bond between the two companies, also shows Lectra's desire to take advantage of this momentum by supplying all the latest technologies that enable players in the fashion, automotive and furniture industries to go digital and thus transform their business model.

Lectra's objective is to support its customers through the Industry 4.0 revolution. The digitization of processes and data, as well as shared visibility across the entire ecosystem, are the first steps.

## **Why Microsoft**

In addition to Azure's technological strengths, Lectra decided to partner with Microsoft for several reasons:

- Both brands are driven by innovation. Lectra invests 12% of its turnover in R&D each year. Microsoft encourages business innovation through partnerships with suppliers such as Lectra.
- A long-term strategic vision focused on the challenges faced by their mutual customers. Microsoft and Lectra are joining forces to bring even more powerful solutions to fashion industry players. Both companies use technological breakthroughs to reinvent business models or create new ones.
- A worldwide presence. As Lectra has customers in more than 100 countries, it is essential for the company to choose a partner with a strong international presence.
- Marketing and sales support. Microsoft will help Lectra in these two areas to accelerate the adoption of its Kubix Link solution.

## **Why Lectra**

Microsoft's choice was based on two key aspects:

- Lectra's expertise in the fashion industry. For more than 40 years, the company has worked hand in hand with brands, manufacturers, and distributors in this sector. Lectra helps them transform their business models, processes, core activities, and tools. They support all major changes at each stage of value creation.
- The potential of the Kubix Link solution. This smart, intuitive, and scalable platform helps brands and retailers reinvent teamwork, connecting all internal and external stakeholders, from ideation to physical and digital points of sale. They can therefore make the most of their product data and processes and create a unique omni-channel experience for consumers.

*"While digital transformation has sped up since the start of the pandemic, we are proud to partner with Lectra to support the acceleration of the digital transformation in the fashion industry. Combined with the power of Microsoft Azure, the Kubix Link platform offers new opportunities to fashion brands in terms of agility, collaboration, and visibility. It allows us to accelerate the emergence of Industry 4.0 through the winning combination of product lifecycle management (PLM), product information*

management (PIM) and digital asset management (DAM) solutions," explains Agnès Van de Walle, Director of One Commercial Partner, Microsoft France.

## **The next steps**

Today, Lectra's ambition is to "become a key player of Industry 4.0 in the fashion, automotive and furniture industries by 2030," adds Maximilien Abadie. The company intends to achieve this objective by harnessing the full potential of new technologies, in partnership with Microsoft, with a view to constantly providing breakthrough innovations.

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## **Milind Kulkarni Appointed as the Chief Financial Officer of Tech Mahindra – Effective 2nd April 2021**

5 February 2021

Tech Mahindra, a leading provider of digital transformation, consulting and business re-engineering services and solutions, today announced the appointment of Milind Kulkarni as the Chief Financial Officer (CFO) effective 2nd April 2021. Milind Kulkarni will take over from the current CFO, Manoj Bhat, who will be moving as 'Group Chief Financial Officer', M&M Group as part of the leadership rotation strategy.

**CP Gurnani, MD & CEO, Tech Mahindra, said,** "It's been a pleasure working with Manoj over the years, and I wish him all the best in his new role as the M&M Group's Chief Financial Officer. He has been instrumental in spearheading the growth of the organization and I would like to thank him for his immense contributions to the finance function. I welcome Milind Kulkarni, who has worked with the company for over 19 years in multiple leadership roles including as CFO till May 2018, in his new role."

Milind Kulkarni has been associated with Tech Mahindra since 2002. He has held key leadership positions at Tech Mahindra, including being the CFO of Tech Mahindra till May 2018 and in his current role as a Senior Advisor for the company.

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## **Prototech Solutions – TransMagic Partnership**

1 February 2021

TransMagic, Inc., an industry leader in 3D CAD productivity tools, and ProtoTech Solutions, a custom software development company, have joined forces to bring the AEC and MCAD industries a series of translators that can effectively connect AEC and MCAD applications such as AutoCAD, Revit, Fusion 360, Max, and Solidworks.

### **Brief information about our translators on various CAD platforms:**

- STEP, JT, and Catia V5 Exporter for AutoCAD
- STEP, JT, and Catia V5, IGES, Parasolid Exporter for Revit
- STEP, Parasolid, Inventor Importer for Revit

**And many more in the pipeline**

**How would the translators be helpful to the CAD community?**



Most translation efforts are focused on specific industries. This series of translators will serve the CAD community by bridging the gap between industries, where there is a great need for collaboration, for example where mechanical systems are included in civil and architectural designs. To add on, since CAD software is very expensive, having multiple of them is not feasible, having translators gives the advantage of translating files to the required format.

### **Statement from TransMagic**

“Using our intimate knowledge of 3D geometric data, TransMagic has created individual plugin translators to import and export 3D models from Revit and AutoCAD,” stated Todd Reade, CEO of TransMagic. “We are building strong data bridges between the primary mechanical design environments and the architectural world. Our intention is to make projects become more profitable and efficient by eliminating tedious manual steps to re-use 3D data and communicate design intentions.”

### **Statement from ProtoTech Solutions:**

“ProtoTech has decades of staff years of working with different formats used in 3D and the interoperability toolkits in the market. TransMagic is a well-known technology provider in this space for two decades now. We are very excited to be partnering with TransMagic and making their interoperability solution accessible to many more.” states ProtoTech’s CEO Rajesh Bhartiya.

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### ***Rand Worldwide, Inc. promotes Bill Zavadil to President***

1 February 2021

Rand Worldwide, Inc., the parent Company of IMAGINiT Technologies, Rand SIM, ASCENT and Rand 3D and a global leader in providing technology solutions to organizations with engineering design and information technology requirements, today announced that its Chief Operating Officer, Bill Zavadil, has been promoted to the role of President effective February 1, 2021. Larry Rychlak will remain as the Company’s Chief Executive Officer and will work with Mr. Zavadil on growth and operating strategies.

“Bill has over thirty years’ experience leading successful teams and organizations in the design engineering industry and is the natural choice to lead Rand Worldwide for the coming years,” commented Mr. Rychlak. “This is a well earned recognition and the logical next step for Bill. I’m very pleased to continue working with him and our strong management team in consistently delivering outstanding results for our customers, our employees and our shareholders.”

"I look forward to taking on the additional responsibilities of the new role and thank the Board of Directors and Larry for the confidence that they have shown in me through this promotion," stated Mr. Zavadil. "Rand Worldwide, Inc. is extremely well positioned to grow and thrive in the ever-changing marketplace, and I'm very excited to help lead the Company to even greater heights."

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### ***TCS Recognized as a Global Top Employer for Sixth Consecutive Year***

1 February 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions

organization, has been named a Global Top Employer by the Top Employers Institute for the sixth successive year. TCS was one of only 16 companies worldwide to receive the recognition.

In the country-wise rankings, TCS achieved the Top 3 status in 18 of the 21 countries for which rankings were released. TCS was ranked the #1 Top Employer in the US, UK, Finland, Switzerland, Singapore, Philippines, Malaysia, Hong Kong, Ecuador, Chile and Australia. In addition to the global ranking, it has been certified as a Top Employer in Europe, UK, North America, APAC, MEA and LATAM.

The Top Employers Institute recognized TCS for its employee-friendly workplace practices and continued investments in building up talent across the organization through professional development initiatives and digital skills programs.

TCS has supported its teams throughout the COVID-19 pandemic and rapidly enabled over 95% of employees to work from home within a matter of weeks. With employees working remotely, TCS provided extra support to its workforce including virtual counseling services and medical helpdesks for physical and mental wellness. A virtual engagement team was set up to keep employees connected and promote wellbeing.

The company's continued investment in organic talent development, focus on upskilling and innovative training methods, learning platforms, and certifications, have resulted in industry-leading outcomes. To date, 366,000 employees globally have been trained on multiple new technologies, and over 444,000 have been trained on Agile methods.

TCS' Contextual Masters program celebrates experienced employees who build up deep knowledge about the customer's business and technology landscape on the job and use that contextual knowledge to create value. Over 10,000 individuals have been identified as contextual masters till date. This knowledge and the large pool of digital experts have been central to TCS' engagement with some of the world's top corporations in their growth and transformation initiatives.

This combination of purpose-driven people culture and world-leading HR practices have made the company the global industry benchmark in talent retention. Its attrition rate in IT services on a last twelve months' basis was at an all-time low of 7.6% at the end of the December quarter. TCS' 469,261 employees represent a diverse workforce comprising 147 nationalities, with women constituting 36.4% of the base.

*"We are delighted to be recognized as a Global Top Employer yet again. Throughout the past year, we have concentrated on sharpening employee engagement and maintaining morale. Our commitment to our employees and continued investments in helping them acquire newer capabilities have resulted in our employees feeling valued, and brought us all closer together as an organization,"* said **Milind Lakkad, CHRO, TCS**.

*"Operating in a world of whirlwind change, this year's roster of Top Employers kept pace with the demands of the workplace, channeling empathy into purposeful action. We are pleased to recognize and share insights from organizations like Tata Consultancy Services who have prioritized excellence in people practices that foster an innovative, inspiring, and impactful workplace of the future,"* outlined **David Plink, CEO, Top Employers Institute**.

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## *Thousands of leads generated with TraceParts' digital marketing services in 2020*

1 February 2021

TraceParts, a world-leading supplier of digital content for engineering, has announced excellent results for its digital marketing services in 2020.

TraceParts is well known for its TraceParts.com CAD content platform, which allows parts manufacturers and distributors to publish their 3D catalogs. Once the CAD models of their products have been uploaded, they can be downloaded by millions of engineers and designers around the world. In addition to its 3D catalog publication solutions, TraceParts also provides digital marketing services for marketing professionals looking to target industrial engineers and designers.

The marketing email service allows them to accurately define the target contacts, such as segmenting by center of interest (mechanical CAD, CAM, prototyping, 3D printing, electric and electronic CAD, etc.), sector of activity (mechanical engineering, automation, special machinery, etc.) or type of product downloaded from the TraceParts.com CAD content platform.

With **over 900,000 opt-in** contacts in over 49 sectors of activity, the TraceParts database is considered to be one of the highest quality bases in its sector.

Drawing strength from over 20 years' experience in digital marketing, **TraceParts generated in excess of 18,700 leads last year for its customers**, representing an increase of more than 13% compared to 2019! A combination of targeted and segmented email campaigns with pre-completed forms produced an average of 95 leads per campaign. TraceParts sent those leads straight to its customers, so that they could feed them into their CRM systems or pass them onto their sales teams.

The digital marketing experts at TraceParts can leverage their in-depth knowledge of the profiles of the engineers and designers registered on the TraceParts.com platform, as well as insights into their practices for searching, selecting and downloading CAD models from industrial parts catalogs. They can use that information to advise and guide their customers in choosing the right segmentation criteria and achieving superior performance with **an average open rate of 21.4%** in 2020 and a **click rate of 3.2%** per campaign.

Despite the health crisis caused by the COVID-19 pandemic, the TraceParts digital marketing teams continued to achieve excellent results in 2020, thereby proving that generating leads is still high on the priority list for marketing professionals. Harnessing digital technologies is vitally important at a time when it is difficult or even impossible to meet up with prospects and customers.

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## *Wipro recognised as Top Employer 2021 in Brazil*

2 February 2021

Wipro Limited, a leading global information technology, consulting and business process services company, today announced that it has been recognized by the Top Employers Institute as a Top Employer in Brazil, for 2021.

The Top Employers Institute program certifies organizations based on their HR Best Practices Survey covering six Human Resources domains consisting of 20 topics such as People Strategy, Work Environment, Talent Acquisition, Learning, Well-being, Diversity, Inclusion, and more. This

certification showcases an organization's dedication to a better world of work and exhibition through excellent HR policies and people practices.

Wipro has built a significant presence in Latin America over 14 years with offices across seven countries in the region - Brazil, Peru, Argentina, Mexico, Chile, Colombia, and Costa Rica. Wipro has been certified with a high score in People Management – which is pertinent to the company's commitment to provide the best of its global experience to talent and vision to grow operations in the region.

**David Plink, CEO, Top Employers Institute** said, “Despite the challenging year we have experienced (which has certainly made an impact on organisations around the globe), Wipro has continued to demonstrate the power of putting their people first in the workplace. We are proud to share this year's announcement and congratulate the organisations who have been certified in their respective countries through the Top Employers Institute programme”

**Mukund Seetharaman, Managing Director, Latin America, Wipro Limited** said, “At Wipro, we strongly believe that our biggest asset is our teams. We are engaged in creating a great employee experience and foster a culture that nurtures talent in Brazil. It is our continuous mission to adopt people practices that are innovative, employee-centric, and help our people realize their true potential. This is a great moment for us, and I would like to congratulate all our employees, partners and, clients who made this journey possible for us.”

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## Event News

### *Altair to Virtually Present at the Goldman Sachs 2021 Technology & Internet Conference*

2 February 2021

Altair, a global technology company providing software and cloud solutions in the areas of simulation, high-performance computing (HPC), and artificial intelligence (AI), announced today that James Scapa, chairman and chief executive officer, will virtually present at the **Goldman Sachs 2021 Technology & Internet Conference** on Wednesday, February 10, 2021 at 10:30 a.m. ET.

A live webcast, as well as a replay, of the presentation will be available on the company's investor relations website.

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## Financial News

### *Autodesk Extends Invitation to Join Financial Results Conference Call*

1 February 2021

Autodesk, Inc. announced it will broadcast its fourth quarter fiscal 2021 financial results conference call live via its website Thursday, February 25, 2021, at 2:00 p.m. Pacific Time. Autodesk will host a live webcast call Thursday, February 25, 2021 at 2:00 p.m. PT at [www.autodesk.com/investors](http://www.autodesk.com/investors). An audio

replay webcast will also be available after 5:00 p.m. PT on Autodesk's website at [www.autodesk.com/investors](http://www.autodesk.com/investors).

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## ***Bechtle Defies the Crisis***

4 February 2021

**Unruffled by the coronavirus crisis, Bechtle AG grew strongly in the 2020 fiscal year, according to preliminary figures. Revenue rose largely organically by over 8 per cent to around €5.82 billion, from €5.37 billion in the prior year. Bechtle increased its pre-tax profit by around 14 per cent to approximately €270 million. The EBT margin is thus expected to be 4.6 per cent. As of 31 December 2020, Bechtle had a total workforce of 12,180 (prior year: 11,487).**

With a revenue increase of around 11 per cent, the fourth quarter saw very strong development. In the IT E-Commerce segment revenue increased more than 7 per cent, and in the IT System House & Managed Services segment it grew even more than 13 per cent compared to the prior year. Growth dynamics thus increased noticeably compared to the previous quarters.

Bechtle AG will publish the complete and audited results for the 2020 fiscal year on Friday, 19 March 2021.

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## ***Dassault Systèmes Reports 2020 Fourth Quarter Results At the High End or Above Company Guidance***

4 February 2021

Dassault Systèmes announces IFRS unaudited financial results for the fourth quarter and year ended December 31, 2020. The Group's Board of Directors reviewed these results on February 3, 2021. This press release also includes financial information on a non-IFRS basis and reconciliations with IFRS figures in the Appendix to this communication.

### Highlights

(Unaudited, all revenue growth in constant currencies)

- **Q4 benefited from large deal activity on both a license and subscription basis**
- **FY IFRS EPS of €1.86 and non-IFRS EPS of €3.77**
- **FY Recurring Revenue up 27% to €3.2 billion, 80% of total software (IFRS and non-IFRS)**
- **Cash flow from operations up 5% to €1.24 billion for 2020**
- **Strong MEDIDATA performance: revenues, customer growth, and backlog for 2021**
- **DS initiates 2021 non-IFRS financial objectives: total revenue up 9% to 10% at constant currency and EPS of €4.10 to €4.15, up 13% to 14% at constant currency**

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## ***FARO to Announce Financial Results for the Fourth Quarter and Full Year 2020***

3 February 2021

FARO Technologies, Inc., a global leader of 3D measurement, imaging and realization solutions for the 3D Metrology, AEC (Architecture, Engineering & Construction), and Public Safety Analytics markets, today announced that after market close on Wednesday, February 17, 2021, it will release its financial results for the fourth quarter and full year ended December 31, 2020. In conjunction with the release, Michael D. Burger, President and Chief Executive Officer, and Allen Muhich, Chief Financial Officer, will host a conference call on Thursday, February 18, 2021 at 8:00 a.m. ET.

Interested parties can access the conference call by dialing 877-876-9174 (U.S.) or +1 785-424-1669 (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/about-faro/investor-relations/events>

A replay of the 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 remain available for approximately 30 calendar days.

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## ***PROS Holdings, Inc. Reports Fourth Quarter and Full Year 2020 Financial Results***

4 February 2021

PROS Holdings, Inc., a provider of AI-powered solutions that optimize selling in the digital economy, today announced financial results for the fourth quarter and full year ended December 31, 2020.

“I’m incredibly proud of our global team who helped grow our business and delivered a record number of customer go-lives during this challenging year,” stated CEO Andres Reiner. “We’ve been innovating on our platform to ensure companies are prepared for the shift to digital selling. Industry analysts expect that by 2025, 80% of B2B sales interactions will occur in digital channels, and we’re well-positioned to capture the large market opportunity in front of us.”

### **Fourth Quarter and Full Year 2020 Financial Highlights**

Key financial results for the fourth quarter and full year 2020 are shown below. Throughout this press release, all dollar figures are in millions, except net loss per share. Unless otherwise noted, all results are on a reported basis and are compared with the prior-year period.

	<b>GAAP</b>			<b>Non-GAAP</b>		
	<b>Q4 2020</b>	<b>Q4 2019</b>	<b>Change</b>	<b>Q4 2020</b>	<b>Q4 2019</b>	<b>Change</b>
<b>Revenue:</b>						
Total Revenue	\$60.9	\$66.2	(8)%	n/a	n/a	n/a
Subscription Revenue	\$42.9	\$40.7	5%	n/a	n/a	n/a
Subscription and Maintenance Revenue	\$52.6	\$54.1	(3)%	n/a	n/a	n/a

### **Profitability:**



## CIMdata PLM Late-Breaking News

Gross Profit	\$35.5	\$37.8	(6)%	\$37.0	\$39.4	(6)%
Operating Loss	\$(13.4)	\$(15.1)	\$1.6	\$(6.1)	\$(6.4)	\$0.3
Net Loss	\$(18.2)	\$(17.3)	\$(0.9)	\$(5.9)	\$(4.7)	\$(1.2)
Net Loss Per Share	\$(0.42)	\$(0.41)	\$(0.01)	\$(0.14)	\$(0.11)	\$(0.03)
Adjusted EBITDA	n/a	n/a	n/a	\$(4.2)	\$(4.6)	\$0.5

### **Cash:**

Net Cash Provided by Operating Activities	\$12.5	\$12.9	\$(0.4)	n/a	n/a	n/a
Free Cash Flow	n/a	n/a	n/a	\$11.4	\$11.0	\$0.5

#### **GAAP**

#### **Non-GAAP**

FY 2020	FY 2019	Change	FY 2020	FY 2019	Change
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### **Revenue:**

Total Revenue	\$252.4	\$250.3	1%	n/a	n/a	n/a
Subscription Revenue	\$170.5	\$145.3	17%	n/a	n/a	n/a
Subscription and Maintenance Revenue	\$215.2	\$203.5	6%	n/a	n/a	n/a
Annual Recurring Revenue ("ARR")	n/a	n/a	n/a	\$209.7	\$219.8	(5)%

### **Profitability:**

Gross Profit	\$147.8	\$151.2	(2)%	\$153.9	\$157.8	(2)%
Operating Loss	\$(66.1)	\$(53.3)	\$(12.7)	\$(34.7)	\$(19.8)	\$(14.9)
Net Loss	\$(77.0)	\$(69.1)	\$(7.9)	\$(28.3)	\$(14.2)	\$(14.1)
Net Loss Per Share	\$(1.78)	\$(1.72)	\$(0.06)	\$(0.65)	\$(0.35)	\$(0.30)
Adjusted EBITDA	n/a	n/a	n/a	\$(27.6)	\$(13.2)	\$(14.4)

### **Cash:**

Net Cash (Used In) Provided by Operating Activities	\$(49.4)	\$5.2	\$(54.6)	n/a	n/a	n/a
Free Cash Flow	n/a	n/a	n/a	\$(53.3)	\$(0.9)	\$(52.5)

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

### **Recent Business Highlights**

- Designated as a 2020-2021 Great Place to Work-Certified™ company in recognition of PROS commitment to fostering a workplace culture that creates meaningful experiences for employees and impactful leadership.
- Expanded our partnership with SAP with the launch of PROS B2B pricing solutions on the SAP

## CIMdata PLM Late-Breaking News

App Center, providing the SAP ecosystem with dynamic pricing capabilities that accelerate digital and omnichannel selling.

- Ranked as the top small-to-mid cap company in RBC Capital Markets' ESG Software Scorecard in recognition of the quantity and quality of our environmental, social, and governance (ESG) disclosures and practices.
- Named Gold winner in the 2020 Best in Biz Awards for Sales Software Enterprise Product of the Year for PROS Smart CPQ in recognition of our market-leading digital selling technology.
- Appointed Martin Simoncic as Chief Customer Officer and Sherry Lautenbach as Senior Vice President of Global B2B Sales to drive end-to-end customer engagement and continued market adoption of PROS digital selling solutions.
- Welcomed new customers that are adopting our digital selling technology such as Breeze Airways, Carrier, Nippon Gases, among others.

### Financial Outlook

PROS currently anticipates the following based on an estimated 44.2 million basic weighted average shares outstanding and a 22% non-GAAP estimated tax rate for the first quarter ending March 31, 2021.

	Q1 2021 Guidance	v. Q1 2020 at Mid-Point
Total Revenue	\$59.7 to \$60.7	(9)%
Subscription Revenue	\$42.0 to \$42.5	(2)%
Non-GAAP Loss Per Share	\$(0.29) to \$(0.27)	\$(0.05)
Adjusted EBITDA	\$(13.0) to \$(12.0)	\$(1.1)

### Conference Call

In conjunction with this announcement, PROS Holdings, Inc. will host a conference call on Thursday, February 4, 2021, 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.

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### *OpenText Reports Second Quarter Fiscal Year 2021 Financial Results*

4 February 2021

### Second Quarter Highlights

Total Revenues (in millions)		Annual Recurring Revenues (in millions)		Cloud Revenues (in millions)	
Reported	Constant Currency	Reported	Constant Currency	Reported	Constant Currency
\$855.6	\$839.4	\$684.9	\$673.6	\$350.5	\$346.7
+10.9%	+8.8%	+21.5%	+19.5%	+41.1%	+39.6%

# CIMdata PLM Late-Breaking News

Annual Recurring Revenues represents **80%** of Total Revenues

- Operating Cash Flows of \$282.5 million in the quarter, up 36.3% Y/Y
- Free Cash Flows of \$274.8 million in the quarter, up 46.5% Y/Y
- GAAP-based net income (loss) of (\$65.5) million, down 160.9% Y/Y, margin of (7.7)% down 2,160 basis points Y/Y, primarily due to one-time IRS settlement charge of \$299 million
- Adjusted EBITDA of \$360.8 million, up 13.8%, margin of 42.2%, up 110 basis points Y/Y
- GAAP-based diluted earnings (loss) per share of (\$0.24), down 160.0% Y/Y
- Non-GAAP diluted earnings per share of \$0.95, up 13.1%, and \$0.92 in constant currency, up 9.5% Y/Y

Open Text Corporation (NASDAQ: OTEX), (TSX: OTEX), "The Information Company," today announced its financial results for the second quarter ended December 31, 2020.

"OpenText delivered another quarter of strong growth, reflecting the power of our business model and exceptional performance in all of our key metrics," said Mark J. Barrenechea, OpenText CEO & CTO. "Total revenues grew to \$855.6 million, up 10.9% year-over-year, and Cloud Services and Subscriptions revenues grew to \$350.5 million, up 41.1% year-over-year. Annual Recurring Revenues (ARR) grew to a record \$684.9 million, up 21.5% year-over-year, now representing 80% of total revenues."

"Increasing demand for OpenText's Information Management cloud offerings strongly positions us to achieve market share gains through continued alignment with our customers' digital transformation and business needs," said Mr. Barrenechea.

"OpenText demonstrated strong operational excellence in our second quarter, generating free cash flows of \$274.8 million, with a record Adjusted EBITDA of \$360.8 million", said OpenText EVP, CFO, Madhu Ranganathan. "Our balance sheet and liquidity position of approximately \$1.5 billion of cash at the end of the quarter and a 1.6x net leverage ratio, supports our goals to grow, generate cash and pursue our Total Growth strategy."

## Financial Highlights for Q2 Fiscal 2021 with Year Over Year Comparisons

<b>Summary of Quarterly Results</b>							
(In millions, except per share data)	Q2 FY'21	Q2 FY'20	\$ Change	% Change (Y/Y)	Q2 FY'21 in CC*	% Change in CC*	
<b>Revenues:</b>							
Cloud services and subscriptions	\$350.5	\$248.3	\$102.1	41.1 %	\$346.7	39.6 %	
Customer support	334.5	315.5	19.0	6.0 %	326.9	3.6 %	
<b>Total annual recurring revenues**</b>	<b>\$684.9</b>	<b>\$563.8</b>	<b>\$121.1</b>	<b>21.5 %</b>	<b>\$673.6</b>	<b>19.5 %</b>	
License	107.3	138.1	(30.7)	(22.3 %)	104.1	(24.6 %)	

## CIMdata PLM Late-Breaking News

Professional service and other	63.4	69.6	(6.3)	(9.0)	%	61.6	(11.4)	%	
<b>Total revenues</b>	<b>\$855.6</b>	<b>\$771.6</b>	<b>\$84.1</b>	<b>10.9</b>	<b>%</b>	<b>\$839.4</b>	<b>8.8</b>	<b>%</b>	
GAAP-based operating income	\$234.5	\$184.7	\$49.7	26.9	%	N/A	N/A		
Non-GAAP-based operating income <sup>(1)</sup>	\$340.5	\$296.4	\$44.2	14.9	%	\$330.9	11.6	%	
GAAP-based earnings (loss) per share, diluted	(\$0.24)	\$0.40	(\$0.64)	(160.0)	%	N/A	N/A		
Non-GAAP-based EPS, diluted <sup>(1)(2)</sup>	\$0.95	\$0.84	\$0.11	13.1	%	\$0.92	9.5	%	
GAAP-based net income (loss) attributable to OpenText	(\$65.5)	\$107.5	(\$172.9)	(160.9)	%	N/A	N/A		
Adjusted EBITDA <sup>(1)</sup>	\$360.8	\$317.0	\$43.7	13.8	%	\$351.0	10.7	%	
Operating cash flows	\$282.5	\$207.2	\$75.2	36.3	%	N/A	N/A		
Free cash flows <sup>(1)</sup>	\$274.8	\$187.6	\$87.2	46.5	%	N/A	N/A		

### Summary of YTD Results

(In millions, except per share data)	FY'21 YTD	FY'20 YTD	\$ Change	% Change (Y/Y)	FY'21 YTD in CC*	% Change in CC*
<b>Revenues:</b>						
Cloud services and subscriptions	\$691.4	\$485.6	\$205.8	42.4 %	\$686.9	41.5 %
Customer support	663.9	627.8	36.1	5.7 %	654.0	4.2 %
<b>Total annual recurring revenues**</b>	<b>\$1,355.3</b>	<b>\$1,113.4</b>	<b>\$241.9</b>	<b>21.7 %</b>	<b>\$1,341.0</b>	<b>20.4 %</b>
License	175.9	216.0	(40.1)	(18.6) %	171.3	(20.7) %
Professional service and other	128.5	139.0	(10.6)	(7.6) %	125.2	(10.0) %

## CIMdata PLM Late-Breaking News

<b>Total revenues</b>	<b>\$1,659.7</b>	<b>\$1,468.4</b>	<b>\$191.2</b>	<b>13.0</b>	<b>%</b>	<b>\$1,637.4</b>	<b>11.5</b>	<b>%</b>	
GAAP-based operating income	\$416.8	\$317.3	\$99.6	31.4	%	N/A	N/A		
Non-GAAP-based operating income <sup>(1)</sup>	\$660.9	\$530.3	\$130.6	24.6	%	\$644.8	21.6	%	
GAAP-based EPS, diluted	\$0.14	\$0.67	(\$0.53)	(79.1)	%	N/A	N/A		
Non-GAAP-based EPS, diluted <sup>(1)(2)</sup>	\$1.84	\$1.48	\$0.36	24.3	%	\$1.79	20.9	%	
GAAP-based net income attributable to OpenText	\$37.9	\$181.9	(\$144.0)	(79.2)	%	N/A	N/A		
Adjusted EBITDA <sup>(1)</sup>	\$703.1	\$571.2	\$131.9	23.1	%	\$686.7	20.2	%	
Operating cash flows	\$516.4	\$344.7	\$171.7	49.8	%	N/A	N/A		
Free cash flows <sup>(1)</sup>	\$493.4	\$306.5	\$186.9	61.0	%	N/A	N/A		

<sup>(1)</sup> Please see note 2 "Use of Non-GAAP Financial Measures" below.

<sup>(2)</sup> Please also see note 14 to the Company's Fiscal 2018 Consolidated Financial Statements on Form 10-K. Reflective of the amount of net tax benefit arising from the internal reorganization assumed to be allocable to the current period based on the forecasted utilization period.

Note: Individual line items in tables may be adjusted by non-material amounts to enable totals to align to published financial statements.

\*CC: Constant currency for this purpose is defined as the current period reported revenues/expenses/earnings represented at the prior comparative period's foreign exchange rate.

\*\* Annual recurring revenue is defined as the sum of Cloud services and subscriptions revenue and Customer support revenue.

### **Dividend Program**

As part of our quarterly, non-cumulative cash dividend program, the Board declared on February 3, 2021 a cash dividend of \$0.2008 per common share. The record date for this dividend is March 5, 2021 and the payment date is March 26, 2021. OpenText believes strongly in returning value to its shareholders and intends to maintain its dividend program. Any future declarations of dividends and the establishment of future record and payment dates are all subject to the final determination and discretion of the Board of Directors.

### **Quarterly Business Highlights**

- Key customer wins in the quarter included Auto Club Group, Autoriteit Persoonsgegevens, City

## CIMdata PLM Late-Breaking News

of San Diego, UK Department for Work and Pensions, Evonik Industries AG, Froneri, Heraeus, McCain Foods, MedPro Group, Nestlé, Norwegian Labour and Welfare Administration, Region Skane, Revo Health, SaskPower

- OpenText Launches BrightCloud® Cloud Service Intelligence
- OpenText named a leader in 2020 Gartner Magic Quadrant for Content Services Platforms
- Launched OpenText™ Cloud Editions 20.4, designed to help customers get to the cloud, accelerate digital transformation, and rethink the future of work
- OpenText brings Digital Investigation to the Cloud with Microsoft Azure
- OpenText announced \$1M USD donation to support food security

<b><u>Summary of Quarterly Results</u></b>											
	<b>Q2 FY'21</b>	<b>Q1 FY'21</b>	<b>Q2 FY'20</b>	<b>% Change (Q2 FY'21 vs Q1 FY'21)</b>		<b>% Change (Q2 FY'21 vs Q2 FY'20)</b>					
Revenue (millions)	\$855.6	\$804.0	\$771.6	6.4	%	10.9	%				
GAAP-based gross margin	70.5	69.0	69.9	150		60		bps			bps
GAAP-based earnings (loss) per share, diluted	(\$0.24)	\$0.38	\$0.40	(163.2)	%	(160.0)	%				
Non-GAAP-based gross margin <sup>(1)</sup>	77.1	76.5	75.5	60		160		bps			bps
Non-GAAP-based EPS, diluted <sup>(1)(2)</sup>	\$0.95	\$0.89	\$0.84	6.7	%	13.1	%				

<sup>(1)</sup> Please see note 2 "Use of Non-GAAP Financial Measures" below.

<sup>(2)</sup> Please also see note 14 to the Company's Fiscal 2018 Consolidated Financial Statements on Form 10-K. Reflective of the amount of net tax benefit arising from the internal reorganization assumed to be allocable to the current period based on the forecasted utilization period.

### **Conference Call Information**

The public is invited to listen to the earnings conference call today at 5:00 p.m. ET (2:00 p.m. PT) by dialing 1-800-319-4610 (toll-free) or +1-604-638-5340 (international). Please dial-in 10 minutes ahead of time to ensure proper connection. Alternatively, a live webcast of the earnings conference call will be available on the Investor Relations section of the Company's website at <http://investors.opentext.com/investor-events-and-presentations>.

A replay of the call will be available beginning February 4, 2021 at 7:00 p.m. ET through 11:59 p.m. on



## CIMdata PLM Late-Breaking News

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February 18, 2021 and can be accessed by dialing 1-855-669-9658 (toll-free) or +1-604-674-8052 (international) and using passcode 5838 followed by the number sign.

Please see below note (2) for a reconciliation of U.S. GAAP-based financial measures used in this press release, to Non-GAAP-based financial measures. Additionally, "off-cloud" is a term we use to describe license transactions.

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### ***Synopsys Announces Earnings Release Date for First Quarter Fiscal Year 2021***

3 February 2021

Synopsys, Inc. announced it will report results for the first quarter fiscal year 2021 on Wednesday, Feb. 17, 2021, after the market close. A conference call to review the results will begin at 2:00 p.m. PT (5:00 p.m. ET) and will be hosted by Aart de Geus, chairman and co-chief executive officer, and Trac Pham, chief financial officer.

Financial and other statistical information to be discussed on this conference call will be available on the corporate website at [www.synopsys.com](http://www.synopsys.com), immediately before the call. A live webcast will also be available on this site. Participants should access the live webcast at least 10 minutes prior to the start of the call. A webcast replay can be accessed on the corporate website beginning Wednesday, Feb. 17, 2021, at approximately 4:00 p.m. PT. The replay will be available until Synopsys announces its second quarter fiscal year 2021 results in May 2021. In addition, a dial-up replay of the conference call will be available beginning Feb. 17, 2021, at 5:00 p.m. PT, ending on Feb. 24, 2021, at midnight. The replay telephone number is USA +1-866-207-1041, and International +1-402-970-0847, Access Code 9968053.

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## Implementation Investments

### ***Australian Institute of Marine Science and Accenture Join Forces to Advance Coral Reef Monitoring and Conservation***

2 February 2021

Australia's tropical marine research agency, the Australian Institute of Marine Science (AIMS) and Accenture are working together to accelerate global efforts to protect coral reefs. The collaboration supports AIMS' wider coral reef monitoring efforts as the teams seek to transform the technology used to monitor, collate and analyze data to help improve the sustainable management of these fragile marine ecosystems.

Following an initial phase of experimentation at The Dock, Accenture's flagship R&D and global innovation center, the project is focused on integrating cutting edge techniques in areas including cloud computing, artificial intelligence and data analytics into the applications that AIMS uses to monitor coral reefs. This will enable reef scientists to share data faster, foster collaboration between scientists and organizations across countries and regions, and ultimately assist in conservation efforts.

Reefs worldwide are under pressure. The condition of many coral reefs around the world has declined as a result of the cumulative effects of global and local challenges, through extreme weather events like marine heatwaves, tropical storms, ocean acidification, and chronic pollution. With predictions that

about 75% of coral reef globally may be severely threatened, not only are the habitats of a quarter of all marine life at risk, but so too are the food sources, incomes and livelihoods that are central to the economic future for one billion people globally.

“Australia is an economically well-developed nation hosting coral reefs, including the iconic Great Barrier Reef, and the purposeful development of these technologies will benefit nations across the world towards gaining efficiency in coral reef monitoring and fostering integrative efforts to better manage our reef systems,” said Dr. Manuel Gonzalez Rivero, Senior Research Scientist, Australian Institute of Marine Science.

“Through our work with Accenture we seek to bring innovative and transformative change to the way we monitor our reefs. Such a technological and efficient solution will provide scientists, environmental managers and decision makers with the knowledge that contributes to the sustainable productivity of marine-based industries and helps protect coral reef ecosystems globally.”

Richard McNiff, rapid innovation director, Accenture’s The Dock, added: “This project began with a team at The Dock working to identify ways to use artificial intelligence to help the environment. We started to explore new computer vision approaches to monitor coral resilience and quickly realized that by bringing together Accenture’s technology and design expertise with AIMS’ incredible knowledge and data, we could add real value to global reef conservation efforts. It was an immensely rewarding experience for our team to apply their skills to such an important topic.”

Project outcomes focused on areas including:

- Scalable Cloud computing to optimize efficiencies in data analyses.
- Emerging technologies in artificial intelligence for coral reef monitoring
- Purposeful technology development to satisfy stakeholder needs.

“The Great Barrier Reef holds significant value for Australia in terms of its natural beauty but also the economic value it contributes to the Australian economy. The use of cloud computing, real time analytics and other emerging technologies to support the valuable work provided by organisations such as AIMS will be vital to protecting the reef now and into the future,” added Tara Brady, country managing director for Accenture Australia and New Zealand.

This collaboration is a continuation of Accenture’s efforts to bring together our breadth of technological capabilities with our people’s ingenuity to protect coral reefs. Last year, Accenture, Intel and Sulubaaï Environmental Foundation announced a new solution powered by artificial intelligence to monitor, characterize and analyze coral reef resiliency, which has been deployed in the Philippines since 2019.

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### ***Deutsche Bahn Shifts Human Resources Management into the Digital Age with Oracle Fusion Cloud HCM***

2 February 2021

Deutsche Bahn AG (DB) is announcing it is fundamentally modernizing its human resources management, digitalizing most of its HR processes and transferring them to Oracle Fusion Cloud Human Capital Management (HCM). In the future, all HR topics will be accessible via a central access point for employees, managers and HR staff. Digitalisation is a key tenet of Deutsche Bahn’s corporate strategy, “Strong Rail”.

By transitioning to cloud-based software, employees will be able to handle personnel issues much more simply and easily. The new system's user-friendliness is geared towards the expectations of a generation of employees whose everyday life is characterised by smartphone apps and digital services. Oracle Cloud HCM will enable the majority of HR processes to be mapped digitally in future.

Deutsche Bahn's Chief Human Resources Officer Martin Seiler said: "The decision to implement a new comprehensive HR IT system is a milestone in our digitalisation. By migrating to Oracle Cloud HCM, we are laying the technological foundation for more efficient and more intuitive HR processes. In doing so, we are also flanking the transformation of Deutsche Bahn."

"We are delighted that Deutsche Bahn AG has chosen our solution and is working with us to transfer a very important core process to a modern cloud environment", said Stefanie Kemp, Country Leader, Oracle Germany. "With Oracle Cloud HCM, Deutsche Bahn AG is ideally positioned for the future of the HR department."

The new platform will be used in all 18 of Deutsche Bahn's business units in Germany, which will impact more than 210,000 employees, 100,000 pensioners, and many external staff.

Among other things, the scalability of the cloud solution was a key factor in selecting Oracle Cloud HCM. The system offers a high degree of flexibility, so teams can react more quickly to the constantly changing requirements of a highly dynamic environment. Additionally, the new platform allows HR managers, employees, and executives to use all digital HR services on mobile devices. They can access them at any time, from anywhere. This intuitive user interface was another key reason for choosing Oracle Cloud HCM. With the Oracle Cloud HCM, Deutsche Bahn wants to enable its employees to easily and conveniently perform everyday HR processes regardless of their location.

Oracle's 'Software-as-a-Service' HR product now offers Deutsche Bahn's HR department and employees the advantages that come with a cloud solution. This includes more flexibility and stronger IT resilience, as cloud-based systems require a significantly shorter deployment time for data under high load and fail less frequently than previous on-premises solutions.

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### ***DORSCH GRUPPE SELECTS DELTEK AS ITS GLOBAL ERP PARTNER***

3 February 2021

Deltek, a leading global provider of software and solutions for project-based businesses, announced that Dorsch Gruppe – a respected consulting and engineering partner for industrial clients, private investors and public institutions in all regions of the world – has selected Deltek as its global ERP partner. By moving to Deltek, Dorsch will be able to scale the platform as it grows its business, plus get the real-time project insight across all its entities with a unified ERP solution.

Headquartered in Germany with around two thousand employees located in the Middle East, India, Thailand and Africa, Dorsch is one of Germany's largest independent planning and consulting engineering partners for clients in industry, private investors and public institutions. Dorsch's previous ERP system was disconnected and provided little transparency between project management and financial management. Its complex global business requires the ability to process multi-currency and multi-company financials, in addition to providing accurate, real-time information easily accessible to all employees globally. After a thorough search for a partner and system that would meet all its requirements, Dorsch selected Deltek over multiple ERP vendors.

“We look forward to partnering with Dorsch to deliver complete visibility, control and insight into their projects. We design our solutions with the user in mind, allowing tight, efficient, and scalable control over their processes. Deploying Deltek Project ERP in the Cloud, Dorsch will have the real-time data it needs for its finances and projects, to make life easier, agile and more efficient as they grow,” said Neil Davidson, Regional Vice President at Deltek. “We are thrilled to welcome Dorsch to Deltek Project Nation, and work side by side with them to complete the transition from their existing ERP system to Deltek, so they can support their mission and meet the expectations of their customers around the world.”

“In 2020, we took a good look at our systems in place to ensure they were centralized and flexible, allowing our employees to work from any location needed. As we considered which companies to partner with, Deltek stood out amongst its competition and impressed us with its proven ability to deliver projects in consulting and engineering industries around the globe,” said Andreas Schweinar, Managing Director and Group CFO at Dorsch Gruppe.

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### ***Frankies Bikinis Reduces Risk Exposure with Centric PLM***

4 February 2021

California-based fashion brand Frankies Bikinis has selected Centric Software®’s Product Lifecycle Management (PLM) solution for emerging brands, Centric SMB. Centric Software provides the most innovative enterprise solutions to fashion, retail, footwear, outdoor, luxury and consumer goods companies, aimed at achieving strategic and operational digital transformation goals.

Based in Venice, CA, Frankies Bikinis delivers a variety of inclusive and on-trend swimwear, apparel and clean beauty. The brand was founded in 2012 by Francesca Aiello, fueled by her desire to create high-quality swimwear with her remarkable sense of style. The trend-driven designs and affordable price points makes their offerings a favorite among not only consumers, but an expansive and growing group of A-List celebrities.

The company has experienced rapid growth while expanding into new categories such as footwear and cosmetics and needed a tool to streamline product development to cope with the increasing number of products, product types and channels. Kalin Mowry, Director of Production and Development, recalls working in numerous spreadsheets, shared docs and emails, stating, “There were thousands of email chains just trying to track the samples, incoming shipments, and raw materials. We were looking for a streamlined solution to house everything under one roof.”

The team at Frankies Bikinis reviewed several PLM providers, but decided on Centric SMB because of its out-of-the-box configurability and the ability to meet the needs for both today and the future. Mowry states, “We chose Centric because we wanted a long-term partner whose solution can grow and expand as we do. Having all the data at our fingertips will make it easy to share documents and calendars with other departments, making the process extremely streamlined and cohesive.”

Chris Groves, President and CEO of Centric Software shares, “We are very pleased that Frankies Bikinis, an exciting and dynamic company, has chosen to partner with us. We look forward to supporting their business growth now and into the future.”

Centric SMB will allow for Kalin to have full visibility to what her team is doing. She shares, “Rather than opening up a spreadsheet to search various projections with different yields, I’ll simply pull a

consumption report. It will be amazing to have all of this information under one roof.” She explains that over the last eighteen months, the brand has brought product development in-house, stating that, “before this transition, we depended on third-party contractors for help, but now I’m really focusing on building the product team in-house. Having the software and the back-end support to foster that growth is key.”

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### ***HCL SIGNS 5-YEAR DIGITAL WORKPLACE SERVICES AGREEMENT WITH AIRBUS***

4 February 2021

HCL Technologies (HCL), a leading global technology company, today announced it has signed a five-year Digital Workplace Services Agreement with Airbus. HCL will establish a modernized digital workplace to enhance the user experience and service quality for the majority of Airbus employees globally. HCL was selected as Airbus’ preferred partner as it was able to offer the broadest combination of standard functionality and innovation capabilities to generate greater efficiency and improved time to market. HCL’s Fluid Workplace Model will enable Airbus to deploy the latest digital technologies and will rapidly simplify Airbus’ existing IT processes and optimization of delivery costs, using unique end-to-end management services to cover the information and operational technology landscape.

“We’re delighted to be working with Airbus as a key strategic partner in its digital workplace transformation journey. The combination of HCL’s scale transformational expertise and management capabilities of IT and OT landscape will enable Airbus to remain at the forefront of innovation and deliver leading-edge user experiences,” said Sandeep Saxena, Executive Vice President (UK&I, France & Benelux), HCL Technologies.

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### ***Infosys Collaborates with Siemens Gamesa Renewable Energy to Digitally Transform its Operations by Implementing SAP S/4HANA in 50+ Countries***

2 February 2021

Infosys, the global leader in next-generation digital services and consulting, has been selected by Siemens Gamesa Renewable Energy (SGRE), a global leader in the renewable energy industry, as a strategic partner for SAP S/4HANA implementation to deliver a globally harmonized ERP system. The implementation will enable Siemens Gamesa to become an agile, global organization driving digitalization, while enhancing its digital capabilities, offering, and competitive positioning.

Infosys successfully implemented a Greenfield SAP S/4HANA solution across 7 countries, replacing 2 legacy ERP systems. Infosys and Siemens Gamesa teams co-engineered and built a solution template that helped reduce redundancy across business processes and technology landscapes in record time. The solution is designed to enhance business efficiency across the value chain and reduce time-to-market. This transformation will enable real-time reporting, a digitally enabled workforce, reduced go-to-market time and is the core of Siemens Gamesa’s next-generation applications landscape. Siemens Gamesa has further engaged Infosys for an industrialized rollout across 50+ countries, 22 manufacturing plants covering all business units (including onshore, offshore, services and corporate functions), leveraging Infosys Cobalt.

**Alan Feeley, CIO of Siemens Gamesa,** said, “Implementing a single S/4HANA system across all

business units and regions is a core component of our company-wide strategy towards process efficiency, standardization and industrialization. These first go live steps across 7 countries, supporting all business types, have proven the value of the greenfield approach chosen, achieving a stable productive environment around Hybrid Azure cloud by Infosys. This single and global setup provides an almost Zero “change the standard” approach giving confidence towards sustainable cost management & upgrade proofing for the future. Infosys has demonstrated admirable ‘staying power’ and has delivered a solid product whilst fulfilling our expectations of being a partner in full.”

**Jasmeet Singh, EVP and Global Manufacturing Head, Infosys**, said, “An efficient ERP system is critical for business continuity, especially today. Our strategic partnership with Siemens Gamesa will take their digital transformation journey to its next phase as we work towards delivering innovation via business process harmonization and technology leadership, leveraging Infosys Cobalt. We believe, this collaboration will enable SGRE to achieve stronger market positioning in the post-pandemic world.”

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### ***Kaiser Permanente Accelerates its Use of Cloud in Strategic Collaboration with Accenture and Microsoft***

3 February 2021

Kaiser Permanente is collaborating with Accenture and Microsoft Corp. to enhance its innovative, scalable hosted cloud environment that supports its 12.4 million members and more than 85,000 clinicians. Together, these three companies will accelerate Kaiser Permanente’s journey to improve their cloud capabilities.

The work under this agreement will help Kaiser Permanente continue to deliver relevant digital experiences for its members and clinicians.

“This collaboration will help Kaiser Permanente better serve our members by providing our care teams with increased access to cloud-based services, which will enable them to deliver personalized digital experiences and make more data-informed decisions,” said Diane Comer, senior vice president, interim chief information officer, Kaiser Permanente.

Digital health options are expanding, and the need to quickly adapt to different patient expectations and new health challenges will guide the collaboration. With stronger cloud computational power and data insights readily available to care teams, Kaiser Permanente members will receive even more timely and personalized care, with data privacy and security continuing to be a top priority.

“Kaiser Permanente’s bold move to the cloud at speed and scale builds on its decades-long history of innovation,” said Julie Sweet, chief executive officer, Accenture. “By collaborating with Accenture and Microsoft to re-platform digital assets and further leverage insights and intelligence, Kaiser Permanente is empowering their clinicians and patients to customize care with more and better data.”

“Delivering personalized, accessible care through technology is crucial to meeting the needs of millions of Kaiser Permanente members across the nation,” said Judson Althoff, executive vice president, Microsoft’s Worldwide Commercial Business. “By collaborating with Kaiser Permanente and Accenture, we’re helping move the healthcare industry toward a cloud-driven future that will enable better care and advance innovation.”

Kaiser Permanente will benefit from the well-established relationship between Microsoft and Accenture,



as the two companies have been working closely together for more than two decades to help organizations lead transformation in their industries.

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### ***Kineco-Kaman Selects Plataine's AI Manufacturing Optimization Software, Expecting Significant Process Automation and 5% Material Savings***

3 February 2021

Kineco Kaman Composites, a leading manufacturer of composite parts for aerospace and defence applications, has identified Plataine's material optimization software solution for significant reductions in material waste. Also, Plataine's AI-based digital manufacturing software solution has been short-listed to deliver process digitalization & automation and improve visibility of the production processes – from raw material to finished product. Based in Goa, India, Kineco Kaman is a joint venture that was established between the Kineco Group of India and Kaman Aerospace of the US, in order to address the evolving needs of their global aerospace and defence customers.

Plataine was selected thanks to its global reputation of leading an AI-based suite of manufacturing optimization solutions, and its strong proven success with aerospace and defence well recognized companies. Plataine's solution will integrate with Kineco Kaman's current systems to allow it to automatically and dynamically generate optimized cut plans, as well as improve the kitting and sorting process. Plataine's technology will provide an improved picking process leading to optimized utilization of the material inventory, such as the selection remnants for production, wherever possible. The optimized plans and improved resources utilization are expected to ultimately lead to improve on-time delivery and generate 5% material savings.

The new system will maintain a complete Digital Thread, eliminating the need for manual paper records, while allowing full traceability from raw material to end product. The result will be improved quality and quality control, assuring Kineco Kaman is always audit-ready – an important consideration in such a highly regulated industry. Based on Kineco Kaman's preference, the implementation of the cloud-based solution could be handled entirely remotely, ensuring quick and smooth deployment and compliance with any COVID-related restrictions.

**Gourish Dabolkar, Manufacturing Project Leader at Kineco Kaman, says:** “In addition to a highly impressive reduction in material waste, Plataine's technology will bring us to a high level of process automation, such as the generation of optimized plans and the elimination of manual, paper-based record keeping during production processes. This type of process automation will be a significant benefit for us, leading to higher efficiencies and meet our business goals.”

**Avner Ben-Bassat, President and CEO of Plataine, adds:** “Kineco Kaman is a multi-national joint venture that has achieved a unique position in the global Aerospace industry. Their existing manufacturing processes are cutting edge, and we are proud to be an integral part of their digital journey with Plataine's advanced AI-based optimization methods to support their competitive advantage and sustainability.”

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## ***NSE Group Chooses Infor to Support Evolution of its Information System for its Activities Related to Services***

2 February 2021

Infor announced that the business unit dedicated to services at NSE Group, a company specializing in the design, manufacture and maintenance of high-tech electronic equipment, has chosen Infor SyteLine as part of a project to rationalize and perpetuate its activities.

The objective of the project — which started early in 2021 with Infor and its partner G4 — was to replace the legacy enterprise resource planning (ERP) system set up in 2007 in NSE Group's services business unit, which coordinates and handles the interface with customers, the supply chain operations and the repairs of consumer electronics, aeronautics and defence equipment. The previous solution required too many specific developments, thereby taking up time and IT resources that the group wanted to allocate to higher-value tasks. As the system no longer met the changing expectations and regulations of the targeted markets, NSE needed a modern, agile and scalable solution capable of adapting to its activities and business constraints.

"The objective for NSE with this migration to Infor SyteLine was to be able to quickly respond to the diversification of our group's business sectors: defence, MRO, consumer electronics; to rationalize our business processes and to deploy even more internationally," says Sylvain Séramy, NSE Group's project manager.

"The project will help us to modernize the business unit's equipment and software in order to maintain the competitiveness expected by our customers in France and internationally," Séramy adds. "It will also help optimize business processes, boost productivity and the quality of our service. We want to embrace new digitalization standards and lay the foundations for Industry 4.0, whilst avoiding relocating activities to low-labor-cost countries. All of these objectives are in line with the requirements of our ISO 9001 and ISO 14001 certifications and GDPR regulations."

"The Infor SyteLine solution chosen by NSE Group has the advantage of not requiring any specific developments for the diverse activities and markets that the group addresses. Its functional richness comes as standard, and its great flexibility to address both service and production issues make it the ideal tool for a service-oriented company looking for excellence and a drastic simplification of its workflows," says Vincent Gautier, G4's managing director.

In addition to Infor SyteLine, the NSE Group has also opted for the Infor Factory Track solution, a complete production automation solution that promotes warehouse mobility and traceability, the Infor CPQ (Configure Price Quote) pricing and quotation software, and the Infor OS (Operating Service) platform.

"We are very pleased with this technology partnership coordinated by our partner G4," says Philippe Maillet, Infor SMB and channel director for France. "Infor SyteLine is able to respond to the complex requirements of a company as diverse and regulated as NSE. It's an end-to-end ERP solution that includes predictive analytics and collaboration capabilities, intelligent production tools and integration options. It meets the requirements of the NSE Group to improve data security, customer service, production and quality, as well as the coordination of after-sales and maintenance services."

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## ***Oracle Cloud Supports Arlo Hotels Growth in a New Age of Hospitality***

1 February 2021

Hotel guests in New York City and Miami are experiencing a home-away-from-home vibe at Arlo Hotels with the help of Oracle Hospitality OPERA Cloud Property Management.

Despite the pandemic’s challenges, the edgy lifestyle hotel collection is expanding and thriving and recently upgraded to OPERA Cloud across its four hotels. Now, Nautilus by Arlo in Miami along with its New York City properties, Arlo SoHo, Arlo Nomad, and the soon-to-open Arlo Midtown, will be better able to provide guests with a unique and personalized experience that matches the distinctiveness of each boutique hotel.

“As a forward-thinking organization, we knew we wanted to create an experience that was underpinned in innovative and new technologies,” said Javier Egipciaco, senior vice president and managing director of Arlo Hotels. “This approach allowed us to manage the events of the past year and pave our way forward. Working with Oracle, we know that we’re partnering with a technology leader who will support us and keep us one step ahead.”

Running on Oracle Cloud Infrastructure (OCI), OPERA Cloud can be installed and managed remotely. This enabled Arlo Hotels to continue the roll-out even when hotels were closed during the early stages of the pandemic and essential staff were working offsite.

“We were forced to temporarily close in the early stages of the pandemic, but we were able to continue moving forward with the implementation remotely thanks to our support and services team,” said Darren DeSilva, corporate director of IT for Arlo Hotels. “Implementing OPERA Cloud remotely was an incredibly smooth process.”

As hotels keep modifying operations and enhancing services to accommodate new guest expectations, OPERA Cloud’s open APIs provides hoteliers with the ability to rapidly incorporate new and innovative solutions. Arlo is already taking advantage of the many available Oracle Validated Integrations including Zaplox for mobile room keys, IDEas for room inventory optimization and pricing, KNOWCROSS for housekeeping management, and Shift4 Payments to support contactless payments.

As part of its cloud transformation, Arlo Hotels also plans to migrate all of its food and beverage operations to Oracle MICROS Symphony Cloud Point of Sale. The integration between OPERA Cloud and Symphony Cloud will help to unify on-property operations and deliver exceptional guest experiences consistently across all Arlo properties.

“We’ve seen numerous advantages at those hotels using and moving to OPERA Cloud during the pandemic,” said David Meltzer, group vice president, Oracle Hospitality. “Staff required to work remote have full visibility into operations from wherever they are, increasing their efficiency. And they have been able to more quickly adapt to changing market conditions and guest needs—whether implementing contactless check-in or marketing to a more local audience.”

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## ***Oracle Supports Nemours Children’s Health System’s Move to the Cloud***

2 February 2021

Oracle is supporting Nemours Children’s Health System, an internationally recognized pediatric healthcare system, with cloud business applications to support its mission of creating a healthier future for all who walk through its doors. With Oracle Fusion Cloud Applications Suite, Nemours will be able to integrate its finance, HR, and supply chain operations on a single cloud applications suite in order to break down silos between departments, quickly and easily embrace the latest innovations, and improve the engagement, collaboration, and performance of its more than 8,000 dedicated associates.

For more than 80 years, Nemours has been improving the lives of children across the Delaware Valley and Florida, earning recognition as one of the nation’s leading pediatric healthcare systems. To continue delivering world-class care, Nemours needed to replace its existing individual business applications with a single, integrated cloud platform that could break down silos and help its associates improve decision-making by providing real-time access to data. After much consideration, Nemours selected Oracle Fusion Applications.

“It takes great technology and facilities to deliver world-class care to more than 250,000 patients annually, but the most important aspect is focusing on supporting those who care for the children we serve,” said Rodney McKendree, chief financial officer, Nemours Children’s Health System. “To help our people make the biggest impact, our goal is to remove inefficiencies and the busy work that is created by disconnected systems. With Oracle Fusion Applications, we will be able to connect business processes and establish a technology backbone that enables our staff to spend less time on administrative tasks and more time caring for children in our communities.”

Oracle Fusion Cloud Enterprise Resource Planning (ERP), Oracle Fusion Cloud Human Capital Management (HCM) and Oracle Fusion Cloud Supply Chain & Manufacturing (SCM) will enable Nemours to manage its finance, HR, and supply chain data on a single, integrated platform. With Oracle Cloud ERP, Nemours will be able to simplify business processes and improve decision making by gaining a complete view of its financials. Oracle Cloud SCM will help Nemours more efficiently manage suppliers and logistics as demand changes. And with Oracle Cloud HCM, Nemours will be able to automate repetitive tasks to focus on more strategic initiatives such as career development and workforce planning, quickly and easily process payroll, and improve employee experience through a conversational user interface.

“This year has reinforced the importance of flexibility and speed in the healthcare business,” said Steve Miranda, executive vice president of applications development, Oracle. “Streamlining business processes in the cloud enables healthcare organizations like Nemours to be more efficient and provide better service to patients and the community.”

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## ***Siemens and MaRS partner to accelerate innovation for startups in development of autonomous and connected vehicles***

2 February 2021

Siemens Digital Industries Software and MaRS Discovery District, a Toronto-based innovation hub, have partnered to provide over 1,400 Canadian science and technology companies with access

to Siemens' Xcelerator™ portfolio of software and services to support and accelerate the development of autonomous and connected vehicle technologies. The design and simulation software can help companies in the MaRS ecosystem conduct early design development and advanced verification of autonomous function and performance systems.

Startup companies are at the forefront of engineering and product innovation and they encounter similar complex design challenges as their larger counterparts, so it's vital that they build a foundation of digital technology that enable expansion and growth as company needs evolve. Most startups begin with core CAD and CAE technologies but evolving product complexity, for example the quantity of parts and design complexity, often require additional capabilities such as data management, advanced simulation, and manufacturing software. MaRS understands these needs and challenges and strives to provide foundational services to their startup community that enable development and growth.

“Through this partnership with Siemens, we will provide our community with access to a complete autonomous vehicle software platform for complex system design, from ideation through realization,” said Oshoma Momoh, chief technical advisor at MaRS. “This industry-leading technology will help our community to speed innovation in the area of autonomous and connected vehicle development, which is a key focus area for MaRS. Siemens' support for the startup community can help remove barriers, transforming engineering ideas into successful products that will benefit the future of mobility in Canada and around the world.”

The partnership offers MaRS clients access to multiple solutions of Siemens' Xcelerator portfolio including:

- Solid Edge® software for 3D CAD, simulation, and design management,
- NX™ software for advanced high-performance 3D computer aided design (CAD),
- the Teamcenter® portfolio for product data and lifecycle management,
- Simcenter™ 3D software for fully integrated CAE addressing multidisciplinary product performance engineering,
- Simcenter™ Prescan™ software for advanced simulation of autonomous systems, helping to reduce field testing and expand coverage over infinite possible real-world scenarios.
- Other solutions of the Xcelerator portfolio will also be made available as needed and requested.

MayaHTT, a long-time Siemens partner with unique expertise in addressing complex technical challenges from chip design to full vehicle system validation will support MaRS companies with software deployment and training services.

“The rise of autonomous and connected vehicles is changing the way the vehicles are designed, manufactured and tested. This emphasis on agile development cycles requires new partnerships and collaboration across the supply chain,” said Jamie Dinsmore, Vice President and Country Manager, Canada at Siemens Digital Industries Software. “We are proud to partner with MaRS to empower Canadian startups by providing data management and simulation tools they can use from the beginning of their journeys, which can enable traceability, collaboration and early design validation that can improve product delivery and success.”

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## ***Tom Tailor Boosts Efficiency, Transparency and Flexibility with Centric PLM***

1 February 2021

Centric Software® is delighted to announce the release of a success story about its customer, Tom Tailor. Founded in Hamburg in 1962, the core market of the Tom Tailor Group was traditionally located in Germany but has grown to 30 countries including Austria, Switzerland, South Eastern Europe and Russia. Now, with approximately 3,400 employees, over 640 own-retail stores and 8,585 other points of sale, about one third of the company's sales are currently generated abroad.

Having grown substantially both nationally and internationally in recent years, Tom Tailor's teams used to struggle with the demands of administrative data entry and a lack of transparency between disconnected legacy systems for managing product information. Product development was not intuitive, and teams could not access client server-based product development software in meetings or outside the office.

"We had a lot of different client-server based software that was outdated, slow and not intuitive," says Tom Tailor's former Senior Manager of Core Applications, "We had no single, integrated system that our teams could go to for all data pertaining to a product."

The company needed a solution with strong fashion foundations that was flexible enough to allow it to configure the different processes and best practices, and it particularly wanted a web-based solution that would enable users to work flexibly while traveling or outside the office. After thorough research, Tom Tailor decided to implement Centric's Fashion Product Lifecycle Management (PLM).

"Tom Tailor Sourcing (TTS) now works extensively in PLM, sharing all essential product data, so we no longer have to send emails around the world to get simple things done... We can also put plans in place for emergencies, so that not all our work is allocated to one region."

Tom Tailor is looking ahead to a bright future with Centric.

"I just cannot imagine a world without Centric PLM, today or in the future."

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## Product News

### ***HOOPS Native Platform 2021 Provides Greater Support for BIM Workflows***

1 February 2021

Tech Soft 3D, the leading provider of engineering software development toolkits, today announces the release of the HOOPS Native Platform 2021, which provides notable improvements in support for BIM workflows, the latest file format support, and optimizations for manufacturing workflows.

In addition, the Tech Soft 3D website has been updated with a free 90-day HOOPS Native Platform evaluation experience. Developers interested in building desktop and mobile apps using the HOOPS Native Platform can now start their free evaluation, interact with demos, watch videos, walk through tutorials, read partner success stories and browse the updated documentation, all in just a few clicks.

“The power of the HOOPS Native Platform is more than just the three HOOPS products,” says Erik Hultgren, Product Manager of Visualization Solutions. “The HOOPS Native Platform includes industry leading integrations between all these components, greatly reducing the complexity and development time to bring a new application to market. We continue to strengthen the connections between our products and improve the HOOPS Native Platform experience for our partners.”

The HOOPS Native Platform integrates three advanced HOOPS technologies – HOOPS Visualize, HOOPS Exchange and HOOPS Publish – for desktop and mobile application development, including high performance graphics, CAD data access and 3D data publishing. New features in the HOOPS Native Platform 2021 include:

- Faster loading of large models to support BIM workflows, improved measurement operators, and Qt Quick support for cross-platform application development.
- Support for 3MF and other new format updates, accelerate the development process and improved support of BIM workflows.
- Improved Product Manufacturing Information (PMI) support in Technical Data Packages (TDP) to support model-based design (MBD).

Full product update descriptions for individual HOOPS SDKs can be found here: [HOOPS Visualize](#), [HOOPS Exchange](#), [HOOPS Publish](#).

The Architecture Engineering and Construction (AEC) industry and in particular supporting BIM workflows was a focal point for the 2021 release, with improvements made for performance, scalability, and additional support of BIM workflows. For example, improvements such as improved navigation for building models, including a new 2D floorplan for IFC models, tessellation-based measurement operators designed for common BIM workflows, and improved rendering for models which contain GIS data.

“We’ve improved our support for drawings in DWG, and our Revit import,” said Lionel Vielly, Product Manager for HOOPS Exchange. “We’re committed to AEC & BIM and will continue making it easier for our partners to build powerful industry-leading applications in these markets.”

Not limited to AEC & BIM, performance improvements in the HOOPS Exchange sprocket (connecting HOOPS Visualize to HOOPS Exchange) will be seen by all partner applications using both products.

The HOOPS Native Platform supports Windows, Linux, Mac, Android, and iOS operating systems. In addition, our 2021 HOOPS product releases provide a beta build of our toolkits to support Apple’s recent shift from Intel-based chips to their new ARM-based architecture, which requires developers to port their applications to provide the best user experience.

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### ***IBM Unveils Elite Hybrid Cloud Build Team Dedicated to Accelerating Modernization Across Partner Ecosystem***

4 February 2021

IBM unveiled its highly-specialized Hybrid Cloud Build Team to support the migration and modernization of ecosystem partner products, services, and other offerings across open hybrid cloud environments. Following the successful model of the IBM Data Science and AI Elite Team and the recent introduction of the IBM AIOps Elite Team, both focused on artificial intelligence, the Hybrid

Cloud Build Team concentrates on helping partners update their workloads for deployment on premises, in the cloud, or any environment of their choosing.

A recent IBM Institute for Business Value (IBV) study that included responses from over 5,000 executives globally across industries found that the adoption of hybrid cloud – the combination of public clouds, private clouds, and on-premises IT – is expected to grow by 47% in the next three years and the average organization will be using six hybrid clouds. The report notes that the value derived from a full hybrid, multicloud platform technology and operating model is 2.5 times the value derived from a single platform, single cloud vendor approach. IBM's Hybrid Cloud Build Team was created to help partners maximize the value of an open hybrid cloud.

The elite engagement team consists of over 100 cloud architects, data scientists, cloud developers, security specialists, and developer advocates who work on the agile co-creation of advanced technology solutions for partners and their clients. The team also advises partners how they can best accelerate the transition of their products, services and other offerings to open hybrid cloud environments, including those in some of the most highly-regulated and sensitive industries like financial services and telecommunications.

With deep expertise in Microsoft Azure, IBM Cloud, AWS and many more environments, the IBM Hybrid Cloud Build Team helps its ecosystem partners revamp workloads across all cloud platforms and providers while infusing new technologies like AI, 5G, Kubernetes, blockchain, and edge to optimize business operations and improve client outcomes. This process includes reviewing use of IBM hybrid cloud software, built on Red Hat OpenShift and designed to run anywhere – on premises, at the edge, and on any cloud – to unlock the power of AI for business and maximize partner goals.

“In addition to recent changes that include new programs, additional funding, and a simplified ecosystem approach, IBM's Hybrid Cloud Build Team demonstrates a commitment to and investment in our ecosystem partners like never before,” said Willie M. Tejada, IBM Chief Developer Advocate and GM ISV/Build Ecosystem. “This elite group of hybrid cloud specialists helps partners overcome obstacles to modernize and migrate client cloud workloads while infusing AI across platforms and providers. Numerous partners have told us that the team's work has proven advantageous to their clients and has been a catalyst in expanding IBM's Hybrid Cloud Ecosystem.”

Co-creating with the ecosystem to improve client outcomes

Last month, IBM and LTI, a leading global technology consulting and digital solutions company, announced plans to expand their multi-year global alliance. As a part of this collaboration, LTI plans to introduce a new, innovative dimension to the underwriting process that infuses AI to help evaluate insurance applications. The novel platform would marry standard insurance industry data with Watson AI and data from the IBM-owned Weather Company to offer clients embedded visualization charts and statistical modeling to improve risk assessment and make more informed underwriting decisions.

In a few short months, using IBM Garage Methodology, the Hybrid Cloud Build Team co-created an LTI solution designed to help insurance agency clients leverage social media reviews of businesses to help identify potential risks associated with insuring those companies. The application includes rules-based classifications for the business location, local crime statistics, weather events and other underwriting criteria. As a result of this successful joint effort, LTI plans to make the solution available to clients in the second quarter 2021.

“Our goal is to continually improve services and products to help clients derive the potential of digital transformation and open hybrid cloud,” said Sudhir Chaturvedi, President-Sales and Executive Board



Member, LTI. “IBM’s investment in the Hybrid Cloud Build Team, combined with LTI’s domain expertise and best-in-class automation and integration capabilities, will bring immense value to our joint customers.”

Part of IBM’s \$1B investment in its ecosystem, the complimentary Hybrid Cloud Build Team helps bring the best ideas from partners to market through proven deep design engagement models like IBM Garage and IBM’s design thinking methodology. The team, which is expected to grow to more than 200 members in 2021, has already participated in over 75 engagements, helping guide partners through strategic, technical and operational considerations to migrate to and build on hybrid cloud environments. In addition to LTI, some of the partners the Build Team has worked with include CitiusTech, Cylera, Intellect Design Arena, KPMG LLC, Liferay, and PearlChain.

Typical Hybrid Cloud Build Team engagements have lasted between five and twenty weeks to create an application MVP or prototype, and help enable significant go-to-market opportunities for participating partners.

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## ***Mastercam 2022 Public Beta Released for Global Testing***

3 February 2021

If you are a currently maintained Mastercam customer, you can now participate in the Public Beta Program for Mastercam 2022. Manufacturers all over the world, from small job shops to Fortune 100 companies, get a chance to test-drive Mastercam 2022 before it is released and provide valuable feedback to help shape the final product. Participants in the Public Beta Program get an early look at dozens of powerful new tools for simple to complex jobs.

Many of the improvements in Mastercam 2022 are directly driven by Mastercam users and shops. Feedback from Public Beta releases, shop visits, customer surveys, and consultation with our expert industry partners create the practical, shop-driven focus that helps ensure Mastercam users’ success.

**Faster, more flexible multiaxis programming.** As more shops seek the benefits of a single setup, multiaxis cutting strategy, Mastercam 2022 adds new techniques and strategies such as the Unified Multiaxis toolpath which allows you to select multiple pieces of input geometry to generate the toolpath pattern. Using those geometry choices, the toolpath picks the best algorithm to calculate the path. Multi-pass on Deburr toolpaths supports flat chamfered and rounded edges which gives the user added flexibility, allowing the Deburr toolpath to create a quality surface finish on larger chamfered or radiused edges.

**Modeling advances.** Mastercam 2022 introduces powerful mesh creation and editing capabilities that deliver a new class of modeling tools, including the ability to reconstruct models from scanned data. Being able to directly edit wireframe geometry without interacting with the dialog box speeds up design and modification work. And the Overflow UV function allows you to replace multiple surfaces with inconsistent flows with a single surface for flowline toolpaths. You can also simplify surfaces for general modeling. Overflow UV generates a single unified surface with a desired UV flow on a connected set of surfaces.

**Enhanced intelligence and automation.** A suite of system-wide enhancements helps automate tasks and speed your workflow. New automatic region chaining uses a “smart” approach to auto-select logical chained areas. Holemaking from imported solids is faster as Mastercam will now automatically extract



appropriate information and pre-populate your programming options. Even tool imports have been made more intelligent as Mastercam will infer more tool properties from an incoming tool CAD model.

These are only a few of the new features and enhancements coming to Mastercam 2022.

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## ***OpenText Launches BrightCloud Cloud Service Intelligence***

4 February 2021

Building on an unparalleled sixth generation machine learning platform, OpenText™ announces the release of BrightCloud® Cloud Service Intelligence, enabling Cloud Access Security Brokers (CASB) and other security and technology vendors to enforce data-centric security policies and prevent unwanted interactions with cloud services and associated applications.

“The risks in securing cloud applications are fairly straightforward; if IT doesn’t know about an unsanctioned application or service, they can’t adequately protect it or the data it accesses and stores,” stated OpenText Chief Product Officer Muhi Majzoub. “Modern user practices, tools and remote work are demanding a new era of real-time visibility. Which is why real-time threat intelligence is built into this new cloud-specific solution, utilizing over 10 years of innovation at the forefront of AI and ML.”

Through a suite of three components – Cloud Application Classification, Cloud Application Function, and Cloud Application Reputation – partners can use BrightCloud® Cloud Service Intelligence to identify, classify, and block/allow access based on the application’s classification, functions, and reputation score.

The new service provides additional intelligence data on which cloud applications pose security or compliance risks, as well as identifies user actions within these applications, allowing partners to better address risks as well as identify and stop shadow IT behavior in order to better control data. BrightCloud® Cloud Service Intelligence can also be tailored to help CASBs and other providers enhance services by helping customers comply with regulations and decrease security risks by setting up and enforcing policies pertaining to usage of cloud applications.

“We built this offering at the request of existing partners striving to provide better CASB capabilities,” continued Majzoub. “Organizations are increasingly turning to CASB vendors to address cloud service risks, enforce security policies, and comply with regulations. With limited market offerings available to efficiently and strategically manage cloud access and applications, having access to this caliber of cloud-specific threat intelligence presents a compelling competitive advantage for partner organizations.”

By leveraging a reputation score, organizations can choose the level of application reputation risk appropriate for their needs. Other factors that contribute to reputation, such as application and data security, as well as organization overview may also be used to enforce acceptable risk/use policies. Additionally, the score incorporates the BrightCloud® Domain Safety Score, a patent-pending technology that assesses the cybersecurity risk to users and networks from visiting a specific domain, whether encrypted through HTTPS or not.

BrightCloud® Cloud Service Intelligence is sold to technology and security partners as a standalone service, delivered via the BrightCloud® Threat Intelligence API.

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## *PROS Ramps Airline Group Sales to Accelerate Travel Recovery*

2 February 2021

PROS<sup>®</sup>, a provider of AI-powered solutions that optimize selling in the digital economy, today announced new editions of SaaS-based PROS Group Sales Optimizer (GSO), giving airlines like Etihad the power and control to offer group ticket sales through flexible, responsive self-serve channels. By bolstering agency portals and eliminating in-person sales engagement, GSO is designed to help airlines increase conversion rates by up to 50% and revenue streams by up to 26% to further power their road to recovery.

With the airline industry fighting back from a historic 66.3%<sup>1</sup> decline year over year in passenger demand globally, strategic carriers are demanding innovative solutions that can create tailored experiences for all passenger types, particularly group sales, a lucrative source of revenue. Travelers and travel agents want speed, transparency and efficiency when booking travel – and for that experience to mirror other digital retail interactions.

“PROS GSO transformed Etihad’s groups business by introducing dynamic pricing, automation, and self-servicing capabilities for Sales and Travel agents to book groups within 60 seconds,” said Bhaskara Rao Guntreddy, Etihad Head of Solutions and Innovations, Revenue Management, Commercial. “Our sales team benefits from its usability, workflows, and capabilities to grow group traffic in both quality and revenue. The collaborative partnership helped PROS and Etihad to support the aviation industry by innovating new functionalities critical for airlines in attracting future passengers as they come back online.”

GSO Editions is the industry’s only comprehensive AI-based group revenue optimization solution. Packages include:

- **GSO Essentials:** The first step to automating the sales process and harnessing the power of dynamic pricing in group sales management.
- **GSO Advantage:** The next step to increase self-service, create flexibility for travel agents and reduce GDS costs.
- **GSO Ultimate:** The final stop to end-to-end pricing, booking, payments and ticketing to revolutionize the airline group business.

“Innovation is the best and only path to airline recovery,” said PROS Solution Strategy Director for Travel, Aditi Mehta. “Bringing the group sales process into the 21<sup>st</sup> century is paramount to easily untap revenue sources paused during this extensive lock down period. PROS latest GSO solutions are a testament to just how deeply we understand the airline challenge and the need to deliver a superior digital customer experience to unleash revenue opportunities needed today.”

PROS GSO Editions is part of the PROS Platform for Travel, which empowers airlines to create and sell the most personalized package for each traveler in an increasingly complex marketplace. With PROS, airlines can optimize every shopping and selling experience, make better business decisions, respond quicker to market changes, and accelerate revenue growth while harnessing the power of digital retail.

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## ***Razorleaf Corporation Launches CLOVER CollectIT***

3 February 2021

Razorleaf Corporation, a leading PLM consulting and systems integrator, announced the launch of CLOVER CollectIT, a web-based file management application that allows users to extract, package, and securely distribute any type of PLM file and data across any organization.

“Sharing technical data with clients and suppliers is mission-critical for success in today’s fast-paced digital world,” says Tom Gill, PLM Enterprise Value & Integration Practice Manager, CIMdata. “Razorleaf’s CollectIT addresses this need for manufacturers. The software makes it easy to find, collect, and manage the information needed to compile technical data packages (TDPs) even if you are a non-PLM expert. CIMdata is impressed with the variety of use cases CollectIT supports and believes it will speed up process efficiency resulting in time savings and higher quality.”

CollectIT is vendor-neutral software that utilizes Razorleaf’s CLOVER technology, a communications hub enabling the exchange of Product Lifecycle Management data and processes between applications across systems, vendors, or domains—benefits that support a Digital Thread foundation in a Model Based Enterprise (MBE).

The new software offers users the ability to select and share part and BOM (Bill of Materials) representations, 2D drawings, 3D CAD files, and other technical documents associated with the creation of a project, product, or part. The software extracts and consolidates files and data stored in PLM into user-readable file packages that can be shared with employees, suppliers, and clients, ensuring access to accurate and current information.

“Razorleaf developed CollectIT to help manufacturing organizations eliminate the inefficiencies of traditional manual methods of extracting and distributing files and data, so non-PLM users can have access to the most current information internally and across the extended enterprise,” says Razorleaf CEO Eric Doubell. “Some of our early studies showed the software can reduce the time spent compiling TDP outputs by days or weeks. CollectIT helps clients get to market faster while reducing costs and improving productivity. Razorleaf continues to develop innovative products that increase ROI and deliver a real competitive advantage.”

CollectIT navigates through the full BOM hierarchy, including related items, to automate the manual extraction process for creating Bid Packages, Product Specifications, End Item Data Packages (EIDPs), and TDPs. The MIL-STD-31000B template is provided to support Government and MBE standards.

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## ***Release Announcement of AAIN Ver. 13.1***

4 February 2021

Elysium has released AAIN Ver. 13.1

### Key Enhancement

Supports Latest CAD Versions

Versions added in Ver. 13.1	Supported Versions
NX 1899 Series, NX 1926 Series	NX 12 – NX 1926 Series

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## ***Tech Mahindra Achieves SAP Expertise on Google Cloud***

2 February 2021

Tech Mahindra Ltd. a leading provider of digital transformation, consulting and business reengineering services and solutions, today announced that it has achieved SAP expertise on Google Cloud. The recognition demonstrates Tech Mahindra's success in building customer solutions by leveraging Google Cloud Platform (GCP), to support client digital transformation journey.

Tech Mahindra has received this partner expertise based on its capabilities to support end-to-end implementation and migration of SAP environment to GCP. As a certified Google Cloud Platform Partner, Tech Mahindra provides comprehensive migration services to the public cloud, minimizing the impact to business while reducing risk to achieve a successful migration including performing a complete SAP HANA or S/4HANA upgrade. This further positions Tech Mahindra as a partner of choice for seamless migration of complex workloads to public Cloud platforms such as Google Cloud.

**Vivek Gupta, Head, Global Cloud Services, Tech Mahindra, said,** *“Tech Mahindra is honored to have received the SAP Expertise on Google Cloud. Through this accreditation, we can combine Tech Mahindra's cloud migration expertise and the power of Google Cloud to enable enterprises migrate complex workloads. The testimony further enhances our Google Cloud capabilities thus strengthening our commitment towards TechMNxt charter and allowing us to help customers enable digital transformation with a special focus on Internet of Things (IoT), Artificial Intelligence /Machine Learning and digital workspaces.”*

*“We're excited to recognize Tech Mahindra with this SAP Expertise, and look forward to working together to help customers migrate and manage their most critical enterprise workloads on Google Cloud.”* **said, Nina Harding, Chief of Global Partner Programs & Strategy at Google Cloud.**

Expertise in the Google Cloud Partner Advantage Program are designed to provide Google Cloud customers with qualified partners that have demonstrated technical proficiency and proven success in specific solution and service areas. Tech Mahindra is a Google Cloud Partner with over 1000 trained resources and has also built a dedicated Google Cloud Practice which includes consulting services for assessing the migration of workloads, including SAP, to Google Cloud; managed services for providing ongoing services and domain solutions based on next-generation technologies like Internet of Things (IoT), analytics and Artificial Intelligence (AI), Machine Learning (ML).

As part of the TechMNxt charter, Tech Mahindra understands customer's evolving and dynamic needs and is focused on leveraging the new age technologies to provide digital solutions for the real business problems and enhancing the customer experience.

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## ***Trimble and Esri Collaborate to Bring Location-Based Products and Services to the Global Forestry Market***

2 February 2021

Trimble and Esri announced today that the companies are collaborating by integrating the Esri GeospatialCloud platform into Trimble's Connected Forest™ solutions, which are used by both forest owners and products companies. The integration adds location intelligence technology designed to transform workflows and provide greater visibility, traceability and efficiency for the forest industry.

An example of the collaboration can be seen in Trimble's recently released Land Resource Manager (LRM) 4.4, which features significantly enhanced mapping capability powered by Esri Insights, Dashboards and ArcGIS Online products. In LRM version 4.4 mobile users can access spatial information with user-friendly interfaces that enable even non-GIS professionals to view and use maps more readily in the field.

"Working with Esri to expand and further integrate location intelligence into our Connected Forest solutions enables our customers to create a more coordinated, optimized and flexible supply chain from harvest through delivery," said Kevin Toohill, general manager of Trimble Forestry. "The extension of access to real-time, location-generated data from the office into the field empowers employees on-site to make real-time, data-driven decisions to increase operational efficiency."

"The Trimble and Esri relationship dates back decades," said Scot McQueen, Esri commercial forestry account manager. "Today's announcement represents a commitment to collaboration and supporting the forest industry with spatially-enabled technology products and solutions. We are excited to see this continued commitment to our technology and are expecting a positive impact on the forest industry."

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