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CIMdata News

Aerospace & Defense PLM Action Group Announces the Launch of an Open-Service Collaboration Management System Prototype

3 May 2023

Representatives from the Aerospace & Defense PLM Action Group (AD PAG) Global Collaboration project team announce the availability of a working prototype application to enhance collaboration between OEMs and their suppliers. The Collaboration Management System (CMS) prototype is an open-service application developed by Talisen Technologies. The resulting software incorporates best practices defined by the AD PAG Global Collaboration project team for information exchange across OEMs, partners, suppliers, customers, and academia.

A key business issue identified by the AD PAG is that collaboration within a large, global, distributed supply chain of design and development partners is seriously hindered by relying on traditional, document-based development processes. In response, a project team of domain experts from the AD PAG member companies, including Airbus, Boeing, GE Aviation, Gulfstream, Pratt & Whitney, Rolls-Royce, and Safran, was established to evaluate current collaboration practices. The objective defined by the project team for the desired future state is to achieve OEM and supply chain collaboration through the bi-directional exchange of Technical Data Packages (TDPs) via digital tools and model-based processes.

In earlier work, the project team defined model-based processes and protocols for establishing and operating a collaborative environment between an OEM, partners, and suppliers. In this current research, the team focused on developing a working prototype application that embeds and facilitates their defined OEM-supplier collaboration processes and protocols. The resultant working prototype application can be used at any point in the product lifecycle.

According to Robert Gutwein, Associate Director of PLM Collaboration and Data Exchange at Pratt & Whitney Canada, who leads the project team, "Our research and analysis revealed that the greatest near-term value opportunity lay in addressing the inconsistencies and gaps in process and protocols for establishing and managing the ongoing operation of the OEM-supplier collaboration environment."

"Having a tool to facilitate a consistent protocol for establishing and managing ongoing collaboration processes between the OEM and its design partners and suppliers can significantly impact the efficiency, reliability, and quality of the myriad interactions that occur during a product program," stated James Roche, CIMdata's A&D Practice Director.

The prototype is supported by a 27-page Collaboration Management System (CMS) Description document providing an overview of the open-service prototype application that embodies an aerospace and defense industry collaboration framework defined by the AD PAG Global Collaboration project team. The document is available for free download at <https://www.cimdata.com/en/aerospace-and-defense/publications/digitaltwin-digitalthread>.

Those wishing to evaluate the application can do so online or by downloading the open-service code through the A&D PLM Action Group's website (www.ad-pag.com). Industrial users may participate in a User Experience Engagement, the results of which will be analyzed by the AD PAG Global Collaboration project team and incorporated into a revised specification document. For more information on how to become involved, contact CIMdata at info@cimdata.com

About the Aerospace & Defense PLM Action Group

Since its founding in 2014, the AD PAG, administered by CIMdata, has sponsored research and jointly staffed projects on a diverse set of prioritized PLM-related industry and technology topics. These topics include Model-Based Definition, Multiple-View Bill of Materials, PLM Technology Obsolescence Management, Global Collaboration, Model-Based Systems Engineering, and Digital Twin/Digital Thread. As an outcome of these investments, the AD PAG has released a series of direction statements and position papers that are freely available for downloading from its website at <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.

For more information about the A&D PLM Action Group, please contact CIMdata at info@cimdata.com.

About Talisen Technologies

Talisen Technologies, Inc. was founded in 1991 and is headquartered in St. Louis, Missouri. Talisen is a recognized global leader in enterprise solutions for organizations with sophisticated networks, applications, and security requirements. Talisen specializes in Aerospace & Defense (A&D) digital transformation services and systems. Talisen's A&D team has extensive experience in technology consulting and developing software solutions that support OEM and supplier business processes. Our flexible and scalable systems integrate Product Lifecycle Management (PLM) platforms to support supply chain interoperability and collaboration, digital requirements exchange, model-based systems engineering, and buy-package management. Talisen supports 2,000+ aerospace supplier companies.

Battery Mass Production and Engineering Are Rapidly Expanding - a CIMdata Commentary

2 May 2023

Key Takeaways

- Stored electric energy sources are expanding rapidly using both chemical and solid-state technologies.
- Companies need new, robust digital solutions that enable the design and manufacturing of innovative battery systems for existing products.
- New battery technologies are emerging and evolving faster thanks to inexpensive, connected sensing, and machine-learning digital twins that improve understanding by

exposing design weaknesses with expansive “destructive” simulations, i.e., improving product robustness, especially safety.

- The stronger collaboration between the Automation and Software business units of Siemens Digital Industries is designed to cover the entire value chain of battery manufacturers. Siemens is supporting newcomers and incumbents as they accelerate battery cell and pack design, incorporate intelligent technologies and automation into battery cell and pack production, and streamline automation machine engineering through standardization and disruptive technologies including AI, IoT, and Edge.

Introduction

There is a rapidly increasing demand for higher energy density, longer lasting batteries. Batteries are being used in many new ways to provide energy storage for propulsion and systems operation, from cell phones to vehicles and aircraft to homes and buildings. There is a growing demand for electrically powered systems needing new, more capable batteries. Sustainability and greenhouse emissions awareness are driving demand for newer, more reliable batteries. Battery engineering challenges include energy density, faster charging, reliability, and learning for usage experience. This is coupled with the challenges of battery mass production—scaling up volumes while limiting scrap rate, meeting quality targets, maximizing throughput, and creating improved packaging. Battery pack and cell energy storage options are increasing as more investment is being focused on improving energy density—the amount of energy stored in a specific volume. The higher the energy density, the longer a system can operate between charging cycles and deliver better customer experiences, i.e., longer vehicle ranges. Charging and discharging dynamics affect battery durability and safety, which require the use of multi-disciplinary simulation and data collection to accelerate learnings and improve quality levels. Recent mass production battery systems advances are dramatically improving the amount of stored energy available in many different use cases.



Figure 1—Batteries are Broadly in Demand: for Vehicles, Aircraft, Energy Storage (Courtesy of Siemens)

Major trends disrupting the manufacturing industries, like product electrification and reducing carbon footprint, have driven the need for increased investments in digital technologies used to modernize production facilities and processes among battery companies of all sizes. Challenges with growing battery systems complexity, battery raw material availability, operational flexibility and speed, and supply chain create additional headwinds in highly competitive battery production global markets. New materials and construction will be needed to help lower system costs.[\[1\]](#)

Sustainability goals concerning how and where batteries are manufactured and used are quickly becoming policy and regulated. Battery recycling will help address raw material availability. Some governments are now requiring material and battery manufacturing be done within their countries, or at least by most favored trading partners. Material traceability, recycling, improvement in designs and circularity, and energy efficient factories are among the key challenges to overcome.

To deliver significantly higher energy density than today's Li-ion battery technologies, new chemistries and material development is needed. Fire hazard and thermal management during power consumption and charging require new power management electronics and controls software. The speed of recharging needs to be balanced with durability and safety. The battery pack layout must be flexible given that individual cells are small compared to the number of cells packed together to achieve duration and range objectives.

In the automotive industry, post-production upgrades are improving battery life by adjusting the rate of charge and energy consumption for driving and passenger comfort. Embedded software systems and environment sensors are improving measurements taken during operation and bring insights to battery designers and engineers previously only obtainable via prototype and validation testing. Merging findings from customer usage with validation results as battery mass production proceeds provide product usage insights which can lead to upgrades in battery design and manufacture. The inherent increasing complexity of battery designs requires performance investigations on thousands of architecture variants to identify which one will meet all—sometimes conflicting—performance requirements. All of these aspects make it difficult to stabilize a production process when hundreds of parameters have to be taken into account.

Fast-paced design development and optimization of efficient, scalable mass production of batteries are key to success for many different products. While the electrical and mechanical aspects of such designs are being proven out, digital manufacturing needs to be applied to enable a streamlined launch process. Battery designers and engineers need to apply Design for Manufacturing (DFM) technology and processes to identify any assembly problems early and enable quick resolution of those problems. Battery units can be packaged in many different product configurations which can improve product performance, inherently leading to a more stable operation. For example, the center of gravity can be optimized, lower in ground transportation vehicles or ideally placed for stable aircraft operations.

The Important Role of Digital Thread and Digital Twin

• CIMdata Definitions

Digital Thread—The communication framework that allows a connected data flow and integrated view of an asset's data (i.e., its digital twin) throughout its lifecycle across traditionally siloed functional perspectives.

Digital Twin—A virtual representation (i.e., digital surrogate) of a physical asset or collection of physical assets (i.e., physical twin) that exploits data flow to/from the associated physical assets.

For many CIMdata clients a key goal is integrating product development with manufacturing using digital data. Digital manufacturing is built on a digital thread of related product definition and production process information. An effective digital manufacturing thread coupled with a production digital twin drive the digital manufacturing strategy.

Such a digital thread enables a digital manufacturing model, which allows engineers to generate, simulate,

analyze, and predict production performance before investing in physical parts and initiating production. The thread connects data leveraging PLM, industrial internet of things (IIOT), and factory automation technologies, including 3D design, CNC programming, simulation of models, manufacturing processes, and manufacturing facilities design and operation.

Using digital twins of the production facility and processes enables accurate simulation and prediction of the physical twin's behavior (and that behavior can be used to update and verify the models and processes). Data captured from the physical twin can be replayed within the digital twin to predict problems and to develop solutions that are then tested on the digital twin, shortening time-to-value and reducing the risk of harming or delaying the operation of physical assets and products. Models of battery manufacturing facilities and processes coupled with the ability to download CNC programs directly to the physical machines can dramatically shorten the time to commissioning and production. Operational Digital Twins will accelerate applied learning of actual battery use and shorten the discovery and resolution processes needed as new battery technologies are introduced to the market and mass production accelerates.

Siemens' Solutions for Battery Advances

Siemens has decided to consolidate the Battery Industry Group and have Software and Automation join forces to deliver even more value to customers. This group is focused on the application of Siemens software, factory automation, and management solutions to the fast-growing energy storage in batteries market. Digitalization and automation are game changers in the development and production of next gen batteries. The massive amount of data generated needs to be collected, understood, and used intelligently—for example, to simulate and design new battery cells, optimize new production plants before they're built and, above all, utilize valuable raw materials perfectly and with no waste. And bridging the gap between design and production and between the real and digital world through data continuity is what will help make a difference. This is the mission of this new battery group. It will leverage the Siemens Xcelerator portfolio of technology and solutions to provide a simple, flexible, and open digital business platform that helps the battery industry to innovate faster and ultimately become digital enterprises. Siemens also provides the digital manufacturing planning and operations solutions to enable the design, commissioning, and efficient, scalable, adaptable operation of new battery manufacturing factories. Siemens' digital thread solutions broadly address the

complete battery value chain, from materials to recycling, including battery design and engineering, to all manufacturing steps.

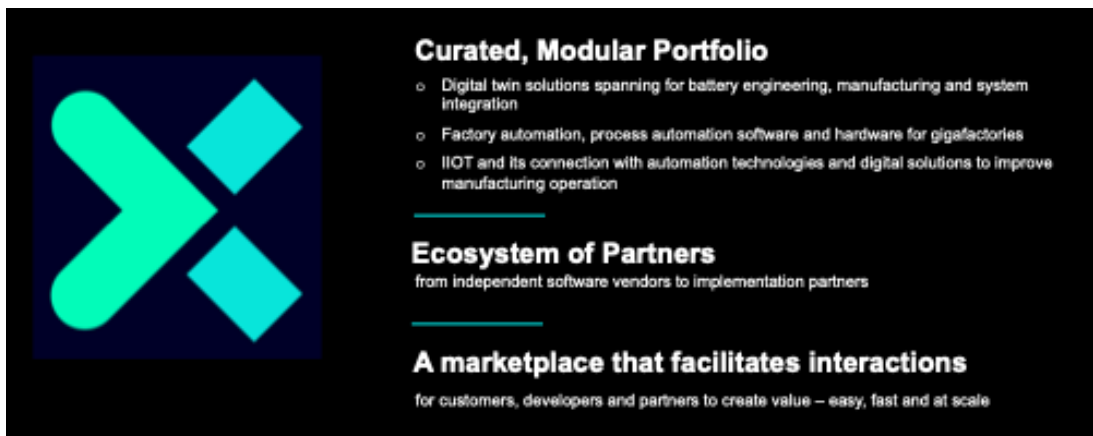


Figure 2—Siemens DI for Battery is Broad
 (Courtesy of Siemens)

Siemens has a rich history of providing innovative solutions and key discipline integrations for electrical and mechanical engineering, as well as manufacturing planning and modernizing factories with machine automation, IIoT data sensing and collection, including relationships with machine builders. The use of executable digital twins, using the data and traceability solution capabilities, can help product developers meet the correct set of requirements, even as those requirements change during development.

Several CIMdata articles summarize the expansion of MBSE driven, multi-discipline capabilities that Siemens has built. Siemens’ solutions are already enabling advances in electric vehicle engineering, systems and software engineering, executable digital twins, manufacturing planning, and operations, all contributing to accelerating every aspect of product development, production and use. They are now focusing those capabilities on battery engineering and mass production challenges.

Siemens’ Xcelerator Portfolio Speeds Battery Mass Production

Siemens’ digital manufacturing solutions are part of Siemens’ Xcelerator portfolio—a comprehensive, integrated portfolio of software, services, and an application development platform. It is designed to help companies transform themselves into efficient digital enterprises by providing solutions that can be incrementally acquired, personalized, and adapted to fit their specific business needs.

Importantly, Siemens Xcelerator is delivered as an integrated, modular portfolio of compatible solutions so that a battery company of any size doesn’t need to commit significant financial resources up front—they can evolve and grow at their own pace. Using the appropriate Xcelerator components, battery innovators can build the digital manufacturing environments needed to achieve and maintain their market competitiveness.

As the Siemens Xcelerator platform grows over time, most of its solutions are already available as a service. This will provide battery companies access to the latest available technology when

and where they need it, with operational expenses based on consumption, maximizing flexibility.

Siemens Xcelerator portfolio and its battery solutions support initiatives such as Industry 4.0, smart manufacturing, the IoT and IIoT, edge computing, the move to smart, connected products, and digital transformation, among others, were introduced in mature products to improve customer satisfaction and reliability. These same technologies and solutions will enable companies to accelerate the battery design and production advances required to support new, higher performance batteries. Battery designers and producers implementing digital technology and practices will lead the race to new energy storage systems.

Helping battery companies, many of which are start-ups, recycle used or discarded batteries will also become a major new industry segment, just like it was in the past for steel recycling. Companies will need to apply solutions like those from Siemens, not just for engineering, but inclusive of manufacturing planning, mass production execution, and tracking deployed products.

Conclusion

The consolidation of the Siemens' Battery Industry Group announcement comes as no surprise to CIMdata. After decades of accelerating automotive, industrial, and aircraft design, engineering, and manufacturing, it is what we come to expect from Siemens. CIMdata believes that proven PLM solutions from Siemens focused on evolving battery technologies can provide quantifiable benefits for companies that need to improve their battery design, agile manufacturing, and use including recycling. Data from engineering to production, test, and quality are available in a single, logical repository, giving better collaboration for battery engineers, manufacturing engineers, and CNC programmers so they can simulate and apply digital twin technology to speed up and optimize battery manufacturing.

Market and material pressures are forcing battery companies to remain agile in the way they create, manage, and leverage all their assets—human, physical, and financial. The digital thread and digital twin are capabilities from Siemens that will enable companies to effectively connect existing applications, data repositories, and development and manufacturing processes. Using a digital thread-driven digital manufacturing environment can enable battery companies to operate more efficiently and more quickly to deliver better products with a higher value add to their customers. Early adopters of Siemens portfolio of battery engineering and manufacturing solutions are enthusiastic, see Figure 3.



Figure 3—Siemens’ Customer Testimonials—A Critical Partner in the Battery Industry
(Courtesy of Siemens)

Siemens Xcelerator portfolio enables the digital environment that spans the complete battery design and production processes, allowing battery manufacturers, experienced and new, of all sizes to create and execute their business-specific digital manufacturing initiatives more effectively. It is designed to be integrated and adopted in affordable increments. Companies only invest in what they need, when they need it, and then can grow their digital manufacturing environment in small, affordable increments as the battery business evolves. Battery mass production while applying new materials technologies into reliable electrical energy storage is a key to lowering greenhouse gas emissions. CIMdata recommends that battery engineering and manufacturing companies who are implementing new battery design and production processes and facilities include Siemens’ technology and solutions in their evaluation and selection initiatives.

[1] Research for this commentary was partially supported by Siemens Digital Industries Software.

CIMdata Announces eBook on Digital Thread in Aerospace & Defense

2 May 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm announces the publication of a new eBook that summarizes the results of a multi-sponsor collaborative research program and highlights Aras’ perspective on the topic of digital threads. The CIMdata-administered Aerospace & Defense PLM Action Group commissioned the research in collaboration with Aras and four other leading PLM solution providers.

The concept of linking multiple representations of a product, each tuned to the needs of various creators and consumers along the lifecycle, is very powerful. Until recently, tracing these linkages has been primarily a manual process. But now, with recent advances in commercial PLM solutions, the digital thread, with automated linkages and traceability, has become a practical possibility.

Leaders in the Aerospace & Defense industry are starting to implement targeted digital thread solutions and envision expanding these solutions upstream and downstream throughout the product lifecycle. There is not much available historically in the way of lessons learned or actual value achieved, which represents a barrier to broader investments from within industry. The shared objective of this research was to gain understanding of needs and opportunities within industry that will inform digital thread solution strategy, roadmap planning, and guide industrial implementations.

The research findings clearly indicate that digital thread investment within the ecosystem of industrial users, their customers, suppliers, and solution providers is poised for rapid growth. Initial implementations of targeted digital thread solutions have provided proof points of value and essential learnings. Now rounds of investment are ramping up, guided by these early achievements and with expectations driven by the value potential revealed.

According to Mr. James Roche, CIMdata's Aerospace & Defense Practice Director, "We know that investment in digital thread today is real and substantial, and the level of investment will continue to rise. That reality positions digital thread as an emerging strategic opportunity within the PLM ecosystem. Investing effectively in solution development as a software provider or solution implementation as an industrial user requires insight into current state enablers, barriers, and future investment drivers."

To download a complimentary copy of the Aras eBook, visit www.CIMdata.com.

Why PLM-related Big Data Opportunities Greatly Exceed the Potential Headaches

27 April 2023

Engineering.com published the latest article written by Peter Bilello on April 27, 2023. Peter says, "Big data presents those who implement PLM strategies and solutions with opportunities—and challenges—exceeding what they will encounter almost anywhere else. These challenges can be troublesome, but the opportunities far outweigh the potential headaches. A resource that should not be overlooked as part of digital transformation is big data, which can add value, innovation and increased competitiveness to every enterprise."

Read the full article: <https://www.engineering.com/story/why-plm-related-big-data-opportunities-greatly-exceed-the-potential-headaches>

Acquisitions

3D Systems Expands Portfolio of Selective Laser Sintering Platforms with Acquisition of Wematter

1 May 2023

3D Systems announced that it has entered into an agreement to acquire Wematter, a Swedish 3D printer manufacturer, that will broaden 3D Systems' Selective Laser Sintering (SLS) portfolio. Wematter designed and introduced the **Wematter Gravity** in 2019 which brought an affordable, turnkey SLS solution to the market. The closed-loop system is designed to operate in

a smaller-footprint environment outside of a manufacturing floor, such as an office. Since that time, Wematter has expanded to three models — Gravity Essential, Gravity Essential+, and Gravity Enterprise — to facilitate the adoption of SLS for a wider range of user environments. As a result of this acquisition, 3D Systems will be able to make SLS available to a broader range of customers with a high-reliability, affordable solution for the production of end-use parts.

The Wematter Gravity was designed to make additive manufacturing accessible in smaller environments. The small footprint (0.7 m x 0.7 m x 1.5 m) requires 3X less space, yet has a build volume that is more than 300% larger (300mm x 300mm x 300mm) than comparable solutions, and can complete an entire job in 24 hours or less. The Gravity is CE-certified for use in offices, hospitals, and research laboratories to manufacture production parts for a breadth of applications including automotive, consumer goods, and medical devices and equipment.

The Gravity only requires a standard power source and an ethernet connection which enables plug-and-play installation and can be operational in less than an hour from delivery. This is facilitated by the simple interface which guides the user through the set-up and print process. The Wematter Gravity includes a portfolio of 20 materials to address a breadth of applications. The unique powder handling system maintains a closed loop, ensuring there is no loose powder. Additionally, the system facilitates the recycling of unused powder for multiple cycles which enables manufacturers to fully use the material and eliminate waste. Because the Gravity is connected to the Cloud, users can start and monitor print jobs remotely which helps increase productivity and lowers the demand for resources. The cloud-based connection also facilitates proactive and preventative maintenance to maximize uptime and productivity.

“We continue to invest in our solution portfolio through strategic acquisitions that add unique technologies to enable rapid adoption of additive manufacturing in production environments,” said Dr. Jeffrey Graves, president and CEO, 3D Systems. “Wematter has designed an SLS solution that is unmatched in the industry that allows the technology to be used in environments where it would previously have been deemed impossible. Since the announcement last fall that 3D Systems would become the exclusive global distributor of Wematter’s products, it became increasingly apparent to us how beneficial it would be to have this team and technology as part of our company. Through the acquisition of Wematter, we’ll benefit from their team’s unique engineering approach and expertise as part of our R&D organization, and our customers will benefit from the capabilities of this user-friendly, elegant platform at a more affordable price point. I believe this will enable a new category of manufacturers to take advantage of the benefits of additive manufacturing to transform their businesses and accelerate innovation.”

Robert Kniola, president, Wematter added, “We’re looking forward to becoming part of 3D Systems and benefitting from the company’s reputation as a leader in innovation, and being able to expand the availability of our Gravity SLS solution to customers worldwide through their global sales network. Our unique SLS solution is designed to accelerate product development and in-house volume production with a click of a button. We are excited about the opportunities to bring SLS technology to a new class of customers for 3D Systems, and the potential it will unlock to improve efficiency in the delivery of high-quality end-use parts.”

3D Systems expects this transaction to close in July of 2023. The company will comment further on this growth investment in its upcoming earnings call, scheduled for Tuesday, May 9, 2023, at 8:30 a.m. Eastern Time.

T-Systems acquires software company GeoMobile

3 May 2023

Acquisition strengthens T-Systems' market reach for bus and rail in the DACH region

T-Systems International acquires the Dortmund based software company GeoMobile. Through this acquisition, the Deutsche Telekom subsidiary is strengthening its portfolio for Transport and Logistics with an IT platform for barrier-free urban mobility. GeoMobile is a young company, active in the growth market of intermodal mobility.

Solution includes passenger app, hardware, and a data cloud

GeoMobile offers public transport operators a Mobility-as-a-Service (MaaS) platform. This platform bundles the entire mobility offering of a transport region – be it the company's own or that of third-party providers. A range of mobility services tailored to the travelers' needs is expected to make it more appealing to give up driving one's own vehicle. Passengers plan, book, and pay for their trip by bus and train, as well as connections via car sharing or rental bikes – all from their smartphone. They receive travel information in real time. The platform consists of an app framework for passengers, hardware components and a software cloud solution. The cloud platform together with retrofittable communication modules turns vehicles into smart objects. This so-called in-vehicle solution enables barrier-free driving assistance via smartphone. With this acquisition, the Deutsche Telekom subsidiary is strengthening its market position for MaaS solutions and in-vehicle intelligence in the DACH region.

App provides route calculation, booking and payment – all from a unified source

“The transformation of mobility is taking place. Public transport will further expand its vital role. With the help of mobility platforms, transport companies are mastering the challenges of digitalization. In the future, they will be able to offer their passengers mobility with all modes of public transport within a region, simply and digitally via app. In this way, they are making the much-needed mobility transformation attractive,” says Peter Lorenz, Senior Vice President Digital Solutions at T-Systems International.

The app for smartphones is a white-label mobility app which provides route calculation from starting point to destination, booking and payment – all from a unified source. Local public transport, cabs, rental bikes, car sharing and navigation for walking routes complement each other smoothly. GeoMobile's check-in/be-out procedure turns the cell phone into a ticket. All it takes to check in to the vehicle is a swipe of the smartphone. The system registers when the user then leaves the vehicle. Communication modules can be retrofitted into vehicles and selectively along travel routes, to enable barrier-free travel assistance. They also improve operational processes via associated IT applications. For example, vehicle data can be transmitted for fleet management purposes, such as tank and battery levels or engine speed. The solution offers a programming interface for easy integration of the functions into existing

public transport apps. The Mobility Data Cloud bundles all data and seamlessly links the mobility platform with control centers, third-party systems, and information and payment systems. It records vehicle utilization and provides relevant services for mobility management/traffic control in an online portal.

“T-Systems is well established in the public transport sector and has a full-service portfolio for buses and trains. We hope the transaction will give us broader market access in the DACH region and synergies from joint product development, such as modular vehicle components in the Internet of Things.”

-Dr. Michael Gerhard, CEO of GeoMobile

Company News

Blackline Safety Appoints Peter Attalla as Vice President, International Sales

4 May 2023

Blackline Safety Corp, a global leader in connected safety technology, announced Peter Attalla has been appointed to the position of Vice President, International Sales effective immediately.

Attalla is a seasoned leader, transforming safety culture and operational efficiencies for industrial companies across many sectors, including telecommunications, energy and chemicals, where he had hands-on experience with Blackline Safety products.

Prior to joining Blackline Safety, Attalla spent over 15 years in progressively senior roles at Husky Energy focused on safety, growth and operational management, and as a Safety and Operational Consultant for Dupont Sustainable Solutions.

Attalla will now oversee the continued rapid growth and expansion of Blackline Safety’s presence in its Rest of World geography, which includes regions outside North America and Europe. Fueled by customer demand, in the last year Blackline has grown significantly in these regions, including hiring local sales personnel, establishing distributor partnerships, and opening an office in Dubai, UAE to better serve global customers.

“I am thrilled by this new opportunity to partner with distributors and clients to ensure workers get home safely at the end of their day. I look forward to continuing to grow our international market share with Blackline’s innovative safety wearables, area gas monitors, and cloud-connected solutions,” said Attalla.

“Peter’s passion for promoting and implementing safety culture is a natural fit with Blackline Safety’s goal to keep people safe globally no matter what hazards they face at work,” said Sean Stinson, President and Chief Growth Officer. “We see significant growth potential in our Rest of World geography, and Peter’s previous client-side experience with Blackline’s products and services will allow him to seamlessly transition into this role. His leadership and experience will ensure Blackline continues to drive operations excellence as we shape the future of industrial work around the world.”

Attalla takes over the position from Neil Campbell, Director, International Sales & Marketing, who is transitioning to the role of Advisor, Global Sales. Neil came to Blackline Safety in 2007 with 20 years of experience in international gas detection. During his tenure as Director, he established a strong presence for Blackline through distribution across the Middle East, Australia, New Zealand and Asia.

“We are incredibly grateful to Neil for his many years of service at Blackline,” said Stinson. “He has been instrumental in bringing Blackline’s revolutionary connected safety solutions to the international market, and we are looking forward to working with him in his new role.”

Canvas GFX and Razorleaf Partner to Deliver PLM-Integrated Advanced Visualization Solutions for Manufacturers with Canvas Envision

1 May 2023

Canvas GFX, Inc, the leading provider of interactive digital work instructions solutions, and Razorleaf, a global systems integrator and consulting services provider specializing in PLM, announced a partnership to bring advanced, PLM-integrated digital work instructions and 3D visualization to manufacturing organizations.

The partnership launches a development plan that begins with an integration between the Canvas Envision digital work instruction solution and the Aras Innovator PLM platform. Through this integration manufacturers will have instant access to easily customizable instructional content based on current PLM product data to front line shop floor and MRO teams.

Integrations powered by Razorleaf’s CLOVER data integration platform, coupled with Razorleaf’s deep PLM expertise ensures critical PLM data is connected and flowing into Canvas GFX’ leading visualization and interactive content platform. This will enable customers to align operations closely with rapidly evolving design engineering data.

By extending the digital thread directly to the wider operational workforce, the partnership enables manufacturers to embrace the next phase of digital transformation: the rapid visualization and interactive consumption of current design data to drive faster execution of critical tasks while minimizing errors and waste.

Eric Doubell, CEO at Razorleaf commented: “Partnering with Canvas GFX opens the door for a sustained, technical relationship enabling manufacturers to transform training and instructional experiences using advanced visualization and interactive content. This content leverages critical engineering data managed within PLM to support the creation and usage of instructional and interactive content on the shop floor. Connectivity powered by our CLOVER data integration platform allows Canvas Envision to be integrated within existing development and manufacturing workflows, ensuring that data is always current, learning always accurate, and rapid transfer of essential tribal knowledge guaranteed.”

“How manufacturers train and guide the new manufacturing workforce to operate effectively is critical to success,” commented Patricia Hume, CEO of Canvas GFX. “This cannot happen in isolation from rapidly evolving product data, and that requires that the creation and

consumption of instructional content which is directly linked to the PLM as the source of product truth. We are delighted to partner with the experts at Razorleaf to make this happen, and thrilled that an integration with Aras Innovator is how we are marking the launch of this new relationship.”

ELECTRONIC SYSTEM DESIGN INDUSTRY LOGS \$3.9 BILLION IN REVENUE IN Q4 2022, ESD ALLIANCE REPORTS

1 May 2023

Electronic System Design (ESD) industry revenue increased 11.3% from \$3,468.2 million in the fourth quarter of 2021 to \$3,858.7 million in the fourth quarter of 2022, the ESD Alliance, a SEMI Technology Community, announced in its latest *Electronic Design Market Data (EDMD)* report. The four-quarter moving average, which compares the most recent four quarters to the prior four, rose 12.6%.

“The electronic design automation (EDA) industry posted double-digit gains in Q4 2022, with increases in all major product categories,” said Walden C. Rhines, Executive Sponsor of the SEMI Electronic Design Market Data report. “All geographic regions recorded growth in the quarter, with Asia Pacific reporting a double-digit increase.”

The companies tracked in the *EDMD* report employed 56,501 people globally in Q4 2022, a 10.3% increase over the Q4 2021 headcount of 51,236 and up 2% compared to Q3 2022.

The quarterly *EDMD* report contains detailed revenue information with the following category and geographic breakdowns.

Revenue by Product and Application Category – Year-Over-Year Change

- **Computer-Aided Engineering (CAE)** revenue jumped 16.9% to \$1,244.2 million. The four-quarter CAE moving average increased 16.1%.
- **IC Physical Design and Verification** revenue rose 11.8% to \$698.3 million. The four-quarter moving average for the category increased 6.9%.
- **Printed Circuit Board and Multi-Chip Module (PCB and MCM)** revenue edged up 1.7% to \$339.4 million. The four-quarter moving average for PCB and MCM rose 9.9%.
- **Semiconductor Intellectual Property (SIP)** revenue climbed 9.3% to \$1,436.3 million. The four-quarter SIP moving average grew 12.9%.
- **Services** revenue increased 7.1% to \$140.5 million. The four-quarter Services moving average rose 17.9%.

Revenue by Region – Year-Over-Year Change

- The **Americas**, the largest reporting region by revenue, procured \$1,714.5 million of electronic system design products and services in Q4 2022, an 8.7% increase. The four-quarter moving average for the Americas rose 13.6%.

- **Europe, Middle East, and Africa (EMEA)** procured \$504.6 million of electronic system design products and services in Q4 2022, a 4.6% increase. The four-quarter moving average for EMEA grew 3.6%.
- **Japan's** procurement of electronic system design products and services increased 8.6% to \$242.1 million. The four-quarter moving average for Japan rose 1.7%.
- **Asia Pacific (APAC)** procured \$1,397.5 million of electronic system design products and services in Q4 2022, a 17.9% increase. The four-quarter moving average for APAC grew 17.1%.

FARO Technologies Announces Retirement of President & CEO Michael Burger and appointment of Yuval Wasserman as Executive Chairman and Interim CEO

3 May 2023

FARO®, a global leader of 3D measurement, imaging and realization solutions for the 3D Metrology, AEC (Architecture, Engineering & Construction), and Public Safety Analytics markets, announced that Michael Burger has informed the company that he intends to retire as president & chief executive officer and such retirement will be effective July 1st, 2023. The board of directors has appointed Yuval Wasserman, its current chairman of the board as Executive Chairman effective May 4th, 2023 and as Chairman and Interim CEO, effective July 1st, 2023. Mr. Burger will remain as a strategic advisor to the Company and to Mr. Wasserman, to assist in the transition.

"On behalf of the board, the company, and its stakeholders, I would like to thank Michael for his many contributions during his tenure as President and CEO of FARO," stated Yuval Wasserman, chairman of the board. "Under Michael's leadership, FARO has embarked on a new strategy to grow its product offerings, served markets and target applications through the expansion into a SaaS model while transferring our manufacturing to an outsourced model. This new strategy, while still in its early stages, positions FARO for growth, diversification, and value creation. I'd like to extend our best wishes to Michael on his retirement. As we continue to pursue our strategy and optimize our business, we will accelerate the process of hiring a new CEO for FARO."

Mr. Burger noted, "Throughout my four years as president and chief executive officer of FARO, we have focused on building a clear strategy to drive the long-term growth of the Company. I am proud of the progress our employees have made and I have very high confidence in the team of highly experienced leaders we have built. I look forward to working with our board and Yuval to ensure a smooth transition."

Yuval Wasserman was previously President CEO of Advanced Energy Industries, Inc. from 2014 to 2021. During his tenure at Advanced Energy Industries, it grew into a global leader in precision power conversion with over \$1.4 billion in annual sales, delivering significant shareholder return. The Board believes that Yuval has the right experience and depth of understanding of the company to lead FARO through this transition and successfully recruit a permanent CEO.

HPE opens global Center of Excellence for HPE Ezmeral Software in Greece

2 May 2023

Hewlett Packard Enterprise announced a significant investment to establish new Global Center of Excellence (CoE) for HPE Ezmeral Software in Athens, Greece. This new global CoE will be integrated into the HPE Ezmeral Software business and enhances its global support capabilities for enterprise customers. The team of open source and data engineers and developers will help organizations around the world apply artificial intelligence (AI), data and advanced analytics in a range of industries including financial services, government, medical research, healthcare, manufacturing, telecommunications, and autonomous transportation.

Greece is a burgeoning global hub of innovation with a growing dynamic ecosystem of technology companies and is encouraging investment in the technology sector. The country has developed a highly skilled pool of talent ready to meet the global demand for AI solutions. HPE recently opened more than 30 new positions for software engineers and developers who have extensive skills and experience in open-source tools, including the MLOps platform, Kubeflow, to bolster this new CoE and has already successfully filled most roles.

“We are delighted to establish this new HPE Global Center of Excellence in Greece and take advantage of the available software talent and growing technology ecosystem in the country,” said Michalis Kassimiotis, managing director, HPE Greece & Cyprus. “With this investment, we bring together talent and technology to foster innovation and help companies and institutions around the world extract more value from the growing volumes of data across their organizations.”

The HPE Ezmeral Software portfolio extends the edge-to-cloud data management and analytics capabilities of the HPE GreenLake platform and provides organizations with the foundation for data analytics, machine learning (ML) and artificial intelligence (AI) projects.

“Enterprises across the globe are launching analytics and AI/ML initiatives, but most lack the in-house IT and data science talent to deliver at scale,” said Mohan Rajagopalan, vice president and general manager, HPE Ezmeral Software. “With this new CoE, HPE is strengthening our commitment and investment in the open-source tools and data science talent necessary for customers to operationalize analytics and AI across their enterprise. The new team brings together the most talented group of developers from the Kubeflow community with deep containers and data skillsets -- naturally complementing our Unified Analytics and Data Fabric offerings.”

The new HPE Ezmeral Software CoE in Greece complements existing capabilities in other HPE global centers in open-source data science, analytics and engineering tools including Apache Airflow, Apache Spark, Apache Superset, Feast, MLFlow, Presto SQL and Ray.

Industrial Scans Launched by Kinetic Vision

1 May 2023

Kinetic Vision is excited to announce the launch of **industrialscans.com**, an educational site designed to share the possibilities of Industrial CT scans. The site offers a rotating view and

cross section tomography views of interesting products to help understand what is happening inside and how they work. The Industrial Scans website features content on each product scan to better explain what the viewer sees in the scan. The website also includes interactive scrolling, allowing a review of the scan as fast or as slowly as needed to learn frame by frame.

Kinetic Vision has always strived to spark exploration and curiosity. The Industrial Scans website offers the ability to teach others what is happening behind the exterior of the common products we interact with every day. The Kinetic Vision team prioritizes teaching others about CT scanning technology, and we are happy to share more information about these scans with others.

The Kinetic Vision Metrology lab is the heart of the Industrial scanning process with CT scanners onsite to handle your most complicated challenges. Our industrial scanning services utilize state-of-the-art imaging methodologies to design, measure, inspect and troubleshoot parts, products, and systems. Examples of this technology include data visualizations, failure analysis, First Article Inspection (FAI), reverse engineering services, Geometric Dimensioning and Tolerancing (GD&T), and porosity analysis. The Kinetic Vision Metrology team has helped hundreds of customers solve thousands of complex problems and we are proud to acknowledge our Metrology Group quality management system as ISO 9001:2015 certified.

Okuma America Corporation Announces New Appointees Within Sales Organization

4 May 2023

Senior executives at Okuma America Corporation, a global leader and builder of computer numeric control (CNC) machine tools, controls and automation systems, recently announced new personnel appointments within its Sales organization to direct and support sales growth in the Americas. Positions include a new director of sales, a new regional sales manager, and a new business development manager.

Mr. Timothy (Tim) Thiessen, Vice President of Sales & Marketing for Okuma America Corporation, a key architect behind the new appointments, shared the following perspectives regarding the enhanced team, “the new appointments are part of the company’s strategic positioning for revenue growth by 2030 across many of our business disciplines, including CNC machine tools, automation systems, and both proprietary and partnered technologies that support manufacturing processes. We look forward to realizing the positive impacts of these organizational enhancements”.

Mr. Brandon Glenn was appointed to the newly-created role of Director of Sales. In this new role Mr. Glenn will be responsible for leading the Okuma America sales team, day-to-day sales programs, and partnerships with Okuma distributors throughout the United States and Canada. Mr. Glenn also now assumes leadership responsibilities for the Okuma America product management team. Prior to assuming his new role, Mr. Glenn served in Senior Regional Sales Manager and Sales Engineer roles for Okuma, preceded by an engineering role at Hendrick Motorsports.

Mr. Luke Lofland was promoted to the role of Regional Sales Manager for eastern territories of the USA. He assumes leadership responsibilities for an Okuma regional sales team and day-to-

day oversight of business activities with one of Okuma's largest distributors, the Morris Group. Prior to assuming his new responsibilities, Mr. Lofland served as a Sales Engineer for Okuma, as well as a design engineer for Boston Gear.

Mr. Mike Hampton was promoted to the role of Business Development Manager. In addition to his existing role, Mike is now responsible for managing Okuma's Partners in Technology and Tech Center facilities. He served as our Business Development Specialist for the past four years. Prior to joining Okuma, Mr. Hampton served as a business development program manager for PFC Brakes.

Reflecting on the organizational changes, Mr. Jim King, President & Chief Operating Officer for Okuma America Corporation, shared the following comments, "the manufacturing industry is evolving at a rapid pace. Our goal as an organization is to ensure that we are positioned for growth by having the right people and the right portfolio to serve customer needs both today and beyond".

All three gentlemen assumed their new roles on April 1, 2023.

Oqton Partners with Xact Metal to Deliver New Metal AM Solutions, Address Expanded Applications

26 April 2023

Oqton, a software provider helping manufacturers increase innovation and efficiency by intelligently automating production, announced it has entered a partnership with Xact Metal, a solution provider focused on enabling manufacturers to experience the benefits of high-quality 3D metal printing at the best price possible. Through this partnership, Oqton and Xact Metal are integrating their additive manufacturing (AM) solutions to deliver automation and full process control at an affordable price. This will empower a breadth of users — from entry-level engineers to skilled experts — to realize the benefits of metal AM for R&D and production applications in a variety of industries.

Manufacturers in industrial and healthcare markets require a scalable combination of additive manufacturing software and hardware to meet their unique business requirements and help them maintain a competitive advantage. Oqton's partnership with Xact Metal brings together Oqton's Manufacturing OS and 3DXpert, and Xact Metal's portfolio of metal 3D printing technologies to create bespoke solutions for each customer's intended use case — making them easy to adopt and implement. Benefits of each include:

- Oqton Manufacturing OS: provides a unified user experience that deploys artificial intelligence across manufacturers' end-to-end engineering and production workflows for significant process efficiency gains. For example, dental laboratories using Manufacturing OS have been able to achieve up to 90% faster data preparation time with the software's smart automation.
- 3DXpert: the leading all-in-one additive manufacturing software that streamlines the workflow by preparing, optimizing, and 3D printing high-quality parts in record time.

3DXpert enables up to 75% faster file preparation because of its superior DfAM and build prep functions which are built on an industrial CAD engine.

- Xact Metal Solutions: includes a range of metal AM products to create solutions from entry-level to large-scale at affordable prices. On average, Xact Metal solutions are one-third of the price of other available printers with similar build volumes and capabilities. Each solution is built on a similar architecture which allows customers to scale their solutions as demand increases.

As a result of this partnership, Xact Metal customers can address more applications using the in-depth features and built-in automation of Oqton's 3DXpert and Manufacturing OS. Through the expansion of Oqton's ecosystem on a new printing platform, the company's customers are able to more easily adopt metal AM through a solution that meets their unique manufacturing requirements.

"The partnership we're announcing today with Xact Metal will enable a broader range of manufacturers to embrace AM to accelerate their innovation," said Roy Sterenthal, vice president, industrial additive, Oqton. "Our integrated solutions are bringing together the latest in AI and metal additive manufacturing to deliver a complete, cloud-accessible, automated workflow. This allows us to deliver solutions for a variety of users and manufacturers from small industrial manufacturers to dental laboratories with high-volume, AI-driven production automation."

"We are excited to announce our partnership with Oqton," said Juan Mario Gomez, CEO of Xact Metal. "Expanding our software options with Oqton's solutions is the next step in our journey to expand access to metal 3D printing technology. Existing users of 3DXpert and Manufacturing OS no longer are required to learn new software to begin printing on Xact Metal printers. Oqton's 3DXpert brings high-performing printing capabilities to our customers while Oqton's dental software provides AI-driven proven solutions resulting in an easy-to-use workflow in dental applications."

SAP Opens New Office in Heart of San Francisco

27 April 2023

SAP SE announced the opening of a new office at 135 Townsend Street in the SoMa neighborhood of San Francisco.

The location was strategically chosen to keep SAP at the heart of the technological advancement and growth happening in the city. Following a design based on extensive employee feedback, the office will help create new work experiences for SAP employees and allow closer collaboration with customers and partners.

"San Francisco is the capital of the tech industry and one of the top global markets for talent," said Yaad Oren, managing director of SAP Labs US and head of SAP Innovation Center Network, SAP. "With more than 50% of the world's venture capital funding deployed here, it is a vital region. SAP is doubling down on our commitment to this epicenter of innovation with our newest office and this next-generation approach to work."

Building the Workplace of Tomorrow

SAP worked with design firm Spaces Of to create a 30,000-square-foot flexible office of the future. While more than 3,500 San Francisco Bay Area employees can use it, about 500 employees will use the location as their main office. Along with San Ramon and Palo Alto, this location gives SAP a footprint in every important corner of Silicon Valley.

The new office location was designed to accommodate a hybrid style of working. The space contains communal meeting areas, flexible workspaces and designated floors for focused or collaborative work throughout. The intuitive design is adaptable and easily updated to meet employee needs. Employees can leverage the amenities of all SAP offices in the region – their assigned office for team on-site days and regional outposts for self-directed collaborations or individual work.

Driving Innovation for SAP

SAP has been revolutionizing enterprise software for more than 50 years. The launch of this new hub helps to ensure that legacy continues through SAP Labs US. SAP Labs Network contains all of SAP's core research and development entities, which are dedicated to building intelligent enterprises and inventing sustainable technologies to support it.

This San Francisco location will support the continued growth of SAP Lab US's investment and influence as it forges close relationships with both early-stage disruptors and key technology partners through the SAP.iO program.

"Our goal is to transform the disruptions of today into the lasting technology solutions of tomorrow," Oren said. "We are building products that matter and have a clear and tangible impact on our customers' transformations and on SAP's bottom line. We're helping deliver the promise of an intelligent, sustainable enterprise with our customers by nourishing relationships with the top technology firms associated with Silicon Valley."

Schneider Electric Appoints Javed Ahmad as Senior Vice President of Global Supply Chain North America

2 May 2023

Schneider Electric, the global leader in the digital transformation of energy management and automation, announced the appointment of Javed Ahmad as the Senior Vice President of its Global Supply Chain North America organization. A 32-year company veteran with expertise in manufacturing, operations, and logistics, Javed will be based in Nashville, TN—the hub for Schneider's supply chain operation for the region that generated more than \$12B in revenue in 2022.

In his new role, Javed will focus on the expansion of supply chain capabilities within this strategic region as well as the digitization of its operations comprising 35 factories and six distribution centers across the U.S., Canada, Mexico, and Central America. Further, Javed and the North American supply chain organization will create greater operational visibility and collaborate with suppliers and other partners to better serve customers in the food and

beverage, hospitals, data centers, water and wastewater, residential and electrical distribution industries.

“Managing a complex local and global supply chain is critical to our company’s continued success,” said Aamir Paul, President, Schneider Electric North America. “Javed’s practical experience tailoring supply chain processes and integrating smart factory technologies will enable us to remain agile while optimizing our growing operations to meet the changing needs of our customers in North America and beyond.”

Javed brings more than 30 years of experience at Schneider Electric to the role, including managing end-to-end supply chains, leading transformations, and managing complex operations across the globe. In his most recent role as Senior Vice President of the Global Supply Chain for the International Region, he oversaw supply chain operations in India, Middle East, Africa, East Asia, Japan, Pacific & South America.

“As we continue to invest in our North American Supply Chain – in both increasing our production footprint to enhancing the digitization with our facilities – we are focused on creating a more agile and resilient operation,” Javed noted. “I’m excited to join this talented team and further our effort to serving our customers.”

Javed joined Schneider Electric in 1991 as the Supply Chain & Logistics Manager with APC, a provider of uninterruptible power supplies, electronics peripherals, and data center products. Since that time, he has continued to take on increasing responsibility within the Global Supply Chain organization while building strong experience in business strategy, lean manufacturing, quality processes, new product development, innovation, global sourcing, procurement, network modeling and quality value engineering.

Schneider Electric Collaborates with UL Solutions to Advance Indoor Environmental Quality

2 May 2023

Schneider Electric, a leader in the digital transformation of energy management and automation, announced a new relationship with UL Solutions, a global leader in applied safety science, to offer its customers access to inspection and testing services that meet the scope requirements of the UL Verified Healthy Building Mark. This new relationship demonstrates Schneider Electric’s continued commitment to providing its customers with the tools and resources needed to reach their health, wellness and environmental, social and governance (ESG) goals.

UL Solutions’ Verified Healthy Building program helps business and building owners communicate their commitment to maintaining healthier indoor environments and report their efforts to a growing contingent of stakeholders, including investors, tenants, government agencies and consumers. The Verified Healthy Building program features three tiers that examine different factors against applicable science criteria. The highest tier, Verified Healthy Building for Indoor Environment, assesses indoor air quality and water quality as well as

building cleanliness, lighting and acoustics. The program also incorporates the criteria of other green building initiatives to provide a holistic view of sustainability progress.

“Sustainability and healthy buildings go hand-in-hand,” said Tyler Haak, Vice President of Sustainability & Services, Digital Energy Division at Schneider Electric. “Our goal has always been to improve the overall quality of buildings and provide our customers access to the necessary tools that make healthy buildings a reality. This UL Verification from UL Solutions will advance our company mission by prompting more companies to reevaluate the health of their current buildings and prioritize sustainability and energy efficiency.”

The increasing demand for sustainable and healthy buildings is in part due to the impact net-zero carbon buildings can have across two key factors for business success: meeting the expectations of visitors and attracting and retaining talent. With 87% of real estate investors stating that demand for healthy buildings has recently increased, and 92% expecting demand to grow even further over the next three years, building owners are recognizing the need to implement an improvement plan centered on tenant wellness. This not only demonstrates their commitment to a global sustainability effort, but also increases rental value for building owners. In fact, research has proven that the rent value of a verified healthy building is 4-7% higher per square foot than non-verified buildings. For industries like healthcare, where success is even more reliant on wellness, business leaders can use the Verified Healthy Building program to distinguish hygiene and sanitary practices with science-based verification of their indoor air quality and environmental safety standards.

In line with this mentality, last year Schneider Electric’s Dallas office site achieved the UL Verified Healthy Building Mark for Indoor Air. Following rigorous testing, on-site inspections, and compliance measurements, employees have peace of mind knowing their space provides exceptional IAQ.

“We’re excited to deliver Schneider Electric’s customers the same opportunity for healthy building recognition,” said Sean McCrady, global director of Asset and Sustainability Performance in the Real Estate Properties group at UL Solutions. “Not only will adding our indoor environmental quality services help improve a building’s overall value, but our services will also allow Schneider Electric’s customers to see additional value working with Schneider Electric in their journey to healthy buildings.”

SLB, Rockwell Automation, Sensia and Cognite Collaborate to Optimize Asset Performance of FPSOs

1 May 2023

SLB, Rockwell Automation Inc., Sensia LLC and Cognite announced a collaboration that will accelerate the evolution of the offshore industry’s floating production storage and offloading (FPSO) facilities. Digital capabilities developed by the four-company coalition will improve the reliability, availability, safety and efficiency of these critical assets — all while lowering the carbon footprint of their offshore operations.

“Global energy demand continues to increase and every part of the value chain is evolving to deliver improved production with more sustainably,” said Steve Gassen, president, Production Systems, SLB. “As digital performance integrators, the power of this coalition comes from our collective knowledge, expertise, and belief that open collaboration will accelerate innovation and decarbonization. SLB will bring advanced digital solutions, subsurface domain expertise, and complex integration and project management capabilities to scale up efficiencies and lower the carbon footprint of operations across every stage of the FPSO life cycle.”

The coalition integrates the entire data life cycle with targeted automation, analytics, simulation and visualization capabilities to enhance efficiencies in FPSO performance. This results in optimized equipment utilization and energy consumption, improved safety, reduced risks of equipment failure and unplanned downtime, plus better-informed strategic decision making.

SLB has been awarded a contract to develop and implement a control system and dynamic process simulation solution for Petrobras. This strategic multipurpose dynamic simulation (MPDS) solution is being developed in partnership with Inprocess Technology and Consulting Group, a worldwide leader in MPDS, and Sensia, the leading control system and automation specialist in oil and gas.

The MPDS solution will leverage SLB’s expertise as an original equipment manufacturer (OEM) and in offshore construction and operations to provide an immersive digital twin environment to dynamically simulate operational processes and their control and automation systems, train personnel, and strengthen safety elements at five new FPSO units to be installed in Búzios Field in the Santos Basin.

Trimble and FHNW Establish Trimble Technology Lab in Switzerland

28 April 2023

Building on a vision to cultivate a highly-trained workforce that will drive the innovative solutions of tomorrow, Trimble and the University of Applied Sciences and Arts Northwestern Switzerland FHNW have collaborated to establish a state-of-the-art Trimble Technology Lab at FHNW’s School of Architecture, Civil Engineering and Geomatics program in Muttenz, Switzerland.

The Trimble Technology Lab builds upon FHNW’s leadership and excellence in training and research in engineering, construction and the sustainable built environment. The lab brings a range of professionals, including future experts in virtual design and construction, geomatics and architecture, direct access to state-of-the-art technologies for the entire construction process. Switzerland’s universities of applied sciences combine their academic programs with a strong practical orientation and a close collaboration with industry. The technology lab also offers a broad range of continuing education courses for experienced professionals who wish to acquire additional skills. Professionals trained at FHNW are empowered to take on key roles in their companies and to implement digital technologies on a broad basis.

“With the Trimble Technology Lab, FHNW can provide its future architects and engineers in the construction domain with the necessary digital tools for today and the future,” said Stephan

Nebiker, FHNW professor and project leader. "We are convinced that the Trimble Technology Lab will provide a strong contribution to our high-quality university education in geomatics and civil engineering, virtual design and construction (VDC), sustainable construction and architecture."

The Trimble Technology Lab was made possible with the support from the MEB Group, Trimble's Swiss dealers SITECH® Switzerland AG, BuildingPoint™ Switzerland AG and ALLNAV AG. The lab at FHNW is part of a national initiative led by the MEB Group to make investments of Trimble technology equipment and training in construction education programs across Switzerland. This initiative was launched with the Trimble Technology Lab at Campus Sursee that was established in 2022.

"The Trimble Technology Lab at FHNW brings state-of-the-art technology into the hands of their students and researchers," said Amy Northcutt, director of Education and Outreach at Trimble. "With our partners at the MEB Group, Trimble is excited to support this national initiative to bring innovation to construction industry education across Switzerland at institutions like FHNW."

"FHNW students and researchers will gain direct access to a comprehensive portfolio of state-of-the-art surveying and Building Information Modeling (BIM) equipment and software," said Markus Brun, CEO of MEB Group. "MEB Group will support FHNW in the use of the technology lab with experts from ALLNAV, BuildingPoint and SITECH. Trimble, MEB Group and FHNW are making an important contribution to the successful digitalization of the Swiss surveying and construction industry."

The lab will include a broad range of Trimble's industry-leading technologies such as the Trimble® XR10 with HoloLens2; GNSS receivers, controllers and tablets; robotic, universal and scanning total stations as well as laser scanners. Advanced software solutions include RealWorks® scanning software, Trimble FieldLink Office, Trimble Business Center, Tekla® Structures, Tekla Structural Design Suite, Trimble Connect® and Trimble Quadri collaboration platforms, Trimble Siteworks, Trimble WorksOS and the company's popular 3D modeling software, SketchUp Pro.

Wipro appoints Soeren Lorenzen as Chief Growth Officer, APMEA

4 May 2023

Wipro Limited, a leading technology services and consulting company, announced the appointment of Soeren Lorenzen as the Chief Growth Officer of its Asia Pacific, Middle East and Africa (APMEA) strategic market unit. Soeren will lead APMEA's sales, marketing, and partnerships teams. He will also work closely with Wipro's Growth Office, bringing together the best of the company's integrated capabilities and global scale to customers in the region.

Soeren comes to Wipro with over two decades of expertise in strategic account management, large deals pursuits, and sales excellence. Previously, he held a series of progressively higher positions in companies such as Hewlett Packard (HP), Injazat and Nilfisk. At HP, Soeren achieved the firm's highest accreditation for Account General Managers responsible for driving growth in corporate accounts.

Anis Chenchah, Chief Executive Officer – APMEA, Wipro Limited, said: “I am delighted to welcome Soeren to our leadership team. With his international experience, particularly in sales and large deal management, as well as partnership management, I am confident that Soeren will contribute effectively to realizing our growth ambitions across APMEA.”

Stephanie Trautman, Chief Growth Officer, Wipro Limited, added: “Wipro’s strong roots in APMEA, combined with the rapidly accelerating digital transformation efforts across the region, create unique opportunities for us in this market. Soeren brings a strong pedigree of driving success for clients, and I look forward to seeing our growth strategies yield even greater results under his leadership.”

Soeren Lorenzen, Chief Growth Officer – APMEA, Wipro Limited, said: “I am excited to join Wipro, a purpose-led global leader in technology services and consulting. It is my privilege to be a part of Wipro’s ambitious transformation journey and I look forward to driving the firm’s growth charter across APMEA.”

Soeren graduated from Copenhagen Business School with a Master in Business Administration and Marketing Economics. He will be based out of Dubai.

Event News

EPLAN LIVE 2023

2 May 2023

Your Journey in Machine & Panel Design

International, informative, to the point - that is the brand new online event EPLAN LIVE. Here we exclusively present the EPLAN highlights of the year.

Save the Date: EPLAN LIVE on 21 June 2023, 2:00 pm to 4:30 pm CEST

You can look forward to these and more topics:

- **For strategists:** Our CEO Sebastian Seitz gives you an outlook on the future strategic direction of EPLAN.
- **For go-getters:** We are sure that you are familiar with the typical challenges for machine and panel builders that we will present to you. International manufacturers will explain on their example how you can master the challenges with EPLAN.
- **For software enthusiasts:** Get exciting insights into the upcoming EPLAN Platform 2024, which we will demonstrate live.

Register now for the online event (in English) and join us live on 21 June.

Further information on the programme will follow shortly!

We are looking forward to seeing you!

[Register now](#)

HONEYWELL ANNOUNCES PARTICIPATION AT UPCOMING INVESTOR CONFERENCES

2 May 2023

Honeywell announced its participation at upcoming investor conferences in May.

- Lucian Boldea, president and chief executive officer of Honeywell Performance Materials and Technologies, will present at the Goldman Sachs Industrials and Materials Conference in New York City on Wednesday, May 10, 2023, from 8:00 a.m. - 8:35 a.m. EDT.
- Greg Lewis, senior vice president and chief financial officer of Honeywell, will present at the Wolfe Research Global Transportation and Industrials Conference in New York City on Tuesday, May 23, 2023, from 8:00 a.m. - 8:40 a.m. EDT.
- Vimal Kapur, president and chief operating officer of Honeywell, will present at the Morgan Stanley Captains of Industry Summit at Jekyll Island, Georgia on Wednesday, May 31, 2023 from 8:20 a.m. - 8:50 a.m. EDT.

As previously announced, Honeywell will host its 2023 investor conference at the Nasdaq MarketSite in New York City on Thursday, May 11, 2023. The event will feature presentations and Q&A panels with the Honeywell leadership team.

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

pSeven at NAFEMS World Congress 2023

3 May 2023

DATADVANCE team will participate at NAFEMS World Congress 2023 that will be held on **May 15-18 in Tampa, Florida, USA** and bring the global engineering simulation community back together again in person.

We invite you to attend our live presentation and visit us on the Exhibition area where we can run a live demo for you.

In the era of industry 4.0, continuous manufacturing benefits from predictive models built by engineering teams. Though, whatever the type of model (physics based, ML/AI, true Digital Twin), not only creating them can be extremely challenging but deploying them and making them easy to use from the shop floor is another challenge of its kind.

During the upcoming NAFEMS World Congress 2023, we will present an approach that removes the roadblocks on the way of model deployment and democratization of predictive analytics.

The approach developed was implemented based on the integration/automation of simulation processes, design optimization and predictive modelling (ML/AI) in a collaborative cloud

environment. We illustrate the effectiveness of the approach on a real problem of pultrusion of glass fiber reinforced C-sections.

One key task is to build hybrid predictive model based on, Machine Learning technique on one hand, and Simulation on the other hand, and deploy it via web services. Operators setting up production machines can then use the deployed model to predict production quality and tune their machines to increase productivity.

May 18th, 2 PM, Track “9K - Reduced Order Modelling 2”

Don't miss it! If you haven't registered yet, now is the time!

[To NAFEMS World Congress 2023 navigate next](#)

Financial News

Ansys Announces Financial Results With Record Q1 ACV, Revenue, Diluted EPS and Operating Cash Flow

3 May 2023

ANSYS, Inc. reported first quarter 2023 GAAP and non-GAAP revenue growth of 20% and 19% in reported currency, respectively, or 23% and 22% in constant currency, respectively, when compared to the first quarter of 2022. For the first quarter of 2023, the Company reported diluted earnings per share of \$1.15 and \$1.85 on a GAAP and non-GAAP basis, respectively, compared to \$0.81 and \$1.36 on a GAAP and non-GAAP basis, respectively, for the first quarter of 2022. Additionally, the Company reported first quarter ACV growth of 16% in reported currency, or 19% in constant currency.

“Ansys achieved outstanding results for the first quarter, giving us a strong start to 2023. We again delivered robust double-digit ACV and revenue growth in the quarter and exceeded our financial guidance across all key metrics. Our performance was broad-based across geographies, customer types, and industries, again demonstrating the essential nature of simulation as well as our multiphysics product leadership. Given the strength of our results and the immense opportunity that lies ahead, I remain confident in our ability to deliver on our commitments in 2023 and beyond,” said Ajei Gopal, Ansys president and CEO.

Nicole Anasenes, Ansys CFO, stated, “Our robust first-quarter results build off the momentum of our outstanding performance in 2022. During Q1, Ansys recorded ACV growth of 19% in constant currency, and GAAP and non-GAAP revenue growth of 23% and 22% in constant currency, respectively. Given the strength of demand for simulation and the momentum we see in our pipeline, we are operationally raising our full-year ACV, revenue and EPS. The operational improvement in our full-year ACV outlook is above and beyond our Q1 outperformance.”

/ Financial Results

Ansys' first quarter 2023 and 2022 financial results are presented below. The 2023 and 2022 non-GAAP results exclude the income statement effects of stock-based compensation, excess payroll taxes related to stock-based compensation, amortization of acquired intangible assets,

expenses related to business combinations and adjustments for the income tax effect of the excluded items. The 2022 period non-GAAP results also exclude the income statement effects of acquisition accounting adjustments to deferred revenue from business combinations closed prior to 2022. There is no adjustment in 2023 as the impact is not material.

GAAP and non-GAAP results are as follows:

<i>(in millions, except per share data and percentages)</i>	GAAP			Non-GAAP			
	Q1 2023	Q1 2022	% Change	Q1 2023	Q1 2022	% Change	
Revenue	\$ 509.4	\$425.1	20	% \$ 509.4	\$428.6	19	%
Net income	\$ 100.6	\$71.0	42	% \$ 161.8	\$119.2	36	%
Diluted earnings per share	\$ 1.15	\$0.81	42	% \$ 1.85	\$1.36	36	%
Operating profit margin	25.1	% 19.1	%	39.8	% 34.7	%	

/ Other Performance Metrics

<i>(in millions, except percentages)</i>	Q1 2023	Q1 2022	% Change	% Change in Constant Currency
ACV	\$ 399.4	\$344.1	16	% 19
Operating cash flows	\$ 260.8	\$210.9	24	%
Unlevered operating cash flows	\$ 269.5	\$213.1	26	%

ACV is a key performance metric and is useful to investors in assessing the strength and trajectory of our business. ACV is a supplemental metric to help evaluate the annual performance of the business. Over the life of the contract, ACV equals the total value realized from a customer. ACV is not impacted by the timing of license revenue recognition. ACV is used by management in financial and operational decision-making and in setting sales targets used for compensation. ACV is not a replacement for, and should be viewed independently of, GAAP revenue and deferred revenue as ACV is a performance metric and is not intended to be

combined with any of these items. There is no GAAP measure comparable to ACV. ACV is composed of the following:

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

When we refer to the anniversary dates in the definition of ACV above, we are referencing the date of the beginning of the next twelve-month period in a contractually committed multi-year contract. If a contract is three years in duration, with a start date of July 1, 2023, the anniversary dates would be July 1, 2024 and July 1, 2025. We label these anniversary dates as they are contractually committed. While this contract would be up for renewal on July 1, 2026, our ACV performance metric does not assume any contract renewals.

Example 1: For purposes of calculating ACV, a \$100,000 subscription lease contract or a \$100,000 maintenance contract with a term of July 1, 2023 – June 30, 2024, would each contribute \$100,000 to ACV for fiscal year 2023 with no contribution to ACV for fiscal year 2024.

Example 2: For purposes of calculating ACV, a \$300,000 subscription lease contract or a \$300,000 maintenance contract with a term of July 1, 2023 – June 30, 2026, would each contribute \$100,000 to ACV in each of fiscal years 2023, 2024 and 2025. There would be no contribution to ACV for fiscal year 2026 as each period captures the full annual value upon the anniversary date.

Example 3: A perpetual license valued at \$200,000 with a contract start date of March 1, 2023 would contribute \$200,000 to ACV in fiscal year 2023.

/ Management's 2023 Financial Outlook

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

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

/ Second Quarter 2023 Guidance

The Company currently expects the following for the quarter ending June 30, 2023:

<i>(in millions, except percentages and per share data)</i>	GAAP	Non-GAAP
Revenue	\$473.0 - 498.0	\$473.0 - \$498.0
<i>Revenue Growth Rate</i>	<i>(0.2%) - 5.1%</i>	<i>(0.6%) - 4.6%</i>
<i>Revenue Growth Rate — Constant Currency</i>	<i>0.4% - 5.7%</i>	<i>—% - 5.3%</i>
Diluted earnings per share	\$0.55 - \$0.78	\$1.35 - \$1.53

<i>(in millions, except percentages)</i>	Other Financial Metrics
ACV	\$474.0 - \$494.0
<i>ACV Growth Rate</i>	<i>3.0% - 7.3%</i>
<i>ACV Growth Rate — Constant Currency</i>	<i>3.4% - 7.7%</i>

/ Fiscal Year 2023 Guidance

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

<i>(in millions, except percentages and per share data)</i>	GAAP	Non-GAAP
Revenue	\$2,242.0 - \$2,322.0	\$2,242.0 - \$2,322.0
<i>Revenue Growth Rate</i>	<i>8.5% - 12.4%</i>	<i>8.2% - 12.0%</i>
<i>Revenue Growth Rate — Constant Currency</i>	<i>8.1% - 12.0%</i>	<i>7.7% - 11.6%</i>
Diluted earnings per share	\$5.31 - \$5.97	\$8.39 - \$8.91

<i>(in millions, except percentages)</i>	Other Financial Metrics
ACV	\$2,265.0 - \$2,335.0
<i>ACV Growth Rate</i>	<i>11.5% - 14.9%</i>

ACV Growth Rate — Constant Currency	10.8% - 14.2%
Unlevered operating cash flows	\$699.0 - \$749.0

Our diluted FY 2023 EPS guidance is inclusive of \$44.7 million in interest expense (\$36.9 million, net of tax). This compares to interest expense in FY 2022 of \$22.7 million (\$18.6 million, net of tax) with the significant increase in FY 2023 driven by the interest rate environment and our floating interest rate on our term loans. Reconciliations of the GAAP to Non-GAAP diluted EPS outlook and the operating cash flow to unlevered operating cash flow outlook are available in our "Reconciliations of GAAP to Non-GAAP Measures" section found later in this document.

The updated FY 2023 guidance captures operational raises in ACV (\$16.0 million operational raise inclusive of \$9.4 million in excess of Q1 guidance and \$6.6 million of incremental momentum), revenue and diluted EPS, which are reflected in the increases to the constant currency guidance growth rates. Offsetting this strong outlook, U.S. Dollar strengthening against certain currencies since our guidance was released in February continues to create headwinds for us. As a result, the guidance also assumes incremental adverse impacts to our improved operational outlook from foreign exchange. The offset to stronger operational performance is primarily driven by substantial weakening of the Japanese Yen and Korean Won exchange rates, partially offset by the weakening of the U.S. Dollar against the Euro since we initiated guidance in February 2023. The impacts of currency are solely the result of macroeconomic events. The underlying foundation of our business remains strong and we continue to see momentum. The below chart captures the drivers of the update to our guidance initiated in February:

<i>(in millions, except per share data)</i>	Mid-point of Guidance in February	Incremental Operational Performance	May mid-point of Guidance at February Exchange Rates	Currency Fluctuations from February to May Guidance	May mid-point of Guidance at Current Exchange Rates
ACV	\$ 2,300	\$ 16	\$ 2,316	\$ (16)	\$ 2,300
Revenue	\$ 2,282	\$ 15	\$ 2,297	\$ (15)	\$ 2,282
Diluted earnings per share	\$ 8.60	\$ 0.18	\$ 8.78	\$ (0.13)	\$ 8.65
Unlevered operating cash flows	\$ 735	\$ —	\$ 735	\$ (11)	\$ 724

/ Conference Call Information

Ansys will hold a conference call at **8:30 a.m. Eastern Time** on May 4, 2023 to discuss first quarter results. The Company will provide its prepared remarks on the Company's investor relations homepage and as an exhibit in its Form 8-K in advance of the call to provide stockholders and analysts with additional time and detail for analyzing its results in preparation for the conference call. The prepared remarks will not be read on the call, and only brief remarks will be made prior to the Q&A session.

To participate in the live conference call, dial 855-239-2942 (US) or 412-542-4124 (Canada & Int'l). The call will be recorded and a replay will be available within two hours after the call. The replay will be available by dialing (877) 344-7529 (US), (855) 669-9658 (Canada) or (412) 317-0088 (Int'l) and entering the access code 9058650. The archived webcast can be accessed, along with other financial information, on Ansys' website at <https://investors.ansys.com/events-presentations/events>.

Autodesk extends invitation to join financial results conference call

1 May 2023

Autodesk, Inc. announced it will broadcast its first quarter fiscal 2024 financial results conference call via its website Thursday, May 25, 2023, at 2 p.m. Pacific Time. Autodesk will host a live webcast call on Thursday, May 25, 2023, at 2 p.m. PT at autodesk.com/investors. An audio replay webcast will also be available after 5 p.m. PT at autodesk.com/investors.

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

CAPGEMINI REPORTS Q1 2023 GROWTH ABOVE 10%

4 May 2023

The Capgemini Group reported Q1 2023 revenues of €5,729 million, up +10.9% year-on-year at current exchange rates and +10.7% at constant exchange rates*.

Aiman Ezzat, Chief Executive Officer of the Capgemini Group, said: *“Capgemini has delivered a very good start to the year, above expectations, in an economic environment that remains tense with some clients adopting a ‘wait-and-see’ attitude. The trends observed in our markets are in line with the scenario anticipated for 2023. Our performance demonstrates the agility and resilience of our model, and the relevance of our strategy. We continue to reinforce our role as a strategic partner for our clients’ business and technology transformations, with added-value solutions specific to each industry.*

We also continue to invest in upskilling our people and enhancing our portfolio of offers. We are expanding our capabilities in technologies and industries to respond to our clients’ business needs in their transition to a digital and sustainable economy. We are thus accelerating on our Sustainability training on key topics such as net zero strategies, clean tech, circular economy, or

biodiversity. We are also exploring the most relevant use cases in Artificial Intelligence, notably through our new Generative AI Lab.

This strong first quarter reinforces our confidence in our growth prospects for the year, which should now reach or exceed the mid-point of the targeted range.”

Momentum remained robust in early 2023, with revenue growth of +10.7% at constant exchange rates* in Q1 2023. Organic growth (i.e. adjusted for Group scope and exchange rates) was +10.1%, a deceleration that was more limited than expected given the high comparison base.

In an economic environment that remains challenging, this performance was mainly driven by the strength of the Group’s high added value service offerings in the areas of Intelligent Industry and Customer First.

OPERATIONS BY REGION

Most of the Group’s regions continued to grow double-digits at constant exchange rates in Q1 2023.

Revenues in the **United Kingdom and Ireland** region (12% of Group revenues in Q1 2023) increased +13.9% at constant exchange rates, driven by strong growth in the Manufacturing and Consumer Goods sectors and the solid performance of Financial Services and the Public Sector.

Momentum also remained strong in the **Rest of Europe** (31% of Group revenues), with growth of +13.8% at constant exchange rates, driven by double-digit growth in the sectors of Manufacturing, the Public Sector and Financial Services – as well as TMT (Telecoms, Media and Technology) and Energy & Utilities.

Activity in **France** (20% of Group revenues) was dynamic, with growth of +12.4% at constant exchange rates, boosted by strong momentum in the Manufacturing, Financial Services, Consumer Goods and Public sectors.

The **North America** region (29% of Group revenues) recorded comparatively moderate growth of +6.1% at constant exchange rates. While the Manufacturing and Services sectors were particularly dynamic, the Financial Services and Consumer Goods sectors trailed, with growth rates lagging behind other regions. The TMT sector experienced a slight contraction.

Finally, revenues in the **Asia-Pacific and Latin America** region (8% of Group revenues) increased by +8.4% at constant exchange rates. In Asia-Pacific, the robust momentum – now essentially organic – was primarily fueled by the Financial Services, Manufacturing and Consumer Goods sectors.

OPERATIONS BY BUSINESS

All Group business lines reported growth rates of close to or above 10% at constant exchange rates.

Strategy & Transformation services (9% of Group revenues in Q1 2023) and **Applications & Technology** services (62% of Group revenues and Capgemini’s core business) posted growth in

total revenues* at constant exchange rates of +15.6% and +10.7%, respectively. This strong momentum, albeit decelerating compared to 2022 as expected, reflects the priority given by Group clients to their strategic digital transformation projects.

Operations & Engineering total revenues* (29% of Group revenues) grew +9.2% at constant exchange rates, with sustained activity levels across all the businesses.

HEADCOUNT

At March 31, 2023, the Group's total headcount stood at 357,000, up +5% year-on-year. 207,300 employees work in offshore centers, or 58% of the total headcount, up +4%.

BOOKINGS

Bookings totaled €5,867 million in Q1 2023, up +6.5% year-on-year at constant exchange rates against a particularly high comparison base, with +26% growth in Q1 2022. The book-to-bill ratio of 1.02 is above the average since 2017.

OUTLOOK

The Group's financial targets for 2023 are:

- Revenue growth of +4% to +7% at constant currency;
- Operating margin of 13.0% to 13.2%;
- Organic free cash flow of around €1.8 billion.

The inorganic contribution to growth should be 0.5 points at the lower end of the target range and 1.0 point at the upper end.

CONFERENCE CALL

Aiman Ezzat, Chief Executive Officer, accompanied by Carole Ferrand, Chief Financial Officer, and Olivier Sevilla, Chief Operating Officer, will present this press release during a conference call in English to be held **today at 8.00 a.m. Paris time (CET)**. You can follow this conference call live via webcast at the following [link](#). A replay will also be available for a period of one year.

All documents relating to this publication will be posted on the Capgemini investor website at <https://investors.capgemini.com/en/>.

Informatica Reports First Quarter 2023 Financial Results

3 May 2023

Informatica, an enterprise cloud data management leader, announced financial results for its first quarter 2023, ended March 31, 2023.

“Informatica delivered an outstanding first quarter that exceeded all key operating metrics, highlighted by cloud subscription ARR growth of 41% year-over-year. We continue to see momentum with enterprise customers purchasing mission-critical new cloud workloads on our Intelligent Data Management Cloud (IDMC) platform and strong customer renewal rates,” said Amit Walia, Chief Executive Officer at Informatica. “We are encouraged by the early momentum of our cloud-only, consumption-driven strategy. Our customers and partners are

embracing Informatica's differentiated IDMC platform to accelerate their digital transformation journeys."

First Quarter 2023 Financial Highlights:

- GAAP Total Revenues increased 1% year-over-year to \$365.4 million. First quarter total revenues included a negative impact of approximately \$7.0 million from foreign currency exchange rates ("FX") rates year-over-year.
- GAAP Subscription Revenues increased 8% year-over-year to \$213.9 million.
- Total ARR increased 10% year-over-year to \$1.53 billion. First quarter total ARR included a negative impact of approximately \$3.4 million from FX rates year-over-year.
- GAAP Operating Loss of \$29.9 million and Non-GAAP Operating Income of \$84.8 million.
- GAAP Operating Cash Flow of \$69.9 million.
- Adjusted Unlevered Free Cash Flow (after-tax) of \$123.4 million. Cash paid for interest of \$34.5 million.

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

First Quarter 2023 Business Highlights:

- Processed 54.3 trillion cloud transactions per month for the quarter ended March 31, 2023, as compared to 32.2 trillion cloud transactions per month in the same quarter last year, an increase of 69% year-over-year.
- Reported 208 customers that spend more than \$1 million in subscription ARR at the end of March 31, 2023, an increase of 27% year-over-year.
- Reported 1,921 customers that spend more than \$100,000 in subscription ARR at the end of March 31, 2023, an increase of 11% year-over-year.
- Achieved a Cloud Subscription NRR of 118% at the end of March 31, 2023.*

* Beginning with the first quarter of fiscal 2023, we introduced Cloud Subscription NRR, a new key business metric. Please refer to the section titled Key Business Metrics below for its definition.

Product Innovation:

- Launched Informatica Cloud Data Integration (CDI) Free and PayGo solution — the industry's only free cloud data loading, integration and ELT/ETL service — supported by major data warehouses/lake solutions, including Amazon Redshift, Azure Synapse, Databricks Delta Lake, Google BigQuery, and Snowflake. CDI-Free is an easy-to-use cloud service that allows users to process up to 20 million rows for ELT or reach 10 processing hours for ETL per month for free. CDI-PayGo has all the capabilities of CDI-Free with no

limit on processing rows or hours of usage, in addition to customer support and SOC2 compliance.

- Launched Flex Informatica Processing Unit (Flex IPU) consumption-based pricing model in which IPUs expire at the end of the contract anniversary year, providing more flexibility for users with highly variable or seasonal usage patterns.
- Launched Microsoft Azure Cloud Point of Delivery (PoD) in Dubai to scale our market reach in the Middle East.

Environmental, Social and Governance ("ESG") Initiatives:

- Published inaugural Informatica 2022 Sustainability Report.

Second Quarter and Full-Year 2023 Financial Outlook

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

Based on information available as of May 3, 2023, guidance for the second quarter of 2023 is as follows:

Second Quarter 2023 Ending June 30, 2023:

- GAAP Total Revenues are expected to be in the range of \$355 million to \$365 million, representing approximately 3% year-over-year decrease at the midpoint of the range.
- Subscription ARR is expected to be in the range of \$1,020 million to \$1,030 million, representing approximately 14% year-over-year growth at the midpoint of the range.
- Cloud Subscription ARR is expected to be in the range of \$501 million to \$507 million, representing approximately 35% year-over-year growth at the midpoint of the range.
- Non-GAAP Operating Income is expected to be in the range of \$67 million to \$77 million, representing approximately 3% year-over-year growth at the midpoint of the range.

Based on information available as of May 3, 2023, the Company reaffirms previously provided guidance for the full-year 2023, as follows:

Full-Year 2023 Ending December 31, 2023:

- GAAP Total Revenues are expected to be in the range of \$1,570 million to \$1,590 million, representing approximately 5% year-over-year growth at the midpoint of the range.
- Total ARR is expected to be in the range of \$1,585 million to \$1,615 million, representing approximately 5% year-over-year growth at the midpoint of the range.
- Subscription ARR is expected to be in the range of \$1,098 million to \$1,118 million, representing approximately 11% year-over-year growth at the midpoint of the range.

- Cloud Subscription ARR is expected to be in the range of \$604 million to \$614 million, representing approximately 35% year-over-year growth at the midpoint of the range.
- Non-GAAP Operating Income is expected to be in the range of \$400 million to \$420 million, representing approximately 17% year-over-year growth at the midpoint of the range.
- Adjusted Unlevered Free Cash Flow (after-tax) is expected to be in the range of \$340 million to \$360 million, representing approximately 21% year-over-year growth at the midpoint of the range.

The Company is assuming constant FX rates for the year based on the rates at the start of the planning period. For reference purposes, the assumed FX rates for our top four currencies in full-year 2023 are as follows:

Currency Planned Rate

EUR/\$	1.07
GBP/\$	1.20
\$/CAD	1.35
\$/JPY	132

Using the foreign exchange rate assumptions noted above, the Company has incorporated the following FX impact into 2023 guidance:

	Q2 2023	Full-Year 2023
Total Revenues	~\$3m negative impact y/y	~\$1m negative impact y/y
Total ARR	~\$2m negative impact y/y	~\$11m negative impact y/y
Subscription ARR	~\$2m negative impact y/y	~\$8m negative impact y/y
Cloud Subscription ARR—		~\$3m negative impact y/y

In addition to the above guidance, the Company is also providing second quarter and full-year 2023 cash paid for interest estimates for modeling purposes. For the second quarter 2023, we estimate cash paid for interest to be approximately \$37 million. For the full-year 2023, we estimate cash paid for interest to be approximately \$145 million.

In addition to the above guidance, the Company is also providing second quarter and full-year 2023 weighted-average number of basic and diluted share estimates for modeling purposes. For the second quarter 2023, we expect basic weighted-average shares outstanding to be approximately 287 million shares and diluted weighted-average shares outstanding to be

approximately 291 million shares. For the full-year 2023, we expect basic weighted-average shares outstanding to be approximately 288 million shares and diluted weighted-average shares outstanding to be approximately 293 million shares.

Reconciliation of non-GAAP operating income and Adjusted unlevered free cash flow after-tax guidance to the most directly comparable GAAP measures is not available without unreasonable effort, as certain items cannot be reasonably predicted because of their high variability, complexity, and low visibility. In particular, the measures and effects of our stock-based compensation expense specific to our equity compensation awards and employer payroll tax-related items on employee stock transactions are directly impacted by the timing of employee stock transactions and unpredictable fluctuations in our stock price, which we expect to have a significant impact on our future GAAP financial results.

Webcast and Conference Call

A conference call to discuss Informatica's first quarter 2023 financial results and financial outlook for the second quarter and full-year 2023 is scheduled for 2:00 p.m. Pacific Time today. To participate, please dial 1-833-470-1428 from the U.S. or 1-404-975-4839 from international locations. The conference passcode is 819836. A live webcast of the conference call will be available on the Investor Relations section of Informatica's website at investors.informatica.com where presentation materials will also be posted prior to the conference call. A replay will be available online approximately two hours following the live call for a period of 30 days.

MariaDB To Announce Second Quarter Fiscal 2023 Financial Results on May 8, 2023

2 May 2023

MariaDB plc announced that it will report financial results for its second quarter of fiscal year 2023 which ended March 31, 2023 on Monday, May 8, 2023 after market close.

MariaDB plc will host a conference call and webcast at 1:30 p.m. Pacific Time (or 4:30 p.m. Eastern Time) on Monday, May 8, 2023 to discuss its financial results. The conference call can be accessed by dialing (888) 396-8049 from the United States and Canada or (416) 764-8646 internationally with conference ID 56385548. A live webcast and replay of the conference call can be accessed from MariaDB plc's investor relations website at investors.mariadb.com.

Following the completion of the conference call through 8:59 p.m. Pacific Time (or 11:59 p.m. Eastern Time) on May 15, 2023, a telephone replay will be available by dialing (877) 674-7070 from the United States and Canada or (416) 764-8692 internationally with conference ID 385548.

Procore Announces First Quarter 2023 Financial Results

3 May 2023

Procore Technologies, Inc., a leading global provider of construction management software, announced financial results for the first quarter ended March 31, 2023.

“I’m proud of the team’s hard work in delivering our first quarter results,” said Tooey Courtemanche, founder, president and CEO of Procore. “Looking ahead, our focus remains on solving the biggest challenges for construction and delivering a platform that helps our customers build better, safer and more efficiently.”

“Our first quarter results reflect durable growth and improved operating leverage,” said Paul Lyandres, CFO of Procore. “I’m excited to officially welcome Howard Fu as CFO effective next week, and look forward to starting my new role at Procore as President of Fintech to help unlock further value for our customers.”

First Quarter 2023 Financial Highlights:

- Revenue was \$214 million, an increase of 34% year-over-year.
- GAAP gross margin was 81% and non-GAAP gross margin was 85%.
- GAAP operating margin was (32%) and non-GAAP operating margin was (2%).
- Operating cash inflow for the first quarter was \$29 million.
- Free cash inflow for the first quarter was \$19 million.

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

Recent Business Highlights:

- Added 601 net new organic customers in the first quarter, ending with a total of 15,089 organic customers.
- Announced **Procore Risk Advisors**, a modern construction brokerage offering enhanced insurance solutions.
- Recognized as a **2023 Best Place to Work** by Glassdoor.

Second Quarter and Full Year 2023 Outlook:

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

- Second Quarter 2023 Outlook:
 - Revenue is expected to be in the range of \$216 million to \$218 million, representing year-over-year growth of 25% to 27%.
 - Non-GAAP operating margin is expected to be in the range of (7.5%) to (8.5%).
- Full Year 2023 Outlook:
 - Revenue is expected to be in the range of \$908 million to \$912 million, representing year-over-year growth of 26% to 27%.
 - Non-GAAP operating margin is expected to be in the range of (5.5%) to (6.5%).

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

Quarterly Conference Call

Procore Technologies, Inc. will hold a conference call to discuss its first quarter results at 2:00 p.m., Pacific Time, on Wednesday, May 3, 2023. A live audio webcast will be accessible on Procore's investor relations website at <http://investors.procore.com>.

PROS Holdings, Inc. Reports First Quarter 2023 Financial Results

2 May 2023

PROS Holdings, Inc., a leading provider of AI-powered SaaS pricing, CPQ, revenue management, and digital offer marketing solutions, announced financial results for the first quarter ended March 31, 2023.

“I’m proud of our team for delivering a strong start to 2023 where we drove 15% subscription revenue growth and 75% improvement to adjusted EBITDA year-over-year,” stated CEO Andres Reiner. “We continue to lead the industry in AI that drives measurable ROI for our customers. As a result of our outperformance in the first quarter, we are raising our 2023 full year guidance across all metrics.”

First Quarter 2023 Financial Highlights

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

	GAAP			Non-GAAP		
	Q1 2023	Q1 2022	Change	Q1 2023	Q1 2022	Change
Revenue:						
Total Revenue	\$73.2	\$66.5	10%	n/a	n/a	n/a
Subscription Revenue	\$56.0	\$48.8	15%	n/a	n/a	n/a
Subscription and Maintenance Revenue	\$61.7	\$56.6	9%	n/a	n/a	n/a
Profitability:						
Gross Profit	\$43.6	\$39.1	12%	\$46.6	\$41.9	11%

Operating (Loss) Income	\$(18.8)	\$(26.5)	\$7.7	\$(3.5)	\$(10.8)	\$7.3
Net (Loss) Income	\$(19.0)	\$(28.6)	\$9.6	\$(2.5)	\$(9.7)	\$7.1
Net (Loss) Earnings Per Share	\$(0.41)	\$(0.64)	\$0.23	\$(0.06)	\$(0.21)	\$0.15
Adjusted EBITDA	n/a	n/a	n/a	\$(2.3)	\$(9.1)	\$6.8

Cash:

Net Cash Used in Operating Activities	\$(6.1)	\$(11.0)	\$4.9	n/a	n/a	n/a
Free Cash Flow	n/a	n/a	n/a	\$(4.5)	\$(11.5)	\$7.0

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

Recent Business Highlights

- Welcomed new customers who are adopting the PROS Platform such as Air Serbia, Atea, Europcar, Meyle, Nature’s Touch, Nok Air, and QuidelOrtho, among others.
- Launched our new generation of PROS Dynamic Pricing for Ancillaries powered by AI, expanding PROS leadership position in offer optimization for airlines.
- Selected recipient of the Houston Business Journal’s Diversity in Business Award for PROS exceptional commitment to promoting practices that advance diversity, equity, and inclusion in the workplace.
- Published PROS 2022 ESG Report, highlighting our perspectives on and approach to environmental, social, and governance issues that matter most to PROS customers, employees, and shareholders.
- Announced the PROS 2023 Analyst Day scheduled for Tuesday, May 23, 2023 from 1:30 pm MT to 3:30 pm MT during the 2023 Outperform conference in Denver, CO.

Financial Outlook

PROS currently anticipates the following based on an estimated 46.1 million basic weighted average shares outstanding for the second quarter of 2023 and a 22% non-GAAP estimated tax rate for the second quarter and full year 2023.

	Q2 2023 Guidance	v. Q2 2022 at Mid- Point	Full Year 2023 Guidance	v. Prior Year at Mid- Point
Total Revenue	\$72.2 to \$73.2	6%	\$295.0 to \$297.0	7%

Subscription Revenue	\$56.0 to \$56.5	12%	\$231.7 to \$233.7	14%
Subscription ARR	n/a	n/a	\$251.0 to \$254.0	11%
Non-GAAP Loss Per Share	\$(0.08) to \$(0.05)	\$0.08	n/a	n/a
Adjusted EBITDA	\$(3.2) to \$(2.2)	\$3.3	\$3.5 to \$6.5	\$19.9
Free Cash Flow	n/a	n/a	\$2.5 to \$6.5	\$26.2

Conference Call

In conjunction with this announcement, PROS Holdings, Inc. will host a conference call on Tuesday, May 2, 2023, at 4:45 p.m. ET to discuss the Company’s financial results and business outlook. To access this call, dial 1-877-407-9039 (toll-free) or 1-201-689-8470. The live and archived webcasts of this call can be accessed under the “Investor Relations” section of the Company’s website at www.pros.com.

A telephone replay will be available until Tuesday, May 9, 2023, 11:59 PM ET at 1-844-512-2921 (toll-free) or 1-412-317-6671 using the pass code 13737916.

Synopsys Announces Earnings Release Date for Second Quarter Fiscal Year 2023

3 May 2023

Synopsys, Inc. announced it will report results for the second quarter fiscal year 2023 on Wednesday, May 17, 2023, after the market close. The company will host a conference call at 2:00 p.m. Pacific Time / 5:00 p.m. Eastern Time to review its financial results and business outlook.

Financial and other statistical information to be discussed on this conference call will be available on the corporate website at www.synopsys.com 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, May 17, 2023, at approximately 5:00 p.m. PT. The replay will be available until Synopsys announces its third quarter fiscal year 2023 results in August 2023.

Trimble Announces First Quarter 2023 Results

3 May 2023

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

First Quarter 2023 Financial Highlights

- Revenue of \$915.4 million, down 8 percent on a year-over-year basis, down 3 percent year-over-year on an organic basis

- Annualized recurring revenue ("ARR") was \$1.65 billion, up 12 percent year-over-year, up 13 percent on an organic basis
- GAAP operating income was \$137.0 million and non-GAAP operating income was \$226.1 million
- GAAP net income was \$128.8 million and non-GAAP net income was \$177.9 million
- Diluted earnings per share ("EPS") was \$0.52 on a GAAP basis and \$0.72 on a non-GAAP basis
- Adjusted EBITDA of \$248.8 million, 27.2 percent of revenue

Executive Quote

"Record annualized recurring revenue of \$1.65 billion and record gross margin of 64.2 percent in the first quarter demonstrates the quality of our Connect and Scale strategy," said Rob Painter, Trimble's president and chief executive officer. "Our first quarter total revenue and profitability exceeded expectations that we communicated to shareholders in February. We are updating 2023 guidance to reflect the Transporeon acquisition, which closed on April 3, 2023."

Forward Looking Guidance

For the full-year 2023, Trimble now expects to report revenue between \$3,835 million and \$3,935 million and non-GAAP EPS of \$2.52 to \$2.72. The full-year 2023 non-GAAP EPS assumes a tax rate of 17.5 percent to 18.0 percent, and approximately 250 million shares outstanding. For the second quarter of 2023, Trimble expects to report revenue between \$962 million and \$992 million and non-GAAP EPS of \$0.55 to \$0.61. The second quarter of 2023 non-GAAP EPS assumes a tax rate of 17.5 percent, and approximately 249 million shares outstanding. Trimble is unable to provide a quantitative reconciliation of these measures to GAAP with a reasonable degree of accuracy because Trimble has not estimated the fair value of the assets and liabilities, including intangible assets and related amortization expense, associated with the Transporeon acquisition. An explanation of how we calculate non-GAAP EPS and other information relating to this non-GAAP measure is included in the supplemental schedule attached.

Investor Conference Call / Webcast Details

Trimble will hold a conference call on May 3, 2023 at 8:00 a.m. ET to review its first quarter 2023 results. An accompanying slide presentation will be made available on the "Investors" section of the Trimble website, www.trimble.com, under the subheading "Events & Presentations." The call will be broadcast live on the web at <https://investor.trimble.com>. Investors without internet access may dial into the call at (888) 660-6347 (U.S.) or (929) 201-6594 (international). The conference ID is 1043223. The replay will also be available on the web at the address above.

Velo3D Announces First Quarter 2023 Financial Results

1 May 2023

Velo3D, Inc., a leading additive manufacturing technology company for mission-critical metal parts, announced financial results for its fiscal first quarter ended March 31, 2023.

“We were pleased with our results as continued demand for our industry leading Sapphire platform, combined with strong manufacturing execution, enabled us to achieve our first quarter forecasts,” said Benny Buller, CEO of Velo3D. “Operationally, we continued to successfully ramp our Sapphire XC and Sapphire XC 1MZ production in order to meet the increasing demand from both new and existing customers for these systems. Importantly, we significantly improved our gross margin for the quarter as we are starting to see the initial benefits our recently implemented operational efficiency initiatives to reduce production costs and improve system manufacturing cycle times. Additionally, our operating expense reduction initiatives are on plan and we remain confident in meeting our goal of a 20% reduction in year over year fourth quarter Non-GAAP operating expenses. Overall, our first quarter success reflects the increasing acceptance of our technology as more customers turn to Velo3D to manufacture the critical, high value metal parts they need.”

“Looking forward, demand remains strong as bookings rose more than 30% sequentially to \$20 million and our backlog now totals \$24 million. With 75% of our second quarter revenue either booked, recurring or in backlog, we have increasing confidence in our ability to achieve revenue growth of more than 50% this year. Finally, we continue to successfully execute on our 2023 strategic priorities and our path to profitability remains clear. Given our first quarter results, increasing demand for our leading technology and strong industry fundamentals, we remain confident in our ability to achieve our 2023 operational and financial goals,” concluded Buller.

(\$ in Millions, except percentages and per-share data)	1st Quarter 2023	4th Quarter 2022	1st Quarter 2022
GAAP revenue	\$26.8	\$29.8	\$12.2
GAAP gross margin	10.9%	5.9%	0.1%
GAAP net income (loss) ¹	(\$36.2)	\$22.6	(\$65.3)
GAAP net income (loss) per diluted share	(\$0.19)	\$0.11	(\$0.36)
Non-GAAP net loss ²	(\$17.8)	(\$16.4)	(\$23.1)
Non-GAAP net loss per diluted share ²	(\$0.09)	(\$0.08)	(\$0.13)
Cash and Investments	\$64	\$80	\$186

Information about Velo3D’s use of non-GAAP information, including a reconciliation to U.S. GAAP, is provided at the end of this release.

1. **Reconciliations to U.S. generally accepted accounting principles (GAAP) financial measures are presented below under “Non-GAAP Financial Information”.**
2. **Non-GAAP net loss and non-GAAP net loss per diluted share exclude stock-based compensation expense, and fair value adjustments for the Company’s warrants and earnout liabilities in the three months ended March 31, 2023, December 31, 2022 and March 31, 2022.**

Summary of First Quarter 2023 results

Revenue for the first quarter was \$26.8 million, an increase of 120% year over year. Compared to the first quarter of 2022, Year of Sale revenue^[1] improvement was driven by an increase in system volume and a higher average selling price due to a more favorable transaction mix. On a sequential basis, Year of Sale revenue declined primarily due to slightly lower system volume as the fourth quarter included shipments deferred from the third quarter, and a lower average selling price reflecting the absence of deferred payment transactions compared to the fourth quarter. Support service and recurring payment revenue rose 10% to \$2.2 million compared to the first quarter of 2022, primarily due to an increase in the company’s installed base.

Gross margin for the first quarter was 10.9%, up approximately 500 basis points sequentially, as the company benefited from a sequential reduction in material costs and improved manufacturing efficiency. Labor and overhead costs for the first quarter were in line with forecasts and the company expects further improvement in its material costs through the end of 2023.

Operating expenses for the first quarter increased 14% to \$27.0 million compared to \$23.7 million in the fourth quarter of 2022. Fourth quarter operating expenses included \$3.4 million of non-recurring expense reductions, primarily in research and development. On a comparable basis, excluding these non-recurring expenses, operating expenses were in line sequentially. Non-GAAP operating expenses, which excludes stock-based compensation expense of \$6.2 million, was \$20.8 million. Excluding the aforementioned \$3.4 million non-recurring benefit from the fourth quarter, first quarter operating expenses declined approximately 5% sequentially.

Net loss for the quarter was \$36.2 million and reflected a loss of \$12.2 million on the fair value of warrants and contingent earnout liabilities. Non-GAAP net loss, which excludes, among other items, the gain on fair value of warrants and contingent earnout liabilities as well as stock-based compensation expense, was \$17.8 million in the three months ended March 31, 2023. Adjusted EBITDA for the quarter, excluding the same metrics, was a loss of \$16.0 million. For more information regarding the company’s non-GAAP financial measures, see “Non-GAAP Financial Information” below.

The company ended the quarter with a strong balance sheet with \$64 million in cash and investments and minimal debt. Net cash flow for the quarter improved more than 50% sequentially and was ahead of guidance. The company expects sequential improvement in cash flow through the balance of the year while approaching break even in the fourth quarter of 2023.

Guidance

Given strong demand trends, current backlog and first quarter bookings, the company is confident in achieving its 2023 financial forecasts.

For the second quarter of 2023, the company expects the following:

- Revenue in the range of \$25 million to \$29 million
- Gross margin in the range of 12% to 16%, assuming no impact from potential non-recurring charges
- Bookings in the range of \$23 million to \$29 million

For the fiscal year 2023, the company's guidance remains unchanged:

- Revenue in the range of \$120 million to \$130 million
- Gross margin in the range of 19% to 21%, assuming no impact from potential non-recurring charges – with gross margin of approximately 30% in the fourth quarter of 2023
- Bookings in the range of \$100 million to \$130 million

The company will host a conference call for investors this afternoon to discuss its first quarter 2023 at 2:00 p.m. Pacific Time. The call will be webcast and can be accessed from the Events page of the Investor Relations section of Velo3D's website at <https://ir.velo3d.com/>.

Implementation Investments

Cadence Leverages IBM Cloud HPC to Accelerate Electronic Chip and System Design Software Development

3 May 2023

IBM announced Cadence Design Systems, Inc., is leveraging high-performance computing (HPC) with IBM Cloud HPC to help develop its chip and system design software faster. With more than 30 years of computational software experience, Cadence helps companies deliver innovative electronic products, including chips, boards and systems for dynamic market applications such as hyperscale computing, 5G communications, automotive, mobile, aerospace, consumer, industrial and healthcare.

Building on its decades long history of delivering electronic design innovation and offering hosted design services, Cadence started its public cloud journey in 2016 and has since evolved to adopt a hybrid, multi-cloud approach, which includes IBM. The company has leveraged multiple research and development (R&D) workloads in IBM Cloud to achieve a variety of benefits, including those related to resiliency, performance, security, compliance and total cost of ownership.

With the integrated IBM Spectrum LSF deployed in a hybrid cloud solution for HPC, Cadence is able to flexibly manage its compute-intensive workloads on-premises and in the cloud with high

levels of resiliency and performance. Using IBM HPC both on-prem and on IBM Cloud, Cadence can take advantage of the solution to address compute demand peaks while helping to mitigate the risk of downtime, which benefits enablement of strategic R&D work.

"As Cadence continues to drive computational software innovation, continuity is critical when it comes to optimizing operations across our business unit teams who are responsible for delivering chip and system design software to customers at a rapid pace. Leveraging IBM Cloud as part of our multi-cloud environment and IBM Spectrum LSF as the HPC workload scheduler, we've successfully achieved high-compute utilization, which lets us efficiently utilize our cloud budget and streamline our computational workload," said Tarak Ray, corporate vice president and chief information officer, Cadence.

"As organizations modernize, IBM is committed to helping Cadence make the best workload placement decisions for their business based on resiliency, performance, security, compliance requirements and total cost of ownership. For IBM clients like Cadence, demanding HPC workloads require higher utilization capabilities, and with a hybrid cloud solution, they can better manage peak workloads. IBM Cloud HPC is designed to deliver increased storage performance, greater compute power and higher levels of security and with these capabilities we are helping Cadence improve HPC for computational software workload performance and drive overall efficiency," said Rohit Badlaney, GM, Industry Cloud Platforms & Solutions, IBM.

With IBM Cloud for HPC integrated with IBM Spectrum LSF, Cadence reports it is able to perform more regressions, and as a result, can support more predictable and faster time to value. Bringing IBM's longstanding experience in workload management and scheduling with IBM Spectrum LSF together with IBM Cloud for HPC provides the Cadence team with added value. As enterprises like Cadence work continuously to remain competitive, IBM Cloud HPC helps overcome large-scale, compute-intensive challenges and speed time to insight.

Canadian home services giant chooses IFS to optimize customer service and drive growth

2 May 2023

IFS, the global cloud enterprise software company, announced that Canada-based home and commercial services and energy solutions company, Enercare, has selected IFS Cloud for Service Management, together with the IFS Planning and Scheduling Optimization (PSO) software, to streamline service operations and field productivity.

Opting for IFS Cloud and PSO will enable Enercare to achieve a combination of single platform functionality and field service capabilities to meet all of its use case requirements 'out of the box.' It will also allow the company to use the AI-driven predictive analytics embedded in the software to optimize field service resource scheduling and maximize business efficiencies.

Enercare wanted a new solution to replace its existing software, which was nearing end of life. Thanks to the IFS implementation, project managers and senior field service supervisors at Enercare will have access to dashboards and reports, enhancing their visibility over operations and enabling them to make informed decisions in real-time. In parallel, field technicians will

benefit from access to a new mobile app to empower them to receive schedule changes quickly and rapidly report back on the status of jobs.

The implementation will be handled by IFS partner and systems integrator, Gogh Solutions, with the first phase supporting scheduling and dispatch processes for Enercare's field technicians.

David Cefai, CIO, Enercare, said: "In engaging with IFS, we were looking for a long-term solution that would enable us to give our customers the best possible customer service. We wanted a modern, 'cloud first' solution that could provide us with all that capability from the word go. IFS Cloud was the ideal choice. The service and support we have received from IFS has been excellent too. We have been impressed with the technical capability of the IFS team, their ability to align with our transformation roadmap and the onsite demos and workshops they have delivered."

Marne Martin, Chief Strategy Officer and President, IFS, said: "We are delighted that Enercare has chosen IFS to help streamline their service operations and support their continued growth. IFS Cloud and PSO provides Enercare with the capacity to differentiate their product offerings not just on the basis of service but through efficiency, driving customer experience and growing their business over time."

CGS Shop Floor Control Essential Drives Global Demand

27 April 2023

CGS, a global provider of business applications, enterprise learning and outsourcing services, announced that its Shop Floor Control Essential™ has driven rapid growth worldwide. This success can be attributed to CGS's team of experts and their hands-on, consultative approach, coupled with the innovative technology of its new cloud-based Shop Floor Control (SFC) Essential.

"We implemented Shop Floor Control in 2022 for our brand-new sewing factory here in Waterloo, Iowa," said Nancy Steinbron, Business Operations Leader for Dignity Apparel. "CGS and their deeply experienced team have been excellent. We love the BlueCherry Shop Floor Control system and are looking forward to taking advantage of the dynamic reports and data that can be gathered and analyzed for actionable results."

CGS's existing BlueCherry® Shop Floor Control Enterprise is the most widely adopted fashion-focused Production Management System (PMS) in the world. With the recent launch and addition of SFC Essential, more manufacturers and now brands can leverage the flexibility and lighter infrastructure to quickly digitize their operations, increase productivity and efficiency, reduce costs, and improve quality while meeting process transparency, sustainability and compliance requirements – all at their fingertips, anytime, anywhere.

"In our pursuit of a better data collection solution for our production floor, CustomFab USA chose to partner with CGS to implement their impressive BlueCherry SFC," said Brian Alhanati, Vice President for Custom Fab USA. "The visibility provided by BlueCherry SFC, combined with

the flexibility to tailor the program around our unique brand of manufacturing made the decision to choose CGS an easy one.”

“While our new Essential boasts all the cutting-edge features users demand, savvy customers want even more. They’re looking for a partner that is with them every step of the way – ensuring that their specific needs are met, deployment is seamless, and a short term return on investment is achieved,” said Michael PENCHANSKY, Vice President Global Business Development, Manufacturing Systems for CGS. “That’s where CGS shines. What makes our innovative, market-leading platform truly stand out is the team behind it. We see customers as long-term partners and as such are to their success.”

Brian Howe, CFO for Vapor Apparel added, “We found the CGS team to be extremely collaborative. They worked diligently to systemically accommodate our unique scenarios. They were responsive and took the time to fully understand our operational nuances.”

Clarins UK Sets Foundation for Growth with Infor

2 May 2023

Infor®, the industry cloud company, today announced that premium skincare brand Clarins UK has deployed Infor WMS warehouse management system. Supporting a new distribution centre, the cloud solution, powered by AWS (Amazon Web Services), will facilitate a standardised, best-in-class digital backbone for the beauty leader. While delivering increased visibility, improved traceability and inventory accuracy, Infor WMS also will enhance order management and dynamic picking, for optimum productivity.

With a remit to establish a scalable infrastructure for the future, and improve both traceability and accuracy of customer orders, Clarins needed to move away from its previous legacy warehouse management system. Infor’s multi-tenant cloud-based WMS was selected with support from Supply Chain Consulting Group. The decision was based on the solution’s best-in-class capabilities, and prebuilt processes to enable a fast deployment, as well as scale for the future.

“With the launch of our new distribution centre, we took the opportunity to review our processes and implement a cloud-based, standardised system with best-in-class processes,” comments Alison SurrIDGE, business transformation director at Clarins (UK) Ltd. “The project came in ahead of the deadline and under budget, which was crucial as we had a short window to establish everything in order to hit the ground running. We now have a world-class distribution centre, underpinned by the very best digital platform from which to optimise performance and customer service, as well as the flexibility for further expansion.

“Now we have increased visibility of ASNs and shipment order status, and enhanced order management through waves, plus we have significantly improved the traceability and accuracy of our inventory through Infor WMS. The fact that the system is so easy to use means operative onboarding time has reduced, and a more streamlined warehousing operation inevitably means that we can deliver better service to our customers.”

“Clarins’ new distribution centre represents a perfect example of a major brand embracing the potential of digital to drive greater scale, performance and agility. Our ‘engage’ workshop drove home confidence that Infor was the right project partner to deliver this transformative technology in the new distribution centre,” comments Mike Weeks, solution specialist for distribution industries at Infor. “Automation and integration are key to optimising performance in a modern warehouse, and through instilling the right processes, supported by world-class software capabilities, Clarins is in the best position to build on the success of its brand and adapt its operations as market dynamics evolve in the coming years.”

Driven by Innovation: DXC Technology Announces Partnership with Scuderia Ferrari

3 May 2023

DXC Technology, a leading Fortune 500 global technology services company, announced it has signed a multi-year agreement with Scuderia Ferrari, the racing division of Ferrari N.V. (NYSE/EXM: RACE), including a commitment to engineer the latest in automotive digital solutions, elevating the performance and driving experience.

DXC brings together customized, end-to-end technology to provide engineering solutions that power the automotive industry. DXC is working with Ferrari on unified and scalable digital automotive solutions modernizing the vehicle information capabilities. This will enable a long-term software strategy that can be deployed in Ferrari sports cars produced from 2024 onwards.

Together with Scuderia Ferrari, DXC will bring together the latest proven technologies in Formula 1 with the latest in human machine interfaces (HMI). In addition, DXC’s logo will appear on the outer halo of the Scuderia Ferrari Formula 1 cars, as well as on the driver race suit, helmet, and other materials, beginning May 5 with the Formula 1 Miami Grand Prix.

“We have been working with Ferrari for several years on their essential infrastructure, and we are proud to move to a partnership that includes guiding them to their technology future,” said Michael Corcoran, Global Lead, DXC Analytics & Engineering. “We are committed to innovating technology that transforms the vehicle information capabilities and enhances the driving experience for all.”

DXC recognizes that automotive software development is increasingly important with the change to software-defined vehicles because it improves the in-car experience and connects the driver to the automotive manufacturer. DXC is partnering with Scuderia Ferrari because of its reputation as the most successful racing team in Formula 1 history and is known for its continuous pursuit of innovation.

“We are delighted to start this partnership with DXC Technology, a company that already provides ICT infrastructures and human machine interfaces for Ferrari’s critical systems and with which we will explore further software asset management solutions in the future,” said Lorenzo Giorgetti, Chief Racing Revenue Officer at Ferrari. “With DXC we share values such as business expertise, the search for continuous innovation and dedication to excellence. We look forward to developing this partnership in the years ahead.”

DXC Technology Completes Major Data Center Migration for the London Insurance Market

4 May 2023

DXC Technology, a leading Fortune 500 global technology services provider, working closely with the London Market Joint Ventures (XIS and XCS), has successfully completed a major data center migration, a key milestone in the multi-year transformation of the world's largest insurance market.

An important step in the insurance market's journey to the cloud, the data center migration will enhance resilience, security, and agility, while laying the foundations for further digital transformation and continuous improvement.

This major undertaking required critical input and coordination from several major organizations in the insurance world including Lloyd's of London, the International Underwriting Association (IUA), the Lloyd's Market Association (LMA) and the London & International Insurance Brokers Association (LIIBA).

Over the course of a single weekend in February, DXC moved over 70 billion rows of data, 700 IT assets, over 200 mission-critical business applications, and multiple database types onto a simplified and more advanced on-prem enterprise data center solution. A period of 'hypercare' was successfully completed at the end of April, signaling the completion of the migration phase.

Over 500 global engineers and an extensive technology partner network collaborated on the migration, spanning three mission-critical environments: production, disaster recovery, and test service.

As the world's largest insurance center, the London insurance market represents 7.6% of the global commercial (re)insurance market, employs 47,000 people across the UK, and makes up almost a quarter of the City of London's GDP.

"Completing the data centre migration has been an important confidence builder for the market and puts the technology stack on a much more resilient and better performing cloud-based infrastructure," said Bob James, Chief Operations Officer, Lloyd's. "This, along with the delivery of two of the five sequences in the Blueprint Two plan moves us forward to a better, faster, and cheaper way of doing business in the Lloyd's and London insurance market."

"DXC is the trusted technology partner to the London insurance market, transforming it from a largely paper-based, analogue set of processes to a marketplace that is digital, efficient and data-first. By completing this major milestone, we are taking an important step in the market's digital transformation as part of our wider engagement with the Lloyd's Blueprint Two program," said Chris Halbard, CEO of the London Market Joint Ventures.

"This complex program is the culmination of years of extensive planning between DXC, the Joint Ventures, representatives from market associations including the LMA and LIIBA, and our customers. In our estimation, this is one of the most ambitious data center migrations in the world, and it's a testament to the expertise of the teams that it has been completed successfully," said Andy Evans, Delivery Director, DXC Technology.

Comprising shareholdings of DXC, the International Underwriting Association and Lloyd's, the Joint Ventures have been providing Business Process Services (BPS) to the London insurance market for over 20 years, managing over 3.7M premium and claims submissions, and handling over 200M messages annually.

Additional quotes

"The scale of this data migration is extraordinary and has required intensive collaboration between DXC, the Joint Ventures, and the companies of the London insurance market," said Louise Day, Director of Operations, International Underwriting Association.

"This was a hugely important project led by DXC and Joint Venture teams. Meticulous planning, delivery execution, and exceptional collaboration with the customer community was the recipe for success," said Rob Myers, Operations Director, LMA.

E&A Scheer Selects Infor to Optimize Processes

3 May 2023

Infor®, the industry cloud company, announced the go-live of Infor CloudSuite Food & Beverage at E&A Scheer. The rum company uses the solution to optimize internal processes. The future-proof solution offers the Dutch rum company improvements for distribution and recipe management in combination with greater insight into the supply chain.

E&A Scheer is a family business that has existed for over 250 years. The company imports, blends and trades rum, Batavia arrack, and cachaça. E&A Scheer supplies custom-made rum blends, mainly to beverage companies in more than 50 countries worldwide. The more than 200 rums are purchased from at least 35 distilleries. E&A Scheer's 100 percent subsidiary, The Main Rum Company, also offers unique and matured rums in barrels.

E&A Scheer was looking for a partner with standardized cloud solutions for sector-specific challenges. After a thorough evaluation, Infor was selected because of its extensive food & beverage functionalities, such as planning & scheduling, recipe management and inventory management. In addition, the cloud expertise and team composition from Infor played an important role in the decision.

"We are extremely satisfied with the progress of the implementation project. Both the solution and the references led to a quick choice for Infor CloudSuite Food & Beverage," said Reinout de Rooij, group CFO at E&A Scheer. "Thanks to Infor CloudSuite Food & Beverage, we can look to the future with confidence, manage our supply chain well and continue to grow as an organization. We look forward to using this technology to lay a solid foundation for our next period of growth, especially at a time when the opportunity for flexible distribution is becoming increasingly urgent."

"Manufacturers need ERP systems that allow them to respond quickly to market changes," said Arne Gelderblom, Infor Food & Beverage account executive. "Infor CloudSuite Food & Beverage supports the increasing need for flexibility in a dynamic time for the beverage industry. We are delighted to help such a great family business to increase their success and growth."

Gervasi Vineyard Uncorks Exceptional Guest Experiences with Oracle Cloud

2 May 2023

Gervasi Vineyard Resort & Spa, a luxury destination in Canton, Ohio is expanding its business with Oracle Cloud. Using Oracle Hospitality OPERA Cloud Property Management System (PMS) and MICROS Symphony Cloud Point-of-Sale (POS), Gervasi has consolidated its operations on a single cloud platform. With streamlined tools and better access to data – from the spa and restaurant to guest rooms and wedding venues, staff and managements are able to save while providing the personalized service guest expect.

“Gervasi has expanded well beyond our vineyard and as our operations became more complex so did managing our disparate systems,” said Scott Swaldo, CEO and General Manager of Gervasi Vineyard. “With the recent openings of The Cave and The Spa, we knew we needed a system that could provide better visibility across our entire operation. Only Oracle offered the connected, modern hotel, event, and restaurant systems we needed to look at our business holistically to better manage revenue and deliver personalized guest experiences.”

Transforming business to create world-class experiences

Born from a family dream nearly 13 years ago, the sprawling 55-acre Ohio estate has become an established destination for once-in-a-lifetime experiences. By implementing Oracle, Gervasi has been able to unify its services, while also increasing its financial and operational efficiencies. The real-time analytics and reporting in OPERA Cloud provide management the insights to meet the changing demands of their customers, and manage their seasonal offerings such as their Summer Musica Concert Series. In tandem, Oracle Hospitality OPERA Sales and Event Management enable staff to maximize revenue by providing real time detailed information on hotel rooms and event spaces, including functional-space availability, room availability, menus, package, and pricing options.

By leveraging the Oracle Hospitality Integration Platform, Gervasi was also able to quickly add Book4Time to manage reservations and ancillary revenue operations at its new spa, enabling guests to book appointments online. Combined with MICROS Symphony POS and OPERA PMS, Gervasi has centralized billing, reservation, and reporting systems. Now, all guest charges across the property, including hotel, dining, and wine purchases, are managed through a single bill to their room.

“With Oracle’s comprehensive hospitality cloud platform, Gervasi has been able to streamline its operations to give our staff more time to offer the exemplary services their guests expect,” said Alex Alt, senior vice president and general manager of Oracle Hospitality. “By moving its restaurant, hotel, and spa services to the cloud, Gervasi has the intelligence and tools it needs to better manage and optimize all elements of its operations.”

Global Manufacturer of Firefighter PPE Fire-Dex Looks to the Future with Fashion On Demand by Lectra, Increasing Cutting Capacity by 30%

2 May 2023

Lectra, a major global player in the fashion, automotive and furniture markets, announced that Fire-Dex, the fastest-growing manufacturer of personal protective equipment (PPE) for first responders in the country, has chosen to adopt Fashion On Demand by Lectra to enhance its manufacturing processes and improve its competitive advantage, in an effort to overcome challenges brought on by the supply chain complexities of the last several months.

Fashion On Demand by Lectra is a global Industry 4.0 solution, automating the production process from order to cutting, based on a digital platform using smart algorithms and connected devices. It enables the digitization of processes and workflows to improve business performance. The turnkey solution, powered by cloud technology, comprises Lectra's Digital Cutting Platform and single-ply fabric cutting solution Virga.

Working with Lectra since 2001, Fire-Dex strives to maintain top-notch manufacturing processes to keep up with any critical shifts in consumer demand, labor shortages or supply chain challenges. With its improved ergonomic Fashion On Demand solution, the company has been able to improve cutting capacity by up to 30% and has set the foundation to grow garment production from 30K pieces per year to over 80K.

In addition, Lectra has enabled Fire-Dex to:

- Improve fabric utilization by 0.7%
- Automate order processing
- Streamline the manufacturing process and optimize offloading technology

"Lectra is the only company that has been able to provide us with a complete solution and not just an asset," said John Karban, VP of Operations at Fire-Dex. "By integrating Lectra's Fashion On Demand cutting room with the latest version of its cloud nesting solution, Fire-Dex has been able to improve its workflow and plan its cutting room more efficiently, while giving everyone clear visibility on the entire process. We're seeing the start of industry 4.0 in the fashion cutting room, and it's very exciting."

"We've been fortunate to collaborate with Fire-Dex over the last 20+ years and we're proud to see the success they've seen with our solution," said Lenny Marano, President of the Americas at Lectra. "This is the first Fashion On Demand solution currently being used in the protective wear market, and as on-demand production continues to become key for US manufacturing, we'll continue to see companies shifting to this model to remain agile and produce more sustainably."

LAT Apparel Streamlines Product Development with Centric PLM

1 May 2023

Centric Software®, the Product Lifecycle Management (PLM) market leader, is pleased to announce that LAT Apparel, the brand of elevated basics, has selected Centric PLM®. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, consumer electronics, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Founded in 1982 and headquartered in Ball Ground, Georgia, LAT Apparel sells high-quality clothing basics and accessories that major customers like screen printers and customized apparel companies use to print their own designs. Offering five different brands for men, women, teens, kids, babies and even dogs, LAT Apparel sells to wholesale and craft distributors in the US and Canada. The multi-brand company works with multiple factories around the world.

“Our brands have grown exponentially and it’s getting more and more difficult to communicate not only internally, but also with our factories and our vendors,” explains Jennifer Oleksik, Director of Apparel and Quality at LAT Apparel. “When I came on five and a half years ago, we didn’t even really have tech packs. We started building tech packs but there were at least five separate steps to send information to the factory. We also didn’t have material or trim libraries. Internally, we have many different spreadsheets with similar information and we’re constantly inputting data multiple times.”

Having worked with PLM at previous companies, Oleksik says, “I knew that there was a big opportunity for us to be able to do more. We interviewed and had demos with several PLM vendors and reviewed what everybody had to offer out of the box. We looked at pricing, obviously, to see where it fit in our budget.”

“With Centric PLM,” Oleksik elaborates, “I just love how simple everything is to use and navigate. We didn’t get that experience with some of the other solutions. Centric Software is the industry leader, so when I brought this to the table, I said that we should go with the best rather than regret our decision and have to start again. Everybody was on board.”

The LAT team expects to gain company-wide efficiencies. “Having one place where we can access all of our information will improve internal and vendor communication,” Oleksik explains. “Our production team is really excited about being able to issue sample orders more easily. For quality control and managing our vendors, we are looking forward to creating report cards and making sure that all certifications are up to date. From a sourcing standpoint, costing will be much easier. Our marketing team will be able to go in and see the style details instead of having to access our tech packs and open every file. Centric PLM is going to greatly streamline all our processes.”

Oleksik says the Centric team has been great to work with. “The process of scheduling and onboarding has been so smooth. Our Centric sales rep worked with us to ensure it was the right

thing for our company, and gave us all the upfront information that we needed. If we have a question, there is always a quick turnaround. Everybody has just been wonderful.”

President and CEO of Centric Software, Chris Groves says, “We are pleased that LAT Apparel is implementing Centric PLM to enable their digital transformation. With LAT’s rapid growth and our deep fashion knowledge, this will be a beneficial pairing for both of our companies.”

Marine Engineering group of Canadian Coast Guard procures Cadmatic

2 May 2023

The Marine Engineering group of the Canadian Coast Guard has procured CADMATIC Outfitting and the Cadmatic Laser Scan Module.

Cadmatic’s solutions will support engineering work by enabling the Marine Engineering group to implement a 3D scan to CAD workflow, thereby reducing data acquisition time, leveraging 3D file formats to enhance design work and improving visualization of systems design.

According to the Marine Engineering group, the overall result will be an improvement in their project turnaround timelines.

“I am excited that the Marine Engineering group of the Canadian Coast Guard has selected Cadmatic to speed up the delivery of their vessels. Data-driven engineering and digital transformation are at the core of our solutions to assist shipyards to improve quality while at the same time speeding up delivery schedules,” says Juan Nunes Prieto, Cadmatic Regional Manager Americas.

Siemens provides automation and building technology for Middle East’s biggest vertical farm

2 May 2023

Siemens provided automation and building technology to the recently opened Bustanica vertical farm in Dubai, the world’s largest of its kind. The \$40 million facility is owned by Emirates Crop One, a joint venture between Emirates Flight Catering, one of the world’s largest catering operations serving more than 100 airlines, and Crop One Holdings Inc., an industry leader in technology-driven indoor vertical farming.

Technology from the Siemens Xcelerator portfolio has been integrated throughout the farm to ensure efficient production, reduce waste, and increase the farm’s overall sustainability. Siemens Smart Infrastructure’s building management system Desigo CC controls and monitors air-conditioning and ventilation, while Siemens Digital Industries’ SIMATIC automation and control systems deliver optimal growing conditions by controlling the lights and CO₂ levels required by the plants. SINAMIC series variable frequency drives along with automation stations make sure plants receive the right nutrients and water supply. SENTRON electrical components distribute power to the grow racks.

Siemens SCALANCE components create a communication network connecting these automation technologies while protecting the facility with Siemens cyber security solutions. Siemens Xcelerator is an open digital business platform that enables customers to accelerate

their digital transformation easier, faster, and at scale. At its core is a curated portfolio of connected hardware and software, a powerful ecosystem of partners, and an extensive marketplace.

Bustanica's system is designed to circulate water to the crops to maximize water usage efficiency. When the water vaporizes, it's recovered and recycled into the system, saving 250 million liters of water per year compared to traditional outdoor farming for the same output. The 330,000 sq. ft. facility requires 95% less water than conventional agriculture, and provides an output of 1 million kgs of produce per year that are free of pesticides, herbicides and chemicals.

"We are proud to work with Emirates Crop One on a project that will transform agriculture and will allow people to eat fresher foods while reducing water consumption and transportation costs," said Franco Atassi, CEO of Siemens Smart Infrastructure in the Middle East. "Bustanica uses smart infrastructure in its vertical farm that will allow it to sustainably scale operations and become a model for other vertical farms around the world. The infrastructure installed today will allow for the use of machine learning and artificial intelligence in future."

Bustanica's produce will initially be provided to airline passengers flying to and from Dubai. The company plans to sell leafy greens and other produce in local supermarkets, and because the greens are grown in a controlled environment, consumers can eat them straight out of the bag.

"Emirates Flight Catering constantly invests in the latest technologies to delight customers, optimize operations, and minimize our environmental footprint. Bustanica helps secure our supply chain, and ensures our customers can enjoy locally sourced, nutritious produce," said Kieran Dowd, General Manager of Emirates Crop One and Vice President, Sourcing Solutions, at Emirates Flight Catering. "The technology provided by Siemens enables the facility to bring food production closer to consumers, making our operations more efficient and sustainable."

Vertical farming facilities are up to 100 times more productive than outdoor farms because they consume 95% less water and don't require any use of pesticides or chemicals. This method allows farmers to control light, temperature, water, and carbon dioxide levels – maximizing output and efficiency – so they can grow crops year-round and near consumers. The industry is expanding to mitigate challenges like food insecurity, limited arable land, labor shortages and to meet growing demand for pesticide-free produce.

SolarWinds Accelerates Shift to SaaS Model for Observability, Monitoring, and ITSM Solutions Through Collaboration with Infosys

2 May 2023

SolarWinds, a leading provider of simple, powerful, secure observability and IT management software, and Infosys, a global leader in next-generation digital services and consulting, announced a collaboration to advance the shift of SolarWinds solutions to a new SaaS model. Through this engagement, Infosys will leverage its engineering capabilities to accelerate the SaaSification of SolarWinds products and platforms built to provide customers increased visibility in highly complex hybrid and multi-cloud environments.

This collaboration is a key component of the SolarWinds strategy to offer accessible, highly effective, and value-based solutions built to empower its customers to accelerate their digital transformation efforts—regardless of where they are on their journey to the cloud. SolarWinds recently launched its first fully integrated cloud-native solution with the launch of SolarWinds Observability on October 19, 2022. The new SaaS platform provides unified and comprehensive visibility for today’s modern, distributed, hybrid, and multi-cloud IT environments. The collaboration with Infosys will enable SolarWinds to accelerate its own path to SaaSification to continue serving customers whether they are fully on-premises, hybrid, or fully in the cloud.

As more companies move IT systems and business functions from on-premise to the cloud, it has become more important than ever for enterprises to underpin their practices with robust, secure multi-cloud and hybrid cloud solutions. SolarWinds believes this will accelerate its go-to-market strategy by shifting the company’s industry-leading on-premises products to SaaS-based models.

SolarWinds chose Infosys to assist in accelerating its SaaSification journey for its rich cloud capabilities and proven success in advancing enterprise cloud journeys. With Infosys Cobalt, SolarWinds gains access to over 35,000 assets and over 300 industry cloud solution blueprints designed to make its transition from on-premises to SaaS seamless.

Sudhakar Ramakrishna, SolarWinds President and CEO, said, “We’re excited to work with Infosys to transform our application delivery in a software-as-a-service model. We’ve already begun moving to our new SaaS model with the launch of our comprehensive SolarWinds Observability offering and we now have a framework to quickly transition our other monitoring and observability solutions across network, infrastructure, systems, database, applications, and ITSM to this new model. With Infosys, we’re confident we’ll be able to drive more market share with SaaSification.”

Rohini Kasturi, SolarWinds Chief Product Officer, said, “Ensuring a smooth customer experience—regardless of where our customers are on their cloud journeys—is vital to our success at SolarWinds. Our collaboration with Infosys will enable us to modernize our customers’ operations while improving their business outcomes. We’re excited to take advantage of working with Infosys to further embrace SaaSification.”

Anand Swaminathan, EVP, Communications, Media, and Technology for Infosys, said, “Our goal at Infosys is to enable the SaaSification of products and platforms to accelerate digital transformation. With Infosys Cobalt, we are excited to help SolarWinds’ successfully navigate their digital transformation journey to deliver on customer expectations and boost revenue.”

Urban Visions Selects Honeywell To Improve The Environmental And Operational Efficiency In Seattle LEED Platinum Commercial Office Building

4 May 2023

Honeywell announced it is working with Urban Visions, a privately owned real estate development firm based in Seattle, to utilize Honeywell technologies to optimize energy usage

based on occupancy levels at 200 Occidental, a commercial office building located in Seattle's Pioneer Square neighborhood.

The LEED Platinum building will leverage Honeywell Buildings Sustainability Manager (HBSM), part of Honeywell Forge for Buildings, a ready-now autonomous controls platform, and indoor air quality (IAQ) sensors that will detect and report air quality factors with real time visibility.

Urban Visions develops and operates office, retail, and residential projects. Its 200 Occidental property is 195,000 square-foot-rentable building with Class A office space and retail on the first floor that brings the total to 216,000-square-feet. Though 200 Occidental targets being fully decarbonized with regards to operational carbon, energy still gets wasted because the HVAC system is set to a daily schedule even if the building is not occupied.

By working with Honeywell, Urban Visions will deploy technologies to help track occupancy levels for each HVAC zone to track energy being wasted when areas are not occupied. Occupancy is tracked with CO2 sensors that also track indoor air quality. In addition, with the HBSM platform, both tenants and building managers will have access to a comprehensive dashboard of the building's data, including device- and asset-level insights into energy use and IAQ, to track real-time data.

Urban Visions leverages triple net leases, or NNN, where the lessee pays a lower base rent and absorbs the full cost of taxes, insurance and utility expenses. Traditional lease language requires the building HVAC systems to be set to a narrow band of acceptable temperature typically from 6 a.m. to 6 p.m. regardless of occupancy levels. Using more precise insight and actual data into how to manage, control and optimize energy use and costs based on occupancy, a capability featured in HBSM, can help triple-net lessees reduce their overall operating costs by identifying opportunities to reduce energy usage.

"We are now in an era of inadequate energy sources, transmission issues, overall energy insecurity and face the urgent need to decarbonize," said Salone Habibuddin, VP of Development, Urban Visions. "Despite 200 Occidental targeting zero operational carbon and meeting the 2050 goals, energy still gets wasted. The one area the built environment must change its behavior is how our leases are written with regards to heat and cooling. They are schedule-based and not occupancy-based and most tenants are not ready to amend their leases. This will go a long way in helping to reduce our energy usage."

"Urban Visions' vision for sustainable development and smart growth of its properties sets it apart from other commercial real estate companies, not just in Seattle, but across the country," said Del Misenheimer, President of Honeywell Building Solutions. "We're thrilled to work with Urban Visions to help reduce its environmental impact and provide its tenants with tools to help better manage property expenses, while creating a healthier environment to optimize energy efficiency."

The Honeywell Building Sustainability Manager, part of Honeywell Forge for Buildings, is a suite of ready-now solutions that help building owners and operators meet two pressing, yet often conflicting, objectives – optimizing a building's IAQ while still reducing its environmental impact – with the aim of helping them to meet carbon reduction goals.

Product News

Aras' Cloud-Based PLM Now Available in the Microsoft Azure Marketplace

2 May 2023

Aras, a leading low-code PLM platform with applications to design, build and operate complex products, today announced that Aras Enterprise SaaS is now available in the Microsoft Azure Marketplace, an online store providing applications and services for use on Azure. Aras' customers can now take advantage of the productive and trusted Azure cloud platform, with streamlined deployment and management. Additionally, Aras is now a Microsoft Cloud Partner.

As digital transformation takes hold, moving product lifecycle management (PLM) to the cloud has become a top priority for many organizations. Aras Enterprise SaaS is the industry's only fully capable, business ready SaaS PLM with systems engineering and digital thread functionality, all in one offering. Built to bring the same power, flexibility, and openness of its on-premise deployment, Aras Enterprise SaaS allows organizations to customize and build applications tailored to their business needs.

Roque Martin, CEO, Aras, said: "Through our Microsoft relationship, we're delivering expanded deployment options for our customers and enabling them to take more advantage of their existing Microsoft Azure agreements to use our SaaS-based offering. Aras Enterprise SaaS has the power to meet organizations' most complex business requirements."

With Aras Enterprise SaaS delivered via the Azure Marketplace, organizations gain:

- Access to an industry-leading PLM solution that provides unprecedented flexibility and scalability
- Additional value from their Azure investment by being able to deploy Aras through it
- Upgrades delivered on their schedule, eliminating compliance issues, risks and the associated liabilities of systematic updates

Peter Bilello, President and CEO, CIMdata, said: "As cloud-based PLM solutions gain market traction, the enabling technologies have evolved substantially. Aras Enterprise SaaS is setting a new standard for next-gen PLM. It offers full PLM functionality that's suitable for companies with complex products and a high design content – and it's fully configurable with no limits on the applications that can be developed or the underlying data model."

Jake Zborowski, General Manager, Microsoft Azure Platform at Microsoft said: "Microsoft Azure Marketplace lets customers worldwide discover, try, and deploy software solutions that are certified and optimized to run on Azure. Azure Marketplace helps solutions like Aras' Cloud-Based PLM reach more customers and markets."

The Azure Marketplace is an online market for buying and selling cloud solutions certified to run on Azure. The Azure Marketplace helps connect companies seeking innovative, cloud-based solutions with partners who have developed solutions that are ready to use.

CAD DLL 15 released

3 May 2023

Today, we have not one, but two great news to share with you!

Firstly, we are excited to introduce **libcad.so**. It is a brand new library that offers the same set of features as CAD DLL, but it is compatible with Linux.

Secondly, we have released **CAD DLL 15**. This upgraded version works on our own 3D kernel and supports new file formats. Additionally, it provides enhanced import and export functionalities for the already supported formats and improved G-code generation from 2D CAD files. Check out the highlights below.

3D Improvements

In the latest version of CAD DLL, we completely revamped 3D functionality and replaced Open Cascade Technology with our own 3D kernel. This makes us independent of any third-party and allows to respond swiftly to your requests. We have already:

- speeded up opening of 3D files;
- improved reading of SAT, STEP, SLDPRG, X_T, X_B, OBJ formats;
- added support for SLDASM, FSAT, SAB, SMT, IPT, IFC formats;
- added export to SAT, SAB, STL, OBJ formats;
- improved export of STEP, DWG, DXF formats.

Improved G-code Generation from 2D Vector Files

We continue to expand G-code generation capabilities and now it is possible to:

- convert points;
- generate a G-code compatible with the Grbl controller.
- generate a G-code compatible with the lathe machine;
- generate a G-code compatible with the dispensing CNC machine (Skyglass);

Improved Import of DWG and DXF Formats

- speeded up file upload;
- improved support for MTexts and Texts;
- improved support for Hatches;
- improved display of SHX fonts;
- improved support for ACIS objects;
- improved support for Dimensions and Multileaders;
- improved reading of VPort and drawing extents.

Other Improvements

- Improved export of DWG and DXF formats:
 - added saving of ACIS objects;
 - improved saving of VPort.
- Improved display of vector formats (DWF, HPGL, CGM, SVG).
- Improved export of SVG format:
 - improved export of texts and hatches.
- Improved export of PDF format:
 - setting enabling to save PDF files in the CMYK color model;
 - saving of layers to PDF.

Cadence Collaborates with GUC on AI, HPC and Networking in Advanced Packaging Technologies

26 April 2023

Cadence Design Systems, Inc. announced that the Cadence® 112G-LR SerDes is silicon proven on the HBM3/GLink/CoWoS platform from Global Unichip Corp. (GUC). This milestone in the companies' ongoing and successful collaboration solidifies Cadence's leadership in high-performance connectivity IP for the high-bandwidth, high-reliability products that power the most advanced cloud data centers.

GUC's big-die CoWoS platform represents real-world CPU, GPU, AI, and networking chips by integrating multiple instances of the Cadence 112G-LR SerDes with a 7.2Gbps HBM3 controller and PHY, as well as a GLink-2.5D die-to-die IP in the TSMC N7 process. Cadence collaborated with GUC on the interposer design to meet the strict high-speed signal integrity (SI) and power integrity (PI) requirements of 112G-LR SerDes signaling through silicon (CoWoS-S) and organic (CoWoS-R) interposers. The 112G-LR SerDes has been validated in the GUC CoWoS platform, demonstrating excellent performance and robustness in large-scale AI/HPC/networking chip conditions.

"Our AI/HPC/networking platform on TSMC's CoWoS® technology meets high-power and high-speed requirements at the system level and demonstrates our industry leadership in delivering complete advanced packaging solutions," said Igor Elkanovich, CTO at GUC. "Cadence's robust, production-quality 112G SerDes was instrumental in allowing us to unleash new potential for scalable, multi-die AI, HPC and networking solutions."

"The successful demonstration of the Cadence 112G-LR SerDes in GUC's platform using TSMC's CoWoS technology is a great example of design ecosystem collaboration on 2.5D multi-die packaging solutions," said Dan Kochpatcharin, head of the Design Infrastructure Management Division at TSMC. "Cadence's leading IP solutions together with TSMC's advanced technologies enable system-level innovations for AI/ML, HPC and networking applications."

“Our successful collaboration with GUC exemplifies how Cadence is delivering SoC design excellence through our Intelligent System Design strategy,” said Sanjive Agarwala, corporate vice president and general manager of the IP Group at Cadence. “The Cadence 112G-LR/ELR PAM4 SerDes IP portfolio has been widely adopted by customers to enable AI, HPC, networking and 5G SoC designs. This milestone expands our collaboration, enabling GUC to prove their groundbreaking CoWoS platform and solidifying Cadence’s leadership in high-performance connectivity IP offerings.”

The Cadence 112G-LR SerDes incorporates industry-leading analog-to-digital converter (ADC) and digital signal processor (DSP) technology that delivers exceptional long-reach performance with superior margin and optimized power and area. The IP provides multi-rate support including 112/56Gbps in PAM4 mode, as well as 56Gbps and lower data rates in NRZ mode. The IP supports both standard and advanced packaging technologies.

The 112G-LR SerDes IP is part of the broader Cadence IP portfolio and supports the company’s Intelligent System Design Strategy, enabling SoC design excellence.

Digital AECOM’s PipelInsights™ platform now available in the Microsoft Azure Marketplace

2 May 2023

AECOM, the world’s trusted infrastructure consulting firms, announced the availability of Digital AECOM’s PipelInsights™ platform in the Microsoft Azure Marketplace, an online store providing applications and services for use on Azure. The PipelInsights platform uses the power of AI and the convenience of a cloud-based platform to enhance decision-making on sewer inspection and capital improvement programs. AECOM customers can now take advantage of the productive and trusted Azure cloud platform, with streamlined deployment and management.

“PipelInsights is a game-changer for anyone involved in sewer inspection and capital improvement programs, and we’re proud that it is now our second Digital AECOM SaaS solution to be offered through the Microsoft Azure Marketplace.” said Todd Battley, AECOM’s chief strategy officer. “We’re excited to continue to expand the capabilities of PipelInsights and our suite of world-class digital offerings as we work closely with Microsoft to leverage the efficiencies of the Azure Marketplace.”

The PipelInsights platform enables users to upload sewer inspection footage to the cloud, perform QA/QC of the defect coding, diagnose problems, visualize the health of their sewer system and select the most appropriate rehabilitation strategy from anywhere. The PipelInsights platform features advanced AI capabilities and employs AECOM’s advanced machine learning algorithms to flag potential coding errors or automate the sewer defect coding process entirely. Once defect codes are approved by the engineer, the platform will then suggest possible structural or operational rehabilitation strategies using AECOM’s embedded decision framework.

“Microsoft Azure Marketplace lets customers worldwide discover, try, and deploy software solutions that are certified and optimized to run on Azure,” said Jake Zborowski, General

Manager, Microsoft Azure Platform at Microsoft Corp. “Azure Marketplace helps solutions like Digital AECOM’s PipeInsights reach more customers and markets.”

The Azure Marketplace is an online market for buying and selling cloud solutions certified to run on Azure. The Azure Marketplace helps connect companies seeking innovative, cloud-based solutions with partners who have developed solutions that are ready to use.

Digital AECOM combines AECOM’s global digital-focused consulting services, hosted services products to help clients accelerate their digital journeys and achieve better project outcomes, and digital tools to enhance its delivery of core engineering and design services. It is a key enabler of the Company’s *Sustainable Legacies* strategy and demonstrates for clients that progress is possible to deliver a better world.

DXC Offers Comprehensive Services Suite to Help Organizations Adopt RISE with SAP

28 April 2023

DXC Technology, a leading Fortune 500 global technology services provider, announced the availability of a new, comprehensive suite of services to help organizations adopt RISE with SAP, SAP’s comprehensive solution of products and services to help customers successfully move to the cloud.

DXC’s new suite is called DXC Premier Services for RISE with SAP. It’s designed to help organizations benefit from a modern, flexible, and scalable SAP ERP (Enterprise Resource Planning) solution landscape. It also offers end-to-end services that cover the entire RISE lifecycle, which means DXC can help companies with their RISE strategy, planning, implementation, and support.

“With DXC Premier Services, companies can simplify their SAP landscape, modernize their business applications, and optimize their operations,” says DXC’s Global Lead of Enterprise Applications & SaaS, Brian Miller. “They can also choose the cloud option that best suits their needs, whether that’s public, private or hybrid.”

Companies that use these new services can benefit from DXC’s deep expertise in SAP technology, a partnership built on a 35-year heritage, as well as DXC’s proven track record in both cloud migration and managed services.

Six Key Services

The new DXC Premier Services for RISE with SAP offers six key elements:

- **Advisory Services:** DXC’s experienced consultants work with customers to understand their business objectives, assess their current SAP landscape, and develop a roadmap for adopting RISE with SAP. DXC helps customers choose the right deployment option (public cloud, private cloud, or hybrid) and identify the key benefits and how to mitigate any risks.
- **Implementation Services:** DXC provides a comprehensive range of implementation services, including project management, system design, configuration, testing, and

deployment. With well over 5,000 SAP certifications, DXC's SAP consultants have deep expertise in SAP modules including, but not limited to finance, supply chain, human resources, and customer experience.

- **Migration Services:** DXC helps customers migrate their SAP landscape to the cloud with minimal disruption to their business. Services such as DXC's Migration Factory, cover all aspects for consideration, including data migration, application migration, and testing.
- **Integration Services:** DXC helps customers integrate their SAP landscape across RISE components as well as other SAP and non-SAP applications and systems, such as CRM, SCM, and HR systems. DXC's integration services include design, development, testing, and deployment leveraging the SAP Business Transformation Platform (BTP).
- **Managed Services:** DXC offers a range of Enterprise Applications Management services to help customers optimize their SAP landscape in the cloud. These outcome focused services include monitoring, performance tuning, security management, and application support.
- **Continuous Innovation:** DXC helps customers optimize their SAP cloud landscape by identifying areas for improvement, such as reducing costs, increasing efficiencies, and improving user experience. DXC has a range of continuous innovation services that extend beyond RISE components, and include process improvement, automation, reducing customizations, application and extension development and advisory services that support continuous innovation with customers.

DXC Premier Services for RISE with SAP has been designed to help companies of all sizes and industries accelerate their digital transformation journey. By adopting RISE with SAP, organizations can benefit from a modern, flexible, and scalable SAP landscape that enables them to respond quickly to changing market conditions, reduce costs, and improve customer experience. Deep expertise in SAP, combined with a proven track record in cloud migration and managed services, makes DXC the ideal partner for companies looking to move to RISE with SAP.

DXC Technology Announces New Solution to Optimize Hybrid Cloud

28 April 2023

DXC Technology, a leading Fortune 500 global technology services provider, announced the availability of DXC Secure Network Fabric, an integrated data center solution that is optimized for the hybrid cloud. Built in collaboration with Hewlett Packard Enterprise and AMD, DXC Secure Network Fabric is a scalable software-defined data center solution that simplifies, modernizes, automates, and secures the data center network at a lower cost.

This solution comes at a time when increasingly important workloads critical to digital businesses are running on data center networks, and enterprises are seeking both performance and security from their providers.

Leveraging HPE Aruba Networking CX 10000 Series Switch and AMD Pensando DPU technology, DXC Secure Network Fabric provides 800G of processing capacity to serve concurrent

workloads. It provides more control and visibility at the network edge and integration across physical and virtual components.

“DXC Secure Network Fabric is a result of DXC’s strategic partnership with Hewlett Packard Enterprise and AMD Pensando”, said **Jayant Tulsiani**, VP and Global Network Services Lead, DXC Technology. “This allows us to collaborate at the highest levels to deliver services that enhance data center network capabilities to benefit our customers.”

“DXC Technology and Hewlett Packard Enterprise share a commitment to deliver secure, reliable connectivity for enterprises applications regardless of where they live, on-premises, at the edge, in colocations or in the public cloud,” said **William Choe**, Vice President, Switching and Data Center Networking, HPE Aruba Networking. “DXC’s Secure Network Fabric delivers this next generation of innovation helping organizations simplify, secure, and accelerate their data-first modernization journey.”

The solution provides several benefits to customers including reduced costs; increased automation; simplified operations; high performance with uncompromised security; and transformation at speed and with zero risk. Backed by DXC’s global workforce, DXC Secure Network Fabric is a safe pair of hands to guide your organization on its end-to-end transformation journey.

“The HPE Aruba Networking CX 10000 Series Switch represents a new category of data center switches. Combined with AMD Pensando DPU, it is designed for next-gen data centers and delivers software-defined services at scale and with an impressive TCO (Total Cost of Ownership),” said **Soni Jiandani**, corporate vice president, Network Technologies & Solutions Group, AMD. “We’re delighted to collaborate with DXC on the DXC Secure Network fabric offering to bring these leadership capabilities and benefits to the entire DXC customer base.”

This news was announced onstage during Atmosphere, the organization’s flagship event, taking place April 23-28 at the Venetian Resort in Las Vegas.

Infosys Launches the Live Operations Platform in Collaboration with ServiceNow to Boost Customer Experience for Telecom Providers

25 April 2023

Infosys, a global leader in next-generation digital services and consulting, announced its collaboration with ServiceNow, a leading digital workflow company, to launch the Infosys Live Operations platform, aimed at enhancing customer experiences (CX) for telecom providers.

Infosys leveraged ServiceNow technology to build Infosys Live Operations, which seamlessly integrates with legacy and digital environments to simplify business operations by application rationalization and technology stack optimization. As part of Infosys Cobalt, a set of services, solutions, and platforms for enterprises to accelerate their cloud journey, Infosys Live Operations will help telecom service providers reduce time-to-market and make feature-rich products. The platform aims to deliver up to 95 percent improvement in operational efficiency, a 10-20 percent increase in quality of service and experience, and a 40 percent reduction in operational costs.

Narsimha Rao Mannepalli, EVP, Co-head of Delivery and Head – Cloud, Infrastructure and Cybersecurity, Infosys said, “Today, telecom service providers face unique challenges, one of which is commoditization of connectivity. As they look at increasing customer relevance, Infosys Live Operations platform provides a differentiated edge by improving the quality of customer service while simplifying business service operations. Our continued collaboration with ServiceNow has enabled us to work on many enterprise transformation initiatives and has given us the opportunity to not only emerge as a trusted partner but also a leader in the telecom industry. This latest collaboration will work towards a hyperconnected economy and enable us to provide world-class telecom solutions with an accelerated approach towards digital transformation.”

Rohit Batra, Vice President and Head of Telecommunications, Media, and Technology Products at ServiceNow said, “Efficiency and experience are critical for any enterprise to thrive in today’s business environment. Infosys Live Operations platform, powered by ServiceNow, enables telecom service providers with a 360-degree view into customer preference data and insights, which has the potential to increase customer experience and retention. We look forward to our continued collaboration with Infosys in enabling telecom service providers to navigate and succeed in today's rapidly changing environment.”

Infosys supports BT Group’s work with ServiceNow and has delivered multiple key projects in the past, using a range of different ServiceNow products and capabilities. **Julian Stobbs, Service Insight and Transformation Director, BT Group** said, “We have been undergoing a group-wide transformation to optimize customer and employee experience. We worked with Infosys to deliver an ambitious ServiceNow platform for BT, to help enterprises optimize their cost and performance. The key focus for us here is to achieve a radical transformation in user experience for network engineers and achieve a close interworking with service desk agents. This journey will not only enable us to be a competitive player but also help migrate our existing customers from legacy platforms to the cloud, delivering efficiency whilst supporting a more compelling customer experience.”

Leica Geosystems introduces the next evolution in smart, autonomous mobile mapping

2 May 2023

Leica Geosystems, part of Hexagon, announced the latest addition to its Leica Pegasus TRK portfolio of mobile mapping solutions, the Leica Pegasus TRK100. Specifically designed for GIS professionals, the new mobile mapping system is a powerful, easy-to-use geospatial solution built for large-scale infrastructure measurement and digital twin creation.

Leica Geosystems’ Pegasus TRK portfolio is renowned for its simplicity and ease of use, lightweight robust design, and integration with intelligent, autonomous systems. The Pegasus TRK100 is even lighter and smaller weighing just 14 kilogrammes, making it easy for one person to mount on any vehicle. The new mobile mapping system features the same modular hardware approach allowing users to add more cameras to expand the range of use cases.

The Pegasus TRK100 is designed to excel in GIS mapping and asset management applications, providing essential location intelligence for georeferenced visual data. Tailored for GIS professionals, it empowers them to transform their business operations. The system puts control into their hands for quick and autonomous data collection, and asset information capture.

With its advanced mapping capabilities, the Pegasus TRK100 enables GIS professionals to visualise and understand the location of assets, to help make the right decisions, improve asset management, and support infrastructure building and maintenance. The capabilities include MatchPoint for delivering next generation point cloud refinement. This new technology combines artificial intelligence and a unique learning algorithm to enhance and optimise the clarity of points in post-processing for improved accuracy. The versatility of the Pegasus TRK100 suits a variety of applications in diverse industries, including telecommunications, utilities and road maintenance.

“The Leica Pegasus TRK100 advances autonomy and artificial intelligence in mobile mapping, removing manual process steps and providing actionable insights for informed decision,” said Christian Schäfer, Business Director Mobile Mapping at Leica Geosystems. “It empowers GIS professionals to create the maps they need, collect the information they require and visualise the data in a way that immediately aids understanding.”

This innovative solution will be a featured Tech Highlight at Hexagon’s flagship digital reality solutions conference HxGN Live Global in Las Vegas, NV, from June 12-15, 2023

MachineWorks Ltd announces the release of MachineWorks 8.5

26 April 2023

MachineWorks Ltd, a leading supplier of software components to the engineering industry, is pleased to announce the release of MachineWorks 8.5.

Highlights include:

- Eccentric Turning support
- Support for the EGL rendering interface
- Improved generation of rest material and gouge contours for multi-axis machining
- Prepare and optimise tool and holder profiles based on a tolerance
- New types of cut information for cutting force analysis and feed rate optimisation
- Cutting with ‘stopped’ (not spinning) compound tools

New Eccentric Turning support

‘Eccentric’ and ‘oval’ turning describes operations in which non-cylindrical shapes are machined on a fast-spinning stock by moving the tool rapidly in and out along the lathe plane whilst synchronised with the lathe rotation.

A typical example usage is the machining of camshafts, where eccentric turning is used to create off-axis cylinders or non-cylindrical shapes on the stock.

Improved support for OpenGL on Linux via EGL for Wayland.

EGL is an API from the Khronos Group that provides operating system bindings for direct 3D rendering APIs such as OpenGL, OpenGL ES and OpenVG.

From MachineWorks 8.5, support is provided for the Wayland windowing system, which has been developed as an alternative to the feature rich but complex XWindows. MachineWorks continues to fully support OpenGL in the XWindows windowing system also.

Wayland has been adopted by the widely used Qt development platform and, from MachineWorks 8.5, customers who develop apps in Qt can now render MachineWorks simulations in Wayland using EGL and OpenGL.

Improved contour creation for gouge and undercuts

A new algorithm to generate improved contours has been added.

The existing algorithm is based on regular sampling of the in-process stock and design part. The new algorithm uses a completely different technique.

The new contour creation provides significantly improved results for multi-axis machining. In addition it can also improve performance when compared to the high sample densities typically required to produce accurate contours for input to downstream algorithms such as rest-machining.

Prepare and optimise profiles for tool and holder creation

Tools and holders in MachineWorks are typically defined by cross-sectional profiles in 2D. Small features in the profile definition, such as unintended minor concavities, can greatly impact simulation performance.

A new function has been added to automatically prepare profiles for optimal use within MachineWorks, based on an application-specified tolerance.

The function can perform several optimisations, optionally controllable by the application, including:

- Snapping near horizontal and vertical edges to be horizontal or vertical
- Merging profile segments that are collinear within the tolerance
- Replacing small concave regions with a convex hull
- Removing small arcs based on the tolerance
- Replacing large arcs with linear segments according to the tolerance

As well as reducing the possibility of unexpected performance issues, this new function helps improve profiles for tool holders computed using the compute safe holder profiles function released in MachineWorks 8.4.

Access to intersection profiles in cut query.

MachineWorks already provides a wide array of geometric information suitable for cutting force analysis, including the option to retrieve a closed polygonal boundary solid representing the volume of material removed by each cut, which can then be analysed further.

From MachineWorks 8.5 the existing options have been extended to provide a 2D profile of the intersection of the swept-volume of the cut with the in-process solid. Depending on the type of cutting operation this may be a silhouette, a profile or a spun profile.

Cutting with ‘stopped’ compound milling tools.

A compound milling tool is created by combining multiple boundary mesh models. It has a stopped and a spinning state. The latter is rotationally symmetric about the axis of rotation, but the former is not. Previously cutting could only be performed with the tool in the spinning state.

From MachineWorks 8.5, ‘stopped’ compound tools can also be used for cutting operations in certain circumstances. The amount of rotation and translation of the tool during the cut can be defined independently.

Other minor additions and modifications include:

- Volume query for a general primitive outside a machining session
- Specify hard clash tolerances for tools and holders defined as polygon meshes
- Extended garbage collection: ability to purge the render cache when a machining session is put into sleep mode
- New types added to the ANSI C API for better compatibility with C++ const correctness
- Changes to rendering library architecture to separate the underlying renderer from the platform-specific renderer support code
- Some unnecessary dependencies on XWindows have been removed

New HP Automation Solutions Advance 3D Printing Path to Production at Scale

2 May 2023

At RAPID+TCT, North America’s largest additive manufacturing event, HP Inc. (Booth 4618) announced new automation solutions, and expanded materials, software, and services to help customers scale 3D printed parts production. HP has also promoted several of its current Digital Manufacturing Network (DMN) members to its exclusive group of HP Digital Manufacturing Partners (DMP). In addition, Endeavor 3D, a leading contract manufacturer and one of the new DMPs, is adding Metal Jet capabilities to its existing Multi Jet Fusions (polymers) manufacturing services.

“Companies large and small, in markets around the world, are turning to 3D printing for faster, more flexible, more personalized, and more resilient and sustainable production,” said Didier Deltort, president of Personalization & 3D Printing, HP Inc. “It’s promising to see the

development of so many game-changing 3D printed applications across automotive, consumer, healthcare, and industrial, but to disrupt industries, these parts must be manufactured at scale. To help our customers scale effectively and efficiently, HP remains laser focused on delivering industrial hardware, supplies, software, and services supporting the entirety of the digital production workflow from application design to final parts production.

Automating Production Workflows

As customers scale, AM workflows become more complex. To help simplify these increasingly complex workflows, improve productivity and quality, and reduce costs, HP is introducing two new automation solutions for Multi Jet Fusion customers.

- **HP Jet Fusion 3D Powder Handling Automation Solution:** a pneumatically connected, closed-loop material processing system to minimize labor, provide cleaner, more efficient material flow, and enable quality control and operational traceability.
- **HP Jet Fusion 3D Automation Accessory:** designed for customers with high-volume production demands, provides automatic build unit exchange for two consecutive prints without requiring manual support. In addition to minimizing idle time between print jobs and reducing requirements for manual labor on nights or weekends, the Accessory is automation-ready for further integration into factory configurations with Autonomous Mobile Robots (AMRs).

To push the limits of workflow automation on the AM factory floor, HP is working closely with long-standing partner **Siemens** on a proof-of-concept demonstration. The concept features HP's two new automation products integrated with Siemens Automation Hardware and industrial Software, for example Siemens SIMOVE for AMRs in flexible Production Systems. The project is active in the Barcelona-based DFactory which is a hub for HP collaboration with partners and customers on R&D, application development, and production use cases.

Expanded Materials, Software, and Services

Along with its industrial 3D printing hardware, HP is developing or partnering on innovative materials, software, services, and post processing solutions. To enable a broad range of applications across industries, HP continues to work closely on materials development with partners including Arkema, BASF, Evonik, and Lubrizol. This includes general availability of the new ESTANE 3D M88A TPU, a flexible and highly durable material which enables complex geometries and lattice structures.

To help polymers and metals customers optimize part development and scale production, HP is offering a portfolio of software products within its HP Digital Production Suite and is collaborating with other software providers to integrate Factory IT and Manufacturing Execution System (MES) solutions. The HP Digital Production Suite now features expanded software products designed to help customers develop metals applications more quickly and easily. HP 3D Digital Sintering and HP 3D Process Development software each support the commercial Metal Jet S100 Solution.

- **HP 3D Digital Sintering:** AI-enhanced simulation of the sintering process provides feedback on the outcome of a sintered part and enables application engineers to pre-compensate the part geometry to improve the dimensional accuracy of the output. Helps reduce time, cost, and speed of final part production by eliminating the need for a build and test approach.
- **HP 3D Process Development:** democratizes process development and gives customers insight into the science of Metal Jet through access to open process parameters and build report. Provides ability to conduct guided experimentation to optimize applications.

To accelerate the path to production and reduce barriers to entry, HP Digital Production Services provides customers access to a variety of Professional and Financial Services. HP Professional Services includes support for design (DfAM), application development, and 3D printing factory set-up. HP Financial Services leverages partner programs to provide flexible financing and business models including leasing and subscription options.

HP is also collaborating across the post processing ecosystem to ensure customers have access to a broad range of alternatives from providers including AM Flow, AMT, DyeMansion, and Rösler Group AM Solutions.

Partner and Customer Momentum

To meet the growing demand for high-quality final parts production, HP continues to expand its DMN. More than 60 members around the world are providing high-quality manufacturing services and enabling OEMs to build their digital supply chain. The DMN includes the Digital Manufacturing Partners (DMPs) and Multi Jet Fusion Production Professionals.

HP DMPs are a select group of premiere parts service providers certified by HP through onsite assessment to ensure they are equipped to meet the highest standards for manufacturing expertise, part quality and reliability. HP has recently promoted Athena, Endeavor 3D, and The Technology House (TTH) to DMP. Endeavor 3D is expanding its HP-enabled manufacturing services in its factory in Douglasville, Georgia, adding HP's Metal Jet S100 Solution to its existing fleet of HP Jet Fusion 5200 and 5420W systems.

"Adding HP's Metal Jet capabilities to our manufacturing services enables us to provide more to our customers," stated Phil Arnold, CEO, Endeavor 3D. "Top-down, our expert engineering team believes that this technology will help manufacturers reshore production and we are excited to be a major player in that supply chain."

HP at Rapid+TCT

Visit HP Booth 4618 to learn more about HP's new solutions, services, software, and materials, and see the latest production applications. HP will also participate in several thought leadership panels at the event, including:

- 'How to scale your AM operations' featuring Duygu Gunay, product manager, HP Personalization & 3D Printing, on Wednesday, May 3 at 10:15 a.m. CDT in Room W474B.

- ‘Communicating More than Just Geometry for Additive Manufacturing with 3MF’ featuring Arvind Rangarajan, global head of software and data, HP Personalization and 3D Printing, on Thursday, May 4 at 11:00 a.m. CDT on the McCormick Place – West Building main stage.

PhysicsX and Velo3D Partner to Provide Engineers with Artificial Intelligence Simulation Tooling

3 May 2023

Velo3D, Inc., a leading metal additive manufacturing technology company for mission-critical parts, announced a strategic partnership with PhysicsX through Velo3D’s Technical Partner Program. The partnership gives Velo3D customers access to PhysicsX’s artificial intelligence (AI)-enabled physics simulation workflows to hyper-accelerate simulation loops, improve simulation fidelity, and algorithmically explore complex design spaces to unlock new performance levels. It also provides PhysicsX customers with access to the most advanced metal additive manufacturing capabilities available on the market today, so they can produce novel, highly optimized part designs with ease.

“We started working with PhysicsX when we were building the Sapphire XC printer because we needed to optimize the flow of gas in the printer build chamber to eliminate soot build-up around the laser windows of the system,” said Benny Buller, Velo3D Founder and CEO. “We quickly realized that PhysicsX’s capabilities could be a big boon to many of our customers who are pushing design performance limits. After working closely with them over the past two years, we’ve formalized our partnership to expose customers to the engineering synergy that exists by combining both companies’ technologies.”

Simulation for Additive Manufacturing, or SFAM™ is a key component of PhysicsX’s processes that makes previously unobtainable part and system performance achievable and manufacturable. Through the use of multi-physics simulation with ultra-fast deep learning models, PhysicsX optimizes designs to maximize their performance. Engineers and scientists can now rapidly optimize designs and improve design-to-production processes, from combustion efficiency improvements to manufacturing yield. It combines traditional computer-aided engineering (CAE) with machine learning capabilities to replicate the physics of various real-world environments. Compared to traditional CAE simulators, PhysicsX’s AI-powered technology can greatly increase the number of design cycles that are possible over a specific timeframe and better fill in the gaps of numerical simulation with real-world data—all to find the true limits of the physics behind the challenge. This enables engineers to extensively search a complex design space without imposing simplified design assumptions, and to have the confidence that those designs are reliably manufacturable at high quality.

“PhysicsX supports customers in some of the most important industries of our time, including aerospace, automotive, sustainability and renewables,” said Robin Tuluie, PhysicsX Founder and Co-CEO. “Our technology can be deployed to evaluate performance in a variety of categories, such as system performance, efficiency, weight, noise, and other criteria. Through PhysicsX, engineers have improved reduced emissions from aircraft and road vehicles, won

world championships in MotoGP, and increased the performance of wind and hydro turbines. We're excited about this partnership and that by working with both PhysicsX and Velo3D, customers will be able to quickly realize unparalleled performance gains for their products without compromising on reliability or additive build quality."

Velo3D works with a variety of partners including contract manufacturers, commercial distributors, software and simulation providers, post-processing solutions, and academic institutions to enable customers to build the parts they need, speed up development, and reduce product costs. Its Technical Partner Program is focused on providing Velo3D customers with powerful technology and services that complement its fully integrated additive manufacturing solution, so customers can more easily produce optimized final, ready-to-use parts.

PRESAGIS Releases VAPS XT ARINC 661 Part 2

4 May 2023

PRESAGIS, a leading provider of Commercial-Off-The Shelf (COTS) modeling, simulation, and user interface development software, announced the launch of its new product VAPS XT ARINC 661 Part 2, the first of its kind in the industry that supports this Standard.

Announced in 2020, ARINC 661 Part 2 is revolutionizing the ARINC 661 Standard and already changing the way companies can design and provide specification of the look and feel of new displays internally and externally. The new standard is prompting many companies to modify their existing development processes to adapt quickly to the new approach of specifying cockpit display system (CDS) implementations. PRESAGIS, as a leading provider of graphical user interface development tools, is launching this new tool to help aerospace engineers develop HMIs using the Standard.

ARINC 661 Part 2 provides a new standard for CDS development by allowing the workflow to be streamlined and enabling development and communication of clear sets of human-machine interface (HMI) requirements. The new standard defines a common model format describing both the HMI visual appearance and behavioral logic. Experts agree that the new standard will have a radical impact on the way ARINC 661 CDS systems are developed and the relationship between Aircraft manufacturers, Avionics developers and other industry suppliers.

PRESAGIS worked with leading aerospace manufacturers and provided a custom version of VAPS XT ARINC 661 Part 2 which helped them verify and validate the standard prior to its adoption. Following the initial work, PRESAGIS is now formally launching the VAPS XT ARINC 661 Part 2 which enables all users to be able to create ARINC 661 Part 2 designs.

VAPS XT ARINC 661 Part 2 allows users to create models and execute HMI designs within an easy-to-use desktop tool. These ARINC 661 Part 2 Compliant definition models can be shared as standard ARINC 661 Part 2 UIML files or used to with the VAPS XT code generator to produce applications on desktop and embedded hardware.

"With ARINC 661 Part 2 the ability to clearly exchange HMI requirements in an open standardized format will save many iterations and misunderstanding that previously occurred

with written requirements as documents. With the launch of VAPS XT ARINC 661 Part 2 producing these designs becomes much easier. Using a graphical editor with the ability to create, test, and code generate onto embedded platforms removes the need to understand the low-level XML syntax and allows designers to focus on the HMI development,” said Matt Jackson, Technical Product Manager at PRESAGIS and long-standing member of the ARINC 661 Committee.

PRESAGIS has been an ARINC 661 committee member and key participant and contributor since 2003. Development work on ARINC 661 Part 2 started five years ago with PRESAGIS and other leading aerospace companies as the architects of the new standard. The ARINC 661 committee’s work wrapped up in April, and the new standard was adopted by the ARINC standards body in May and published this summer.

Propel Software Bolsters New Product Development and Product Go-to-Market with Spring ‘23 Release

2 May 2023

Propel Software, creator of the first product value management (PVM) platform, announced its Spring ‘23 software release. Built on Salesforce, Propel unifies teams, processes, and information from concept to customer with a collaborative product thread that encompasses product lifecycle management (PLM), product information management (PIM) and quality management (QMS).

The latest version of Propel improves the success of product launches and delivers rich capabilities to mitigate risk and enhance collaboration in new product development.

Mitigate Risk by Designing for Supply Chain

In today’s volatile market, it’s essential that engineers consider supply chain risk in their product designs. Propel provides an array of component insights—such as part availability, compliance, and obsolescence—directly within the context of the bill of material. An included dashboard providing real-time business intelligence enables proactive planning instead of a reactive response to market disruption. With a seamless integration to SiliconExpert, an online database of over one billion electronic components, product teams are empowered with the knowledge to adapt designs to fulfill demand, meet delivery targets, and achieve product compliance.

Improve Decision-Making with Rich Design Collaboration

Having complete, richly-defined products allows for fast, confident decision making. The Spring ‘23 release offers visual design collaboration and markup of neutral Computer-aided design (CAD) formats, courtesy of embedded RenderDraw technology. In addition, through a development partnership, Propel is introducing an integration with Altium, a leading system for the design of printed circuit boards. Combined, these capabilities allow teams to better convey design intent to all stakeholders, avoid rework, and get to market faster.

Launch Products Successfully with Effortless Product Content Distribution

Simply building great products is not enough to win in the market. Products need to be efficiently and effectively commercialized. Propel's PIM capabilities enable companies to create profiles for seamless product content distribution across go-to-market channels, addressing the specific needs of attribution and digital assets. Utilizing export profiles with tailored formatting and a dynamic formula structure, merchandisers can store and repurpose attribute data for multiple use cases from a centralized PIM source, expediting marketing material creation and product launch readiness.

"At Propel, we are singularly focused on ensuring our customers' success with PVM platform enhancements that exceed the pace of customer business challenges. In the past month I've previewed these capabilities with dozens of customers and prospects – these are the problems they are seeking to solve in the areas of resilient supply chains, robust product development, and tighter integration to their existing systems," said Ross Meyercord, CEO of Propel. "Minimizing risk by designing for the supply chain and enriching products for omnichannel distribution helps our customers build and commercialize winning products."

"Propel Component Insights enable us to eliminate unnecessary redesigns by analyzing bill of materials data. Having advance notice of part updates that may put our designs at risk is essential as we deliver automated fulfillment systems for the world's largest retailer, Walmart," said Heather Mulhaupt, VP Team Services at Alert Innovation. "This simple solution for managing component lifecycle and obsolescence gives us real-time part visibility to answer not only if we can build the product, but more importantly, can we build the product in today's market? And, it's all done from within Propel."

The Spring '23 release leverages Salesforce Lightning Web Components to drive fast-paced innovation for product companies. These new PVM capabilities are available in Propel's latest release.

An in-depth overview of the company's new capabilities will be available during Propulsion 2023, an annual virtual event covering market trends, predictions, and best practices from industry experts, held May 17-18.

ROYME with CAD model distribution: added value for customers globally

3 May 2023

ROYME simplifies product selection and purchasing process with digital catalog powered by CADENAS

ROYME is a leading mold company with long experience in the international market. Customer satisfaction and service excellence are at the core of its mission, which is why the company has several delegations and sales representatives throughout the country, as well as an extensive network of international employees. ROYME constantly strives to innovate and offer global services that provide added value to its clients.

Through Digital Transformation, ROYME has integrated the full capabilities of CADENAS on its website, enabling customers to download CAD data quickly and easily. The CADENAS platform has simplified the data distribution process, giving customers the ability to quickly find the

component they need. In addition, each product has a detailed 3D preview and extensive metadata, ensuring accurate and precise product selection.

Currently, there are two product families on the ROYME platform:

- Springs, where a wide range of gas springs and cylinders has been added for the mold and die industry
- Die Guiding, where users can find an extensive catalog of bushings, ball cages, pillars, and more

The integration of CAD models on ROYME's website has also opened up new opportunities in the international market. In fact, the availability of CAD models in more than 120 native formats simplifies the selection and purchasing process for customers worldwide. The CADENAS platform makes it possible to distribute CAD models in different languages and formats, enabling ROYME to reach an increasingly broad and diverse customer base.

In addition, thanks to the availability of CAD models, international customers can view products in detail and accuracy without the need to physically visit the company. This allows ROYME to increase its visibility and reach new customers in distant countries where the company was not yet present.

International users can also download CAD models for free and import them directly into their design software, simplifying the design and manufacturing process. This saves customers around the world time and money, improving the efficiency of their production process.

As Tamara Lopez says, "The CADENAS platform has enabled ROYME to establish itself even better in the market, giving its brand more visibility and making it closer to its customers. Thanks to the platform's many useful search functions, customers can quickly find the component they need. Each product has a detailed 3D preview and extensive metadata. This allows engineers and buyers to ensure that the product fits the specific application perfectly and thus avoid errors, consequently streamlining the entire process."

SAP to Embed IBM Watson Artificial Intelligence into SAP® Solutions

2 May 2023

SAP SE and IBM announced that IBM Watson® technology will be embedded into SAP® solutions to provide new AI-driven insights and automation to help accelerate innovation and create more efficient and effective user experiences across the SAP solution portfolio.

SAP will use IBM Watson capabilities to power its digital assistant in SAP Start , which provides a unified entry point for cloud solutions from SAP. With SAP Start, users can search for, launch and interactively engage with apps provided in cloud solutions from SAP and SAP S/4HANA® Cloud. New AI capabilities in SAP Start will be designed to help users boost productivity with both natural language capabilities and predictive insights using IBM Watson AI solutions built on IBM's trust and transparency and data privacy principles.

"This milestone collaboration with IBM aims to provide SAP customers a better user experience, faster decision-making and greater insights to help transform their business

processes,” said Christian Klein, CEO and Member of the Executive Board of SAP SE. “Working together to incorporate additional AI, machine learning and other intelligent technologies into SAP solutions can lead to better business outcomes for our joint customers. Today’s news, along with the recent news of our expanded use of Red Hat Enterprise Linux is a prime example of how the rich, 50-year partnership between our companies continues to grow stronger and move the industry forward.”

New digital assistant capabilities in SAP Start will be extended across SAP solutions to help answer diverse questions for managers and employees. By automating and speeding up common tasks, the capabilities are designed to help unlock employee productivity to focus on more strategic work. SAP Start will allow customers to benefit from intelligence at the point of decision-making with the ability to use AI and machine learning to extract information from a variety of data sources and answer user questions across lines of business. Today, IBM technology currently available in the Triplt mobile app from SAP Concur is helping nearly 13 million users easily access AI-derived weather insights to make more sustainable travel choices before and during their trips.

IBM delivers market-leading AI capabilities with Watson products deployed by more than 100 million users across 20 industries. In addition, SAP and IBM Consulting are currently supporting customers with 25 joint intelligent industry solutions that use IBM Watson capabilities underpinned by SAP Business Technology Platform (SAP BTP). These industry solutions help customers across industries such as retail, manufacturing and utilities accelerate their business transformation and use data to make more informed decisions.

“IBM and SAP are joining forces to give businesses new and exciting ways to harness the transformative power of AI and use it as a source of competitive advantage,” said Arvind Krishna, Chairman and Chief Executive Officer, IBM. “With this announcement, we are infusing IBM Watson’s powerful, enterprise-grade AI capabilities into SAP’s leading ERP platform to help businesses reimagine customer experiences, boost productivity and fuel growth.”

In addition to natively embedding IBM Watson AI capabilities into SAP solutions, SAP and IBM are collaborating on generative AI and large language models aimed to deliver consistent continuous learning and automation based on SAP’s mission-critical application suite.

Sopheon adds AI capabilities to strengthen InnovationOps

2 May 2023

Sopheon, the InnovationOps software company, announced artificial intelligence (AI) capabilities are now part of two of its product offerings. AI features in Acclaim™ Ideas and Acclaim Products are designed to help identify the best ideas and promote faster time to market. These software-as-a-service (SaaS) offerings are available via free versions, as well as paid subscriptions that deliver more advanced features and functionality, directly at the Sopheon website. In addition, Enterprise versions of both products are available.

“Inspiration drives innovation,” said **Greg Coticchia, CEO of Sopheon**. “Those sparks of creativity and discovery that lead to product innovations can be difficult to come by. Adding AI capabilities to Acclaim Ideas and Acclaim Products dramatically stimulates more ideas for

product enhancements, engagement, delivery and tracking. Innovation is a continuous process, and Sopheon's AI capabilities will ensure that companies using our solutions are always on the lookout for new ways to best serve their markets."

Acclaim Ideas

Acclaim Ideas makes it easy for users to find, align, test and deliver the best ideas for their organization. The AI assistant in Acclaim Ideas benefits customers in two important ways. First, product and portfolio professionals creating new campaigns uncover valuable options for boosting engagement by posing "How Might We?" questions. Second, the AI assistant provides initial ideas to launch the campaign that hold the potential to yield value beyond the specific campaign under promotion.

Acclaim Products

Acclaim Products makes it possible for product professionals to track product health, prioritize trade-offs, inform stakeholders and make faster decisions. Acclaim Products leverages AI during the onboarding process. While confusion over identifying the best key performance indicators (KPIs) has traditionally been a headache for product professionals, the AI capabilities in Acclaim Products ease the process by suggesting the best possible KPIs for specific industries. The suggested goals and KPIs in Acclaim Products are specific to what product managers in a particular industry typically track. For example, e-commerce product managers track metrics such as conversion rate and average order value, while product managers for social media or news sites look at numbers related to time on site, visitors and page views per session.

Sopheon's innovation software offerings help organizations in five critical areas: discovery, including idea management; product management; project management; portfolio management and governance. Combining these areas is known as InnovationOps, a methodology that guides an organization through its unique innovation journey. As a result, Sopheon enables the perfect combination of creativity and structure that allows companies to respond to market needs in real time.

Spatial Announces the General Availability of 2023 1.0.1

2 May 2023

"2023 1.0.1 Expands Support for Cross-Department Collaboration, Polyhedral Modeling, Automation in Manufacturing, and More"

Release Highlights:

- Visualize More Formats With 3D InterOp
- Selectively Browse and Import Revit Views With 3D InterOp
- Improvements to Nesting in CGM Applications
- Point Cloud Alignment Improvements With CGM Modeler
- Convex Hull Generation With CGM Polyhedra
- Process Mesh Data With ACIS Polyhedra

- Checker Performance Improvements in the 3D ACIS Modeler
- Two New Sets of C++ Interfaces for 3D Precise Mesh
- Other Highlights in 2023 1.0.1

Read the full article here: <https://blog.spatial.com/news/2023-1-0-1>

SVT Robotics Delivers Rapid Warehouse Automation Integration for Tecsys WMS Customers With a SOFTBOT® Platform Connector

20 April 2023

SVT Robotics, a leader in enterprise software for the rapid deployment of industrial robotics, announced a new SOFTBOT® Platform Connector for Tecsys Inc., an industry-leading supply chain management software company.

SVT and Tecsys worked together to develop and launch the pre-built connector between the Tecsys WMS and SVT's SOFTBOT® Platform. The integration will provide Tecsys Elite™ customers much faster deployment and lower complexity without the need for custom code development often involved in multi-system automation and robotics deployments.

“A SOFTBOT connector is one of the basic building blocks of the SOFTBOT Platform, like a Rosetta Stone for data information between systems,” said Nick Leonard, SVP of Product at SVT Robotics. “With this connector to the Tecsys WMS, we can normalize data from their standard API to create interoperability between Tecsys and other solutions from leading providers. This allows Tecsys customers to rapidly deploy the specific automation they need today with little to no customization.”

“This is a gamechanger for our customers,” said Bill Denbigh, Vice President of Product Marketing at Tecsys. “With a growing and evolving automation market, orchestrating warehouse automation across multiple automation vendors has the potential to quickly become unsupportable. Our collaboration with SVT allows Tecsys to offer a hardware-agnostic warehouse automation solution perfectly tailored to each use case. It liberates them to choose automation that best addresses their warehouse challenges, rather than limiting them to a specific WMS provider’s preferred automation partner.”

Tango Amplifies Lease Management Capabilities with Release of New Lease Transaction Solution

27 April 2023

Tango, the leading provider of Integrated Workplace Management Systems (IWMS) and Store Lifecycle Management (SLM) solutions, announced the launch of Tango Lease Transactions, a new solution that enables organizations to look beyond lease expiration dates to increase negotiation leverage and a more proactive and streamlined transaction process which collectively reduces timelines and saves precious capital.

Today’s real estate market is constantly shifting. From return-to-work strategies to ever-evolving retail brick and mortar trends, effective lease management has never been more vital

for organizations. With Tango Lease Transactions, organizations will be able to manage the entire lease transaction process, integrate key data to achieve more successful lease negotiations and improve the structure of their leases.

“Occupancy costs represent one of the largest enterprise expenses, making effective management of these costs critical for organizations as they navigate the needs of their business as well as a rapidly changing macro environment,” said Pranav Tyagi, Tango’s President & CEO. “With Tango Lease Transactions, we are proud to deliver a solution that offers organizations a comprehensive understanding of all their lease options, empowering them to take actions that will improve their bottom line.”

Tango Lease Transactions builds on Tango’s existing lease management product, Tango Lease, diving deeper into the everyday transactions found throughout organizations’ lease portfolios. Together, both solutions will serve as key tools for any organization looking to comply with all lease accounting standards, streamline their operations, capture cost savings through lease negotiations and maximum efficiency.

Using Tango Lease Transactions, organizations will be able to:

- **See Everything:** Track all transactions in process, avoid out-of-date information silos, and ensure you don’t lose sight of opportunities. Understand market dynamics and gain visibility into all leases in common across landlords.
- **Negotiate Holistically:** Negotiate the entire lease—including quantitative and qualitative elements—to meet all portfolio requirements. Negotiate in bulk to decrease costs, leverage early options, and increase landlord contributions.
- **Empower the Team:** Avoid just-in-time responses to lease options and pre-approve economic deal points for negotiators, allowing them to act proactively. Integrate knowledge across stakeholders to facilitate more successful negotiations.
- **Eliminate Mistakes:** Never miss a deadline and keep tabs on all transactions in a single process. Avoid unnecessary costs by incorporating knowledge of your capital expenditures into lease negotiations.

ZW3D 2024: Unify Design, Simulation and Manufacturing to Improve Productivity

4 May 2023

ZWSOFT announced the release of ZW3D 2024, the latest version of its all-in-one 3D CAD/CAE/CAM solution. This release is packed with many new features and enhancements that will help users improve efficiency and complete complex tasks with confidence.

Faster and Smoother

ZW3D 2024 comes with a new render engine that improves the processing efficiency of complex models. With this new engine, users can smoothly rotate, scale, or pan multi-solid, large assemblies, and models with complex toolpaths, so they can edit and view models faster.

Pattern is one of the most common-used features in part design. Compared to ZW3D 2023, generating pattern features is now 80% faster in ZW3D 2024. This allows users to complete pattern-related tasks faster and with more ease.

Extended Capabilities in Design and Machining

In addition to efficiency improvement, this version also extends the capabilities of ZW3D.

ZW3D 2024 extends surface modeling capabilities with the addition of Chordal Fillet and Face Fillet. The master layout added to assembly design links all design phases from top to bottom, improving parametric design.

Improvements can be found in the CAM module. In this version, pencil and corner finishing algorithms are optimized to improve recognition accuracy and generate more appropriate toolpaths.

Specialized Solutions for Industrial Equipment

ZW3D offers general-purpose design functions and specialized toolsets for industry-specific solutions. Two new industry-specific modules for structure and harness design have been added in ZW3D 2024, along with an improved piping design module.

The simulation module is also enhanced to optimize product performance in the early design phase and reduce prototype costs. New fatigue and random vibration analysis types have been added to ZW3D 2024.

With a whole set of specialized design tools and convenient simulation functions, ZW3D can better meet the needs of various industries, especially industrial equipment.

Save 10% on ZW3D Advanced

ZW3D has released a new version, ZW3D Advanced, to fulfill the need for advanced industrial equipment design. This version integrates advanced CAD functions, simulation functions, and specialized modules for structure design, harness design, piping design, and ECAD/MCAD Collaboration.

From May 4 to August 4, you can save 10% on ZW3D Advanced when purchasing it or upgrading to it from ZW3D Standard.