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## CIMdata News

### ***CIMdata to Participate in a Webinar on an Interoperability Framework for Systems Engineering***

4 January 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that Craig Brown, Executive Consultant, will join a webinar entitled “Systems Engineering Rigor needs an Interoperability Framework.” The webinar, hosted by The Reuse Company, takes place on Tuesday, 17 January, at 11:00 AM EST.

The webinar will look at why an interoperability framework is vital for systems engineering and will consider the following:

- How an interoperability framework can eliminate holding copies of requirements in separate files, ensuring that engineers use the same basis for requirements.
- How through the use of rigorous change and notification control, the requirements refinement is seen by others as they occur.
- How technology invented for requirements sharing also works for other engineering deliverables such as models, reports, simulation, and physical testing.
- How interoperability technologies can help streamline an operation by eliminating copies of requirements in spreadsheets, thus helping to create an authoritative source of truth.

Juan Llorens, a Professor at Carlos III University of Madrid and CTO at The REUSE Company, will also participate in the webinar. Learn more and register at <https://www.reusecompany.com/webinars/systems-engineering-rigor-needs-an-interoperability-framework>.

### ***Data Governance: Establishing and Maintaining Trust in Information - an engineering.com article***

4 January 2023

Happy New Year!

Engineering.com has published the next article in Peter’s series on the Top 12 Trends and Enablers of Digital Transformation. This time he covers Data Governance, which is good timing as we are currently promoting an internal survey on this topic.

If you would like to share with your contacts and within your social media here is the link to the article - <https://www.engineering.com/story/data-governance-establishing-and-maintaining-trust-in-information>

The full set of articles to date can be found at <https://www.engineering.com/profile/PeterBilello>

The digital transformation survey is available at <https://www.esurveyspro.com/Survey.aspx?id=f300e4c9-fc37-47cb-b927-4e5335cac8df> for any of your contacts that might be interested in completing it.

## Acquisitions

### ***Accenture Completes Acquisition of Inspirage, Expanding Digital Supply Chain Capabilities***

4 January 2023

Accenture has completed its acquisition of Inspirage, an integrated Oracle Cloud specialist firm with an emphasis in supply chain management, headquartered in Bellevue, Washington. The acquisition further enhances Accenture's Oracle Cloud capabilities, helping it accelerate innovation for clients through emerging technologies, such as touchless supply chain and digital twins. Financial terms of the transaction, previously announced on September 6, were not disclosed.

Approximately 736 Inspirage people join the Accenture Oracle Business Group, further bolstering its Oracle supply chain skills and expanding its capabilities to help product-centric clients create interconnected, intelligent and innovative supply chain networks.

### ***Addnode Group acquires FAST2 Affärssystem***

2 January 2023

**Addnode Group announces that it today has acquired FAST2 Affärssystem AB (FAST2), one of Sweden's leading suppliers of business systems for real estate companies. The company is expected to have net sales of approximately SEK 80 million.**

FAST2's proprietary business system is used by nine out of 13 of the largest public housing companies in Sweden. The system handles both technical and financial management. FAST2 was formed in 1996, four of the founders are still active in the company and offices are currently located in Stockholm and Gothenburg.

Addnode Group's subsidiary Service Works Global's (SWG) net sales amounts to approximately SEK 240 million and the company has a strong offering of proprietary digital solutions for managing and maintaining facilities, as well as workplace and FM services. SWG and FAST2 will together serve more than 400 customers, of which just over 200 are in the Nordics.

*"We are experiencing an increased demand for digitisation and lifecycle management of the built environment. The acquisition of FAST2 strengthens and broadens our offering. With the increased competence within our new joint organisation, we will have even greater capacity to support our customers with smart digital solutions for sustainable communities. We see strong opportunities to develop our relationships with existing clients, as well as reach new customers, together with FAST2",* says Gary Watkins, CEO of Service Works Global.

FAST2 will be consolidated starting from January 2, 2023, as part of Addnode Group's Design Management Division.

### ***Ansys Acquires Leading Particle Dynamics Simulation Software Rocky***

3 January 2023

Ansys, the global leader and innovator of engineering simulation software, announced the acquisition of Engineering Simulation and Scientific Software Rocky DEM, S.L. ("Rocky"). With this acquisition, Ansys adds Rocky, the leading discrete element method (DEM) tool, and a skilled team of developers, application support technicians and customer-facing staff in Brazil, Spain, and the United States. The

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transaction is not expected to have a material impact on Ansys' consolidated financial statements in 2023.

Rocky was a subsidiary of Engineering Simulation and Scientific Software (ESSS), a long-term Ansys Channel Partner, and developer of engineering software dedicated to modeling discrete mechanics problems. Ansys' acquisition of Rocky builds on the companies' long-term partnership and joint particle modeling workflow announced in 2021. Rocky's software, with specific strengths in GPU computing and applying particle methods to multiphysics simulations, is used in wide variety of cross-industry applications that involve discrete solids of any size and shape.

Particle modeling spans many industries and applications; particles can consist of medical tablets, food snacks, agriculture seeds, powders, and even fibers used in filtration devices. Industry leaders are challenged to improve their product quality and find solutions to help accelerate their decision-making related to the design, manufacturing, and operation of their particulate systems.

Rocky is a leading DEM software package that quickly and accurately simulates the dynamic flow behavior of discrete solids and particle-laden free-surface flows in multiple industries. Rocky simulations provide powerful insight to help reduce waste, improve product quality, increase product uniformity, predict performance and durability of equipment during operation, meet resource management, and address sustainability concerns.

“Rocky's unique approach to discrete particle modeling empowers our customers to solve a wide variety of problems across virtually all industries,” said Shane Emswiler, senior vice president of products at Ansys. “Fully integrating Rocky into Ansys' portfolio and welcoming its distinguished experts to our team builds upon our demonstrated success and enables Ansys to provide an even more efficient and powerful solution for our customers. We are delighted to welcome Rocky into the Ansys family.”

This acquisition will ensure that Ansys customers have long-term, uninterrupted access to powerful high-fidelity particle modelling that is deeply integrated with other Ansys solutions to solve an expanding set of problems involving discrete particles. Incorporating Rocky technology into the Ansys portfolio will also facilitate long-term synergies in the Ansys portfolio that would not otherwise be possible, such as inclusion of Rocky into the PyAnsys framework.

“Our longstanding relationship with Ansys has not only expanded Rocky's reach to new sectors and industries, but also given engineers access to a technology to rapidly run large, highly-realistic simulations that include accurate particle details,” said Dr. Alexander Potapov, chief technology officer at Rocky.

“The Rocky team is elated to join Ansys and further combine Rocky's state-of-the-art particle simulation capabilities with Ansys' flagship simulations — allowing engineers to design more reliable products, slash development time, and win the race to market,” said Marcos Damiani, numerical development principal at Rocky.

## ***Hexagon adds speed, scalability and automation to digital twin creation with the acquisition of LocLab***

22 December 2022

Hexagon AB, a global leader in digital reality solutions combining sensor, software and autonomous technologies, today announced the acquisition of LocLab, a leader in 3D digital twin content creation.

LocLab's proprietary technology, enabled by a high degree of automation using proven workflows and artificial intelligence, allows the cost- and time-efficient creation of digital twins.

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LocLab's in-house developed toolchain can leverage several data input formats to balance speed, cost and accuracy – such as terrestrial videogrammetry, survey data and point clouds – but only requires photographs or videos at minimum. Videogrammetry is a highly scalable method that comes in handy when survey accuracy is not needed and speed is preferred. Whether creating 3D models of machines, buildings and manufacturing facilities or large-scale areas such as transportation networks or entire cities, the AI software compares detected objects with LocLab's vast object library of 3D elements (street objects, building components, rail equipment, etc.) to semi-automate the creation of a semantically enriched 3D model (i.e., adding context and descriptive elements).

“We continue to advance the utility and potential of the digital twin. We call it the Smart Digital Reality,” says Hexagon President and CEO Ola Rollén. “Like any digital twin, it provides an intuitive 3D hub for data management and information. But it has traits not always associated with digital twins: it's data-rich, kept up to date in real-time, and workflow-driven, making it seamlessly accessible. And most importantly, it's autonomously intelligent, meaning it can implement physical world actions independent of human intervention.”

“The foundation of any smart digital reality is the underlying 3D model. If not already part of one of our solutions or readily available via our content program, it can be time and resource-intensive to create,” continued Rollén. “LocLab's semi-automated modelling process with AI-based object recognition from video data and its enormous library of 3D digital content offers tremendous time savings and cost efficiencies.”

The acquisition brings the previously announced partnership between Hexagon and LocLab to the next level. It strengthens Hexagon's ability to make the Smart Digital Reality more accessible to new and existing customers while providing LocLab's customers with a proven platform for hosting, sharing and keeping 3D digital twins up to date.

“The integration of LocLab's 3D digital content with HxDR, our cloud-based storage, visualisation, and collaboration platform, will drive HxDR's expansion as a leading digital reality platform within transportation, construction, urban planning, and many other industries,” continued Rollén. “Altogether, LocLab's capabilities nicely complement our leading reality capture and software portfolio while also offering LocLab global scalability opportunities through our expansive sales and partner network.”

Headquartered in Germany, LocLab serves some of the world's largest transportation, construction, and design consultant companies. LocLab will operate as part of Hexagon's Geosystems division. Completion of the transaction (closing) is subject to customary regulatory approvals. The acquisition has no significant impact on Hexagon's earnings.

## ***PTC Completes Acquisition of ServiceMax***

4 January 2023

PTC announced that it has completed its acquisition of **ServiceMax** from an entity majority owned by Silver Lake. The acquisition adds important field service management (FSM) capabilities to PTC's closed-loop product lifecycle management (PLM) and digital thread offerings. ServiceMax provides a comprehensive suite of cloud-native FSM capabilities for servicing complex long-lifecycle products, including managing information about serviced products, creating and managing work orders, and scheduling and dispatching technicians. Product manufacturers increasingly view their product-related service offerings as an important business strategy for maintaining product performance, increasing customer satisfaction, driving revenue growth, and expanding profitability.

“Completing the ServiceMax acquisition ushers in the next era of PTC's closed-loop PLM strategy,”

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said Jim Heppelmann, President and CEO, PTC. “With the ServiceMax® FSM suite in our portfolio, the solution set we can now offer for the service part of the product lifecycle is one of the broadest in the industry. We look forward to expanding the ServiceMax business globally and bringing these important product service capabilities to our customers.”

## ***Ryvit to Accelerate and Expand Trimble's Connected Construction Workflows***

4 January 2023

Trimble has acquired **Ryvit**, an integration Platform-as-a-Service (iPaaS) provider for the construction industry. Launched in 2016, Ryvit builds connections between commonly used applications and data sources, enabling information sharing both within and across organizations so that project teams can use the right information to make the right decisions at the right time.

“The construction industry today is stymied by disparate data and technology solutions that don’t connect with one another, making it difficult to share information across departments and amongst project teams,” said Pete Large, senior vice president, Trimble Construction sector. “Ryvit provides a platform for software solution providers and construction stakeholders to rapidly build and deploy workflows, enabling the automatic flow of critical information across organizations and teams in real time. At Trimble, we believe that openness and interoperability are imperative to the future of the construction industry and are excited to extend Ryvit’s capabilities to more customers, applications and partners as we move the construction industry forward.”

Providing integrations that process millions of data records daily between different construction technology partners, Ryvit helps customers seamlessly integrate their data and coordinate their workflows for greater project visibility. All current Ryvit integrations are valuable components to an open, extensible ecosystem. These integrations will continue to be supported as part of **Trimble Construction One**, with the primary offerings from Ryvit undergoing a rebrand to Data Xchange and App Xchange. Data Xchange represents the contractor tools that allow end users to configure and manage their data flows between connected systems. App Xchange serves as the developer’s command center for connecting systems, building pre-configured dataflows, and onboarding new customers.

“Ryvit has been relentlessly focused on transforming the construction industry into a more productive and profitable industry powered by data,” said Tom Stemm, chief executive officer of Ryvit. “Over the past seven years, we’ve done this by building a platform that connects data between some of the industry’s largest technology providers to improve efficiency and streamline workflows for construction. Trimble is similarly focused on becoming an industry-leading open platform provider so this acquisition is a perfect match for both companies, who share a similar mission and vision for the industries we serve.”

Ryvit expands the capabilities of Trimble Construction One, a connected, cloud-based construction management platform that drives speed, efficiency and accuracy at each phase of the construction project lifecycle. Using Trimble Construction One, customers can leverage a purpose-built platform that provides the level of visibility needed—and previously hard to gain—on real-time project status and cash flow, leading to more confident project delivery overall.

“Trimble Construction One is built on the notion that connected, unified data is the future because it enables the industry to build projects better, faster, safer, cheaper and greener,” said Large. “The addition of Ryvit accelerates this notion even further by providing capabilities that will be supplied, supported and expanded upon more quickly given the collective strength of both organizations.”

## Company News

### ***3D Systems Announces Appointment of Bert Bruce to Medical Advisory Board***

5 January 2023

3D Systems announced the appointment of Mr. Bert Bruce to the company's Medical Advisory Board. Mr. Bruce will join the five other members of the advisory board who have been named since the Board's establishment in May 2022:

- Dr. Stephen K. Klasko, former President and CEO of Thomas Jefferson University and Jefferson Health;
- The Honorable David J. Shulkin, former U.S. Secretary of Veterans Affairs;
- The Honorable Alex Azar, former U.S. Health & Human Services Secretary;
- Dr. Toby Cosgrove, former President & Chief Executive officer of the Cleveland Clinic; and
- Dr. Bon Ku, Professor of Medicine and Design at Thomas Jefferson University and Director of the University's Health Design Lab.

The Board's primary mission is to provide strategic input, guidance, and recommendations for the company's expanding efforts in regenerative medicine. These development efforts center on the 3D printing of vascularized tissue for use in the manufacture of human organs and a host of other non-organ applications in the human body. In addition, these custom tissue constructs are targeted for use by pharmaceutical companies for the development of new drug therapies, offering the potential for shortening development cycle times and ultimately reducing or even eliminating the need for animal trials. Last year, 3D Systems announced the formation of a new, wholly-owned subsidiary called Systemic Bio, whose sole mission is to bring these new drug development technologies to the pharmaceutical market.

Mr. Bruce currently leads the U.S. Rare Disease Business Unit at Pfizer, Inc., one of the world's premier biopharmaceutical companies. Mr. Bruce is responsible for the Pfizer Rare Disease treatment portfolio in the United States, including oversight of major pharmaceutical products, as well as for the company's Rare Disease gene therapy development pipeline. At Pfizer, Mr. Bruce has distinguished himself as a champion for patients living with rare diseases. While referred to as "rare" due to the smaller size of individual patient populations, there are over 7,000 known rare diseases that affect approximately 400 million people worldwide – approximately half of which are children. People living with a rare disease represent one of the largest underserved patient communities in the world, with only 5% of known rare diseases having one or more approved treatments.

Prior to his current position, Mr. Bruce served as Pfizer's Vice President, Global Commercial Development, Rare Disease. In this role, Mr. Bruce led work by global teams spanning the entire breadth of the drug development cycle — from investigation and screening of early stage compounds through late-stage commercial development of successful new drugs, and also directed business development efforts to acquire new medicines and grow the company's development pipeline portfolio. Mr. Bruce possesses over 30 years of broad pharmaceutical industry experience. In addition to his 17-year career with Pfizer, Mr. Bruce's experience includes previous business leadership and strategy roles at Janssen Pharmaceutica, part of Johnson & Johnson. Mr. Bruce is also actively involved in a variety of social and educational causes. He is the chair of the Pfizer Global Black Community, is a member of the President's Leadership Council at Thomas Jefferson University and Jefferson Health, and is a board member for Life Sciences PA, and also for Bold Hope, Inc.

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Commenting on the appointment of Mr. Bruce, Dr. Jeffrey Graves, president and CEO of 3D Systems stated, “We are honored and delighted to welcome Mr. Bruce to our Medical Advisory Board. He has distinguished himself over a long career in the pharmaceutical industry, as a leader in the development and commercialization of innovative drug therapies and life-saving compounds, as well as for his commitment to applying scientific research and advanced technology to the cause of improving patient outcomes. Given his deep expertise across the entire cycle of drug discovery and development, from early stage research all the way to regulatory approval and marketing of new products, Mr. Bruce is ideally positioned to advise 3D Systems as we accelerate our work to build a world-class regenerative medicine business. His insights and advice will be particularly valuable to our recently formed Systemic Bio business, given its mission of utilizing its proprietary h-VIOS™ organ on a chip 3D printing technology to enable pharmaceutical companies to greatly reduce the time and cost of preclinical drug testing.”

In recognition of his appointment, Mr. Bruce stated, “I am honored and excited to become a member of 3D Systems’ Medical Advisory Board at a time when the company has clearly established itself as a market leader in the use of advanced additive manufacturing techniques to drive healthcare innovation. I look forward to advising the company in its efforts to develop and commercialize pathbreaking new medical products and drug discovery tools as part of its emerging regenerative medicine business.”

## ***Bentley Systems Announces Promotion of Brock Ballard to Chief Revenue Officer and Eric Boyer Joining as Investor Relations Officer***

4 January 2023

Bentley Systems, Incorporated, the *infrastructure engineering software* company, announced that Brock Ballard, previously vice president and regional executive, Americas, has been promoted to the role of Chief Revenue Officer, and that Eric Boyer has joined as Investor Relations Officer. Ballard succeeds newly retired Gus Bergsma who joined with Bentley Systems’ acquisition of RAM International in 2005.

Prior to joining Bentley Systems in 2020, Ballard served in sales leadership positions with Dassault Systèmes, Autodesk, and Océ after earning a Bachelor of Arts in Communications and Information Sciences from the University of Alabama in 2001. He reports to Chief Operating Officer Nicholas Cumins, who said,

“In addition to leading our Americas account teams to unprecedented ARR growth, Brock has driven our Enterprise 365 subscription program globally, to reach new levels of business partnership with many of the world’s largest infrastructure engineering firms and owner-operators. Brock’s energy, resourcefulness, and collegial leadership have been proven through business development opportunities with our accounts to advance infrastructure by going digital. While we will all miss Gus Bergsma, we congratulate him upon his long-earned retirement and thank him for his relentless focus on delivering success and establishing a high-performing account advancement organization, preparing Brock for success in 2023 and beyond.”

Greg Bentley, Chief Executive Officer, said, “We could not have come nearly so far without Gus’s indefatigable resolve and empathy for both infrastructure engineers, where he started professionally himself, and for our colleagues whose successful careers in sales he, in many cases, launched, and certainly exemplified. Gus has shown the way from cofounding a startup to achieving Bentley Systems’ billion-dollar revenue milestone as a public company.

“And we now welcome Eric Boyer as our inaugural Investor Relations Officer, reporting directly to me.

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Eric combines a wealth of experience and strategic acumen to help us create a world-class investor relations function. I look forward to working very closely with Eric to extend and improve our outreach and communications with the investment community globally.”

Boyer brings over 20 years of experience in investor relations and equity research, a deep knowledge of capital markets, and a strong network of relationships. During his tenure as senior vice president and head of investor relations at IHS Markit Ltd., which was a global information services leader, its market capitalization increased from \$8 billion to \$44 billion. He was also consistently recognized by *Institutional Investor* as a leading IR professional. Prior to Boyer’s investor relations career, he spent more than a decade as a sell-side equity analyst at Wells Fargo and Deutsche Bank, where he covered various technology and related services sectors and was recognized by *The Wall Street Journal*’s “Best on the Street” survey for his stock selections. He earned a Bachelor of Science in Business Logistics and International Business from Penn State University in 1999.

## ***Cortona3D is pleased to announce that Moritz Menzel has joined our team as VP Strategy***

22 December 2022

Moritz is a seasoned manager with a wealth of experience in software development and a focus on augmented and virtual reality. He led the development team at RE’FLEKT GmbH from 2016 to 2022 and had a key role in the company’s strategy.

Earlier, Moritz worked as a developer, journalist, and media producer in multiple industries from automotive to computer games.

Cortona3D, since 2000, has developed into a world leader in 3D visual communication and publishing software and provides proven tools for transforming design data into effective 3D product maintenance, training, and customer support technical documentation.

## ***PTC Partner Sconce to adopt parent company PDSVISION’s branding***

29 December 2022

Following the acquisition in March 2022 by PDSVISION Group AB (PDSVISION), Sconce, Inc. (Sconce) has announced it will merge with sister company Boundary Systems, Inc. (dba PDSVISION) and collectively change the name to PDSVISION US, Inc. and adopt PDSVISION’s branding effective January 1, 2023.

The name change streamlines PDSVISION’s market presence and further unifies its global software sales, support, certified training, and consulting services as one entity. The companies have similar history, strong PTC partnership, and operate in the same eco-system. Their respective IPs, industry specific solutions, apps, SaaS offerings, and customer base complement each other. Operating under one consolidated brand will better represent the global organization and its collective expertise.

PDSVISION was founded in 2008 and is headquartered in Stockholm, Sweden. By combining best-in-class software solutions, technical support and professional training, with divisions located across the globe, they have achieved the reputation of being the leading and trusted advisor within the product development sector. PDSVISION’s solutions are centered around the portfolio of products provided by PTC Inc. and Ansys Inc. in the areas of 3D Design (CAD), Product Lifecycle Management (PLM), Service Lifecycle Management (SLM), Internet of things (IoT), Augmented Reality (AR) and Simulation (CAE). PDSVISION develops their own range of software applications to add extra capabilities to further enhance utilization for the main solutions it offers.

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Founded in 2007, Sconce has grown to become a leading global digital transformation solution provider and is a trusted long-time business partner of PTC with a global footprint across seven countries. They provide turnkey consulting and project implementation services for manufacturing companies using leading PLM/MCAD software in the market. Sconce provides PLM, MCAD, advisory, and engineering consulting services to worldwide businesses of all sizes, including many Fortune 500/1000 companies.

The rebrand will begin the week of January 1 and the transition is expected to be complete by March 31. Sconce's customers, vendors, and other business contacts will begin to see communication from PDSVISION and the pdsvision.com email domain along with rebranded social media accounts in January. Visitors are encouraged to visit <https://www.pdsvision.com> for the most current information about PTC software solutions, services, company news, and events.

## Event News

### ***Centric Software Unveils New Innovations for Retail at NRF 2023***

5 January 2023

[Centric Software](#)® will unveil groundbreaking new retail planning, pricing and Product Lifecycle Management (PLM) innovations at the National Retail Federation's annual conference ([NRF 2023: Retail's Big Show](#)), booth #6163, running on January 15-17 in the Javits Center, NYC. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

NRF attendees will have an opportunity to see Centric's solutions in action, including Centric PLM®, the new Centric Planning™ retail planning platform and Centric Visual Boards™ for dynamic, visually-driven decision-making. Centric will also unveil Centric Pricing™ (formerly StyleSage), which empowers retailers to maximize product pricing via AI-powered tools for competitive product assortment benchmarking.

Experts from Centric Software will be running a packed schedule of speaking sessions every day on PLM, planning, pricing and more at booth #6163, level 3. Sessions include solution demos, testimonials from customers such as GUESS, a surprise speaker from one of the largest fashion retailers in the world and more.

“Centric's industry-led solutions enable our customers to launch products consumers want and fulfil brand promise while working more efficiently and cost-effectively,” says Fabrice Canonge, Chief Operating Officer at Centric Software. “We're excited to return to NRF, and we're looking forward to sharing new best-in-class retail innovations that empower brands and retailers to improve business performance.”

Centric solutions are designed to maximize revenues, reduce COGS, speed time to market, boost collaboration and deliver on sustainability goals. 700+ companies representing 12,500+ brands such as Under Armour, Louis Vuitton, Sephora, The Gap Inc., Neiman Marcus, Lands' End, Michael Kors, Great Kitchens, E.L.F. and more use Centric's technology to plan, price, design, develop, source and sell their products. Centric's integrated solution suite embeds deep industry expertise and market-driven features that address retail's most pressing concerns.

“Huge challenges are facing retailers in 2023, from ongoing supply chain disruptions to inflation, recession and ever-changing consumer behaviors,” Canonge continues. “Adopting modern digital solutions is a must in order to be competitive and stay close to consumers. We encourage attendees to

bring questions for our experts and book a demo to discover how Centric's integrated solutions can accelerate time to market, reduce inventory and improve efficiency.”

Centric Software will be at booth #6163, level 3 at NRF 2023. Find more details, request a one-on-one demo, and/or reserve a place at in-booth events, including [NRF Cocktail Hour](#).

## ***CES 2023: The Software République and the Région Île-de-France launch the “AI for Urban Mobility” challenge***

6 January 2023

Éric Feunteun, COO of the Software République and Valérie Péresse, President of the Région Île-de-France (France), officially launch "AI for Urban Mobility" the sixth challenge of the Software République, from the CES (Consumer Electronics Show), one of the most important exhibitions dedicated to technological innovation.

### **The "AI for Urban Mobility" challenge**

This Call for Projects is aimed at researchers, innovators, start-ups, and anyone who knows how to process data and wants to improve urban and peri-urban mobility **in the Île-de-France region**.

The objective is to imagine an innovative mobility solution with AI around the light vehicle by proposing:

- Solutions facilitating intermodality and facilitating passenger travel experience between public transport and light electric vehicles.
- New car-sharing services.
- Services to optimise and facilitate the use of charging stations / electric infrastructures.
- Solutions for organising last-mile logistics.
- And more generally, any service that will facilitate increased use of cleaner mobility solutions around Mobilize vehicles and public transport.

### **A "powered by Mobilize" initiative**

The project must be based on the following assets:

- The information comes from "Duo" and "Bento", the future light vehicles being developed by Mobilize, the Renault Group brand dedicated to new mobility. 100% electric and ultra-compact, Duo and Bento have been designed for the shared mobility of people and goods in urban areas.
- Anonymized and aggregated data from all Renault Group connected vehicles.

With this data, the project should make it possible to optimize travel in urban and peri-urban areas around the concept of Maas (Mobility as a Service).

### **p to €500,000 grant from the Région Île-de-France**

The jury, composed of members of the six Software République partners and the Région Île-de-France, will essentially select innovative solutions, applicable to the Région Île-de-France and which will also demonstrate a potential for repeatability. Committed to sustainable mobility, the Région Île-de-France doubles the investment proposed by the winner for their project, with a grant of up to 500,000 euros. The challenge prize is also open to international start-ups if they have a project to set up in the Île-de-France region.

*"Reaffirmed in our IMPACT 2028 development and innovation strategy, our desire is clear: to make the Région Île-de-France the European leader in strategic innovations. This challenge has a dual purpose:*

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*to contribute to the emergence of European leaders in AI applied to industry by offering them the opportunity to collaborate with world leaders in their fields, and to put the potential offered by Artificial Intelligence at the service of major societal issues such as mobility." Valérie Péresse, President of the Île-de-France Region*

*"The winner of the "AI for Urban Mobility" challenge will join the Software République incubator and its tailor-made support program. They will work closely with the six founding partners on their project. The Software République supports entrepreneurs with projects focused on sustainable, secure and intelligent mobility. Start-ups from previous challenges have already been incubated such as Geoflex, Vianova, Wattpark and Basemark." Éric Feunteun, COO of the Software République*

*"Artificial intelligence and data are becoming more important in the vision of car manufacturers, which is becoming more technological. We are moving from physical mobility, a vehicle going from point A to point B, to a mobility based on digital technology to optimise and make all journeys more fluid. Our future challenges concern four areas of innovation: electric mobility, connected mobility, autonomous mobility and the development of new mobility services." Luc Julia, Scientific Director Renault Group*

## **Île-de-France, a region for innovation in AI**

The Île-de-France is the most attractive region in Europe for direct international investment and benefits from one of the most attractive AI ecosystems. Choosing the Région Île-de-France to set up your business means choosing:

- The world's leading region for R&D, confirming its position as an international innovation hub.
- A unique proximity to major decision-makers in all sectors: energy, finance, automotive and aeronautics.
- An ecosystem for training scientific talent that is among the best in the world.

## **The Software République: An open innovation ecosystem**

Founded by six partner companies: Atos, Dassault Systèmes, Orange, Renault Group, STMicroelectronics and Thales – The Software République is a European open innovation ecosystem dedicated to smart, secure and sustainable mobility. Since its creation in April 2021, the Software République has conducted 5 challenges with innovators around the world. The result: over 200 applications received, and 11 start-ups incubated.

Participants can register on the [Software République website](#) and apply, between January 5 and February 10, 2023, with a proposal detailing their project including their investment, from the data made available and the reference vehicles, Mobilize Duo and Bento.

## ***Honeywell To Showcase Leading-Edge Retail Solutions At NRF 2023 Big Show***

5 January 2023

Honeywell, along with major retail companies and tech partners like Tractor Supply, Microsoft and BarTender, will take visitors on a first-hand journey through the tech-enabled retail setting at the world's largest retail event.

The company will present its latest fit for purpose technology solutions that will play a key role in advancing future retail growth at [NRF 2023: Retail's Big Show](#), January 15-17, in New York City. Under the theme "Discover Frictionless Retail," the Honeywell booth #3339 will demonstrate solutions and technologies empowering the retail associate, helping to create superior customer experiences.

"As we end another peak holiday shopping season, smart retailers are developing strategies and

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incorporating solutions to maintain momentum into 2023,” said Tom Chittenden, president of Honeywell’s Productivity Solutions and Services business. “At NRF this year, we’re going to show retailers how the right tools can empower employees, boost their productivity and help them better serve customers.”

Honeywell will offer information and presentations to demonstrate the value of integrating retail technology solutions, including:

- **Optimized Mobility Performance:** Attendees will observe how one of Honeywell’s latest mobile devices, the [CT30 XP](#), can help manage an entire store’s operations.
- **Point-of-Sale (POS):** Live look at Honeywell’s latest payment solution, [Honeywell Smart Pay](#), that is helping enable a seamless retail experience through contactless payment.
- **Microsoft Teams Push to Talk:** Experience the increasing connectivity amongst the workforce through [Teams push-to-talk \(PTT\) app](#).

Honeywell will also deliver compelling Honeywell Tech Talks exploring industry trends, processes, and the centralized theme of removing friction in retail. Honeywell Tech Talks occur daily at the following times:

- 10:30 a.m. ET: Tractor Supply Company will discuss how selecting a new mobility hardware partner changed how the company approached customer service, loyalty and retention.
- 11:30 a.m. ET: Microsoft will share how enabling store associates with the right technology can assist them in reducing workload burnout.
- 1:30 p.m. ET, The Impact of Consumer Behavior: Honeywell retail experts will discuss how a single event can change the course of consumer behaviors and require retailers to quickly adapt their approach to people, processes and technology.
- 2:30 p.m. ET: BarTender software experts will discuss how standardizing labeling processes will enable retailers to gain control over the way documents are printed and managed, leading to gains in label accuracy and optimizing logistics.

To learn more about Honeywell’s solutions, visit booth #3339 during NRF 2023, and visit online at <https://sps.honeywell.com/us/en/events/productivity/us-en/2023/nrf-big-show>.

## ***Stratasys to Participate at the 25th Annual Needham Growth Conference on January 10, 2023***

27 December 2022

Stratasys Ltd., a leader in polymer 3D printing solutions, announced that its Chief Financial Officer, Eitan Zamir, is scheduled to participate in a fireside chat at the 25<sup>th</sup> Annual Needham Growth Conference in New York, NY, on Tuesday, January 10, 2023, at 8:45 a.m. Eastern Time.

The event will be available as a live webcast and archived for 180 days at <https://wsw.com/webcast/needham128/ssys/2315530>. It will also be available as an archive only at <https://investors.stratasys.com/news-events/ir-calendar>.

## Financial News

### ***HONEYWELL TO RELEASE FOURTH QUARTER FINANCIAL RESULTS AND ANNOUNCE 2023 OUTLOOK DURING ITS INVESTOR CONFERENCE CALL ON THURSDAY, FEBRUARY 2***

5 January 2023

Honeywell will issue its fourth quarter financial results and 2023 outlook before the opening of the Nasdaq Stock Market on Thursday, February 2. The company will also hold a conference call at 8:30 a.m. EST.

#### **Presentation Materials / Webcast Details**

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

### ***Invitation - presentation of Sandvik's report of the fourth quarter 2022***

4 January 2023

Sandvik will publish its fourth quarter results on Friday, January 20, 2023 at approximately 08:00 AM CET.

A combined webcast and conference call for investors, analysts and financial media will be held at 10:00 AM CET.

The report will be presented in a webcast and conference call by Stefan Widing, President and CEO as well as by Cecilia Felton, CFO.

The presentation will be broadcasted live on our website [home.sandvik](http://home.sandvik)

Dial-in details for the conference call:

SE: +46 (0) 8 505 10 031

UK: +44 (0) 207 107 06 13

US: +1 (1) 631 570 56 13

From about 9:30 AM CET presentation slides will be available on our website [home.sandvik](http://home.sandvik)

### ***Simulations Plus Reports First Quarter Fiscal 2023 Financial Results***

4 January 2023

Simulations Plus, Inc., a leading provider of modeling and simulation software and services for pharmaceutical safety and efficacy, reported financial results for its first quarter of fiscal 2023, ended November 30, 2022.

Shawn O'Connor, chief executive officer of Simulations Plus, said, "Despite a \$0.3 million FX negative impact on our revenue, our first quarter results were in line with the new seasonal expectations we introduced on our last earnings call in November. At the time, we said we were taking deliberate actions to align software renewal timing for diverse groups and products within each customer, which we expected to impact our first quarter revenue seasonality while boosting our second through fourth quarter results. We also said some new sales were expected to push into our second quarter to align with

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customers' new calendar year budgets. The renewal patterns are progressing as expected and we signed 15 new customers across our software portfolio and saw 15 upsells in the first quarter, the latter indicating our cross-selling strategy is working.

“I was also encouraged that our services business generated strong quarterly results, growing by nearly 17% while building our backlog to nearly \$16 million. Our pipeline here remains strong, and we were also able to bring on several new consultants during the quarter to help satisfy the strong demand for our services.”

## **First Quarter Financial Highlights** (Fiscal 2023 vs. Fiscal 2022):

- Total revenue decreased 4% to \$12.0 million;
- Software revenue decreased 17% to \$6.1 million, representing 51% of total revenue;
- Services revenue increased 17% to \$5.9 million, representing 49% of total revenue;
- Gross profit decreased 4% to \$9.3 million; gross margin was 78%;
- Net income of \$1.2 million and diluted EPS of \$0.06, compared to net income of \$3.0 million and diluted EPS of \$0.15;
- Adjusted EBITDA of \$3.0 million, representing 25% of total revenue.

## **Capital Allocation Strategy Update**

The Company is providing an update to its capital allocation strategy, including corporate development, capital return to shareholders, and internal investment.

### 1. Evolving the corporate development strategy to include strategic investments and partnerships

In August 2020, the Company sold 2.1 million shares of its common stock at \$55 per share in a follow-on public offering, for net proceeds of \$108 million for strategic acquisitions. Highly disciplined acquisitions have historically been the focus for the Company's corporate development strategy. Since August 2020, management identified more than 60 candidates that initially met the Company's acquisition criteria, which includes strategic and cultural fit, immediate EPS accretion and attractive valuations. Company management engaged in discussions with many of these candidates, and while ongoing communications continue with certain identified targets, none have resulted in an acquisition to date. While acquisitions will remain the top priority for inorganic growth, the Company is now expanding its corporate development strategy to allow for strategic investments and partnerships with companies that could lead to software and services portfolio innovation, increased leadership in computational biology, Total Addressable Market (TAM) expansion, and become potential future acquisitions. This change is expected to allow the Company to target a wider network of relevant companies with the goal of gaining access to leading edge trends and technologies in biosimulation or adjacent markets that were previously not considered.

### 2. Returning capital to shareholders through a \$50 million share repurchase program

While corporate development remains a key focus for the Company, management believes acquisitions can be achieved with less capital than raised in August 2020. As such, the Board of Directors has authorized a share repurchase program allowing the Company to repurchase up to \$50 million of its outstanding common shares. No time limit was set for the completion of the share repurchase program, and the stock repurchase program may be modified, extended, suspended or discontinued at any time, in the sole discretion of the Company. The exact number and timing of share repurchases will depend on market conditions, applicable legal requirements and other factors, and will be funded through available cash balances.

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As part of its ongoing commitment to drive shareholder value, the Company further announced that its Board of Directors has authorized it to enter into an accelerated share repurchase (ASR) transaction as part of the new share repurchase program. The Company is currently in discussions with potential brokers to administer the ASR, and intends to enter into an ASR transaction during the second quarter of fiscal 2023 for the repurchase of \$20 million of its outstanding common shares leaving \$30 million available for additional share repurchases under the repurchase program. Company management believes acquisitions can still be achieved with the remaining funds on hand after the repurchase program has been completed, plus free cash flow generated by the Company.

3. Continuing internal investment to drive revenue growth, increase efficiencies and lower costs

The company intends to continue to invest in scientific employee retention and recruiting and selectively add new headcount (sales and marketing) and technology.

## Fiscal 2023 Guidance and Commentary

	<b>Fiscal 2023 Guidance</b>	<b>Annual Increase</b>
Revenue	\$59.3M - 62.0M	10-15%
Software mix	60-65%	-
Services mix	35-40%	-
Diluted earnings per share	\$0.63-\$0.67	5-10%

“We believe we remain on-pace to achieve our full-year guidance of 10-15% organic revenue growth and 5-10% diluted EPS growth. As previously communicated, this will be a year of transition as we invest in our organization and streamline our software renewal process to facilitate even higher rates of cross-selling. From a full-year perspective, we expect to maintain high gross margins and robust renewal rates in the face of these changes, while the operating leverage inherent in our business is expected to be temporarily reduced.

“We’re also introducing a meaningful share repurchase authorization that gives us the ability to re-acquire outstanding shares of our common stock at a discount to our August 2020 offering price. We believe these actions will set the groundwork for continued low to mid-teens organic long-term revenue growth rates, drive even higher profit growth rates and free cash flow, and create significant value in the years to come,” concluded O’Connor.

## Quarterly Dividend

The company’s Board of Directors declared a cash dividend of \$0.06 per share of the company’s common stock, payable on February 6, 2023, to shareholders of record as of January 30, 2023. The declaration of any future dividends will be determined by the Board of Directors each quarter and will depend on earnings, financial condition, capital requirements, and other factors.

## Environmental, Social, and Governance (ESG)

We focus our Environmental, Social, and Governance (ESG) efforts where we can have the most positive impact. To learn more about our latest initiatives and priorities, please visit our website to read our [ESG Report](#).

## Webcast and Conference Call Details

Shawn O’Connor, chief executive officer, and Will Frederick, chief financial officer, will host a

conference call and webcast today at 5 p.m. Eastern Standard Time to discuss details of the company's performance for the quarter and certain forward-looking information. The call may be accessed by registering [here](#) or by calling 1-201-389-0879. The webcast will be available on our website under [Conference Calls & Presentations](#). A replay of the webcast will be available on the website approximately one hour following the call.

## Implementation Investments

### ***HEXPOL TPE chooses Roima as a partner for its industrial digitalization strategy***

2 January 2023

HEXPOL TPE is a global group specializing in thermoplastic elastomers (TPE) for applications in consumer products, medicine, packaging, automotive, and construction.

Having been able to deliver high-quality products with consistent and predictable properties for a long time means that HEXPOL TPE is today a respected name on the market. Therefore, it was not unexpected when HEXPOL TPE also became the first TPE manufacturer in Europe to achieve ISO 13485 certification.

#### Situation and needs analysis

HEXPOL TPE's Swedish plant has been manufacturing thermoplastic elastomer (TPE) since the 1970s. Over the years, the system landscape for production-related IT has become increasingly fragmented, which led to an unnecessary amount of manual handling of production data and an obstacle to flexible and efficient continuous process development. Furthermore, when certain parts of the system landscape had reached the end of their useful life, a collaboration with Roima was initiated to create a new digitalization strategy for the factory.

Roima analyzed existing system landscapes together with HEXPOL TPE based on the current situation and future needs and identified three different paths forward. All three options had their advantages and disadvantages, but in order to maximize opportunities for efficient and flexible future process development, improve the working environment for operators by minimizing manual data handling in production, increase traceability and facilitate development and system maintenance, a cohesive platform from AVEVA was considered the best choice for the new system landscape.

#### Solution

Roima was entrusted to drive through an AVEVA MES project that was started in the fall of 2021. Carrying out a digitalization project in an existing facility with high demands on continuous production is always a challenge. Knowledge and experience are required not only about the technology itself, but it is at least as important to be responsive to the needs of end users and the new work environment.

The new system landscape was built in a parallel environment to the old one in order to facilitate testing and ensure functionality before the switch was finally carried out in the spring of 2022. "We got proof that the methodology was right by the fact that Go-Live itself became so smooth and the operators have found it easy to adopt the new system, even the start-up after the summer shutdown went excellently", says Marie Sannes, project manager at Roima. A clear success factor for the successful project has been the knowledgeable and committed employees in the project team from HEXPOL TPE and Roima.

#### Benefits of the new system landscape:

- Reduced manual labor in production by moving production data between different systems has reduced the risk of errors that can lead to registration of downtime. Operators can spend more

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time on other value-creating activities

- Increased traceability throughout the production
- Facilitates continuous and flexible process development as the system can be easily adapted and expanded to handle new and changed production lines
- Future-proof platform

Success factors:

- Joint analysis of the current situation and future needs provided the right basis so that the partners together could create a clear digitalization strategy and roadmap for a new system landscape
- Determined, committed and knowledgeable project team at Roima and HEXPOL TPE who had the mandate and knowledge to implement the digitalization strategy
- The right choice of product platform from AVEVA that suited the needs of HEXPOL TPE

Key features of the new system landscape:

- Operator support in the preparation and execution of production orders to minimize errors and mistakes.
- Automated framework for control of BOM and execution order of process steps
- Manages orders in production with automatic compensation for waste and scrap
- Internal material handling in production
- Checklists to support operators
- History of events and actions
- Traceability of materials in production
- Registration of downtime
- Automatic download of machine settings and quantities to SCADA/PLC.
- Integration with ERP, PLC, LIMS, and PPS

*We chose Roima as a partner thanks to the competence and commitment shown throughout all parts of the project. The new solution has given us improved traceability and further improvements in the form of standardized working methods and routines” says Thomas Nilsson, CEO, HEXPOL TPE AB*

Components included in the solution: AVEVA System Platform, AVEVA Historian, AVEVA InTouch, AVEVA Works Tasks, AVEVA MES, AVEVA Enterprise Integrator.

## ***Liljeholmens Candle Factory Sees Bright Future with Infor M3 CloudSuite***

21 December 2022

Infor<sup>®</sup>, the industry cloud company, announced that Liljeholmens Stearinfabrik has chosen Infor M3 CloudSuite to help future-proof the processes for purchasing, planning, manufacturing and deliveries. The multi-tenant cloud solution will be powered by Amazon Web Services (AWS).

Liljeholmens Stearinfabrik manufactures candles and has production in Oskarshamn and headquarters in Malmö, Sweden. Liljeholmens is the world's largest manufacturer of candles made from Stearin and one of Sweden's oldest companies still operating. Liljeholmens has been running Infor M3 enterprise resource planning (ERP) on-premises for many years.

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“We were prepared to upgrade our on-premises solution to the latest M3 version but realized that, with our limited IT resources, it would suit our organization better to run M3 in the cloud,” says Sofia Lanebäck, responsible for supply chain and M3 at Liljeholmens. “With Infor M3 CloudSuite, we will automatically receive all new updates and new features while still maintaining the ease of use of M3.”

After a procurement process, Liljeholmens selected one of Infor's local Swedish partners, Meridion, as its upgrade partner. The project will start in January and is expected to be live in May. Meridion is project responsible and will secure a smooth transition to the cloud including verification of the processes and the of the technical migration done by Infor.

“Since we have a local office near Liljeholmens’ factory and have extensive experience with the combination of Infor M3, Qlik and integrations, we can quickly solve the updated and new integrations via Infor OS that Liljeholmens needs to keep on-prem, such as with the machinery in the factory and the various EDI integrations that exist for several of Liljeholmens’ customers,” says Johan Bystedt, CEO at Meridion.

“We feel that we now have a future-proof platform where we also can connect to processes we lack today, such as workflows between different departments and be able to store documents about production and quality management directly in respective subsystems instead of the network,” Lanebäck concludes. “It is exciting to see what is already available in the cloud solution as we now get the system updated more regularly as well.”

## ***MECCA Accelerates Time to Market with Centric PLM***

3 January 2023

Centric Software® is delighted to announce the release of a success story about its customer, MECCA.

Founded 25 years ago, MECCA has redefined the Australian and New Zealand beauty landscape. With more than 100 stores across Australia and New Zealand, as well as online stores in both countries and T-Mall global, MECCA offers an exclusive edit of the best in beauty from more than 200 brands, including signature lines MECCA Cosmetics, MECCA MAX and kit.

To meet Australia’s strict ingredients legislation, MECCA decided to implement Centric PLM® to automate existing processes involving ingredient compliance. It was highly important that the teams had easy access to all the information about products in one place including ingredients, artwork files and claim documentation.

David Cumberland, GM of Risk and Compliance at MECCA shares, “We were looking for a back-end solution that provided a secure environment for data. We can’t approve products with incomplete data on ingredients or missing documentation – every product needs to be compliant.”

“We’re approving new products faster than ever before because we’re completing our reviews in one place, Centric PLM,” Cumberland confirms.

The PLM implementation proved to be a success when the MECCA teams no longer need to manually look up product information and compliance documents as everything they need is stored in one place available at all times, making it quicker to approve new products and streamline their entire compliance journey.

Learn more in detail about how MECCA improved processes with brand partners, sped up the compliance process and streamlined new product introductions.

## ***Tech Mahindra Inks MoU with Tagawa City, to Accelerate Digital Transformation in Tagawa City***

3 January 2023

Tech Mahindra, a leading provider of digital transformation, consulting, and business re-engineering services and solutions, and Tagawa City, have signed a Memorandum of Understanding (MoU) to accelerate digital transformation in Tagawa City.

As part of the partnership, Tech Mahindra will leverage its expertise in next-generation technologies such as 5G, Internet of Things (IoT), Augmented Reality (AR) & Virtual Reality (VR), to help Tagawa become a smart city. To further support the digital transformation journey, Tech Mahindra and Tagawa City will work together to upskill the local talent with software engineering skills in Japan.

In addition, Tech Mahindra and Tagawa City will collaborate on the expansion of local 5G with Multi Edge Computing (MEC), as well as the development of new hardware and software using AR and VR. Furthermore, Tech Mahindra will help Tagawa City in its vision for the digitalization of sports facilities, using technologies such as motion cameras and Artificial Intelligence (AI) to enhance accessibility and provide better experiences for all.

**Kimito Futaba, Tagawa City Mayor, said** *“We thank Tech Mahindra for their cooperation in this public-private partnership with Tagawa City. We will leverage their expertise in digital technologies to bring about positive change in our city. Further, this partnership will help us achieve our vision for a smart city and provide benefits to our residents and local businesses.”*

To realize the smart city vision, Tech Mahindra and Tagawa City, will collaborate to digitally transform the tourism industry through the use of AR and other technologies, build smart recreational parks, and provide labour assistance using IoT, such as body temperature and physical condition management of cows using AI cameras, and the digitalization of the tourism industry. Tagawa City will also benefit from the development of smart parks and camping grounds, as well as new forms of entertainment such as forest cinemas.

**Manish Vyas, President, Communications, Media and Entertainment Business, and CEO, Network Services, Tech Mahindra, said,** *“Digital transformation has become one of the top priorities for organizations and governments today to keep pace with the ever-changing post-pandemic world. Japan is one of the most advanced and innovative countries in the world and our collaboration with Tagawa City, is a major step forward in strengthening our ties with the country. With this partnership, we look forward to working closely with Tagawa City to develop new technologies and services that can enhance the quality of life of Tagawa City’s citizens. Further to this partnership, we foresee significant growth across various industries, including manufacturing, health care, telecommunications, and media and entertainment ”*

This partnership is in line with Tech Mahindra’s NXT.NOW™ framework, which aims to enhance ‘Human Centric Experience’, and focuses on investing in emerging technologies and solutions that enable digital transformation and meet the evolving needs of the customer.

## ***Yorkshire Water Selects LTIMindtree as a Strategic Transformation Partner***

22 December 2022

LTIMindtree, a global technology consulting and digital solutions company, announced that it has been selected as a transformation partner by Yorkshire Water, a leading UK utilities company, to modernise operations across its clean water, waste water, and asset management businesses. Yorkshire Water is the

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ninth largest water utility in the world and provides water and wastewater services to 5.2 million customers across Yorkshire.

As part of the engagement, LTIMindtree will help migrate Yorkshire Water's core business systems to the SAP S/4HANA platform covering a wide range of areas such as work and asset management, complex scheduling, materials management, inventory management, health, and safety. By automating and simplifying processes, consolidating data, and modernising core systems using intelligent technologies, LTIMindtree will enable Yorkshire Water to boost operational efficiencies, augment capabilities, and enhance user experience. Unified management of assets, workforce, and finances will allow Yorkshire Water to drive integrated planning and scheduling of work, and dynamic asset maintenance across the organisation.

"This engagement is key to our ability to deliver water and wastewater services in a resilient, sustainable, and cost-effective manner," said Lee Harris Head of Technology Change, Yorkshire Water. "Our services support not just the basic health needs of our customers, but also the long-term economic growth of the region. In LTIMindtree, we have a partner who brings a rich portfolio of innovative offerings, and proven track record of helping similar transformation programmes. This partnership will bring us closer to our vision of what shape our operations should take in the future for us to proactively address the economic, social, and environmental needs of tomorrow's Yorkshire."

"We are excited to partner with Yorkshire Water in helping millions of customers get access to clean water and safe sanitation, which are the cornerstones of human health, well-being, and development," said Sudhir Chaturvedi, President and Executive Board Member, LTIMindtree. "By blending our next-generation ERP expertise and extensive industry experience with the advanced end-to-end capabilities of SAP S/4HANA, we look forward to accelerating the digital transformation journey of this critical national infrastructure and helping Yorkshire Water deliver services tailored to customer needs."

## Product News

### *ActCAD 2023 New Version 111328 Released, Dt.29 Dec, 2022*

29 December 2022

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

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

- Updated ODA SDKs version 2022.12 Service Pack 1
- Updated STEP/IGES translators based on Open CASCADE Technology (OCCT) version 7.6.0
- Recreated QDIM command
- Recreated CENTERLIEN command
- Recreated ALIGNSPACE command
- Added new command to Adjust Spacing of Dimensions
- Added new command CENTERMARK
- Added new command Replace Block
- Added new command Quick Block Save
- Added new command Facet Model Helix

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- Added new command Extract Isolines
- Added new command Live Sectioning
- Added new command Live QUICKWBLOCK
- Added new command Live SurfExtractCurve
- Added new sysvar MESHTYPE
- Improved FMEXTRUDE command to sweep a section along a 3D guide curve
- PDF .pc3 printer now supports custom paper sizes
- Replace blocks with existing external references
- Choose alternate fonts when SHX font not found
- Several improvements to View Cube
- New feature to save Custom Views in Model space and restore them
- Improved speed and performance
- Several improvements to User Interface
- Many improvements to Publish Dialog
- Simplified PDF Export dialog with a split to Advanced options
- Several improvements done to .NET API
- Facility to include Blocks in Table Cells
- Enhanced Table Cells Handling and content management
- Improved Excel Data Linking
- Implemented multileader styles, multiline styles, table styles, and visual styles in ActCAD Explorer
- In Prime version implemented export to .ifc files and attach or import files from the command line.
- Improved IcAPI for better compatibility with AutoCAD® Object ARX
- Export and Import of IFC Files
- Import Excel files in .xls and .xlsx format using new XLSIMPORT Command
- Drag and drop drawings to Publish Dialog
- Centerlines and Centermarks are associative now to parent entities
- Introduced new font swapping dialog

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

## ***BETA CAE Systems announces the release of the v23.1.0 of its software suite***

27 December 2022

Dedicated to investing in cutting-edge engineering simulation technologies and industrial applications, BETA CAE Systems comes up with another major release of v23.x.x series.

v23.1.0 aims to extend automation while, same time, manage complexity and offer more scalability.

Do not miss:

- The advancements in Human Body Models, supporting the new diversity models of THUMS family for ANSA and THUMS M50-O and F05-O for META.
- The complete solution for Isogeometric Analysis, expanded in pre- and now also implemented in post-processing, facilitating the reading of geometry and deformation results from LS-DYNA d3plot files.
- The enhanced functionality for watertight model preparation and surface wrapping for aerodynamic applications.
- The vast developments in post-processing for NVH, including new toolbars as well as the co-simulation of modal transient response with third-party applications.
- The significant speed-up in EPILYSIS calculations regarding SOL200 optimization with modal frequency response loadcase, combined with AMLS substructuring.
- The noteworthy performance improvements in the area of Machine Learning Prediction in KOMVOS.
- The further potential of SPH solver, providing a broader range of applications and a significant speed-up of execution.

## Release Highlights

Unleashing the pre-processing potential in ANSA

The unification of TOPO and MESH functionality, introduced in major v23.0.0, is being further boosted by expanding the unified direct geometry and mesh manipulation to FE entities as well.

Moving on to mesh generation for CFD and aerodynamic analyses, surface wrapping has been enriched with advanced user control on feature capturing per different areas, coupled with optimized performance by using multi-cores. Watertight model preparation has been expedited by new algorithms detecting and isolating interior and exterior areas of complex geometries. New functionality for layers introduces variable first layer height via linear variation or according to flat plate theory.

The Isogeometric Analysis, already introduced in prior BETA versions, is gaining ground with a now greater range of new IGA keywords support, as well as an even more efficient management of the IGA patches.

Getting into the core of the Crash and Safety area, Human Body Models Articulation is being further supplemented with a greater range of postures, along with metadata available for the new diversity models of THUMS family. Moreover, the Bicycle Configurator tool, introduced in the major v23.0.0, now additionally provides I/O of all current angles of each HBM part from/in a JSON file.

As far as the multibody simulations are concerned, Kinetics module now supports quasi-static simulations for running a sequence of equilibrium simulations in time domain, as well as a new type of simulation for calculating the eigenvalues of a dynamic system. Moreover, the embedded beam generator tool provides automated modeling of beam structures and DOF-restrains can now be applied directly on rigid bodies.

Focusing on structural analysis, apart from new patterns for the realization of solid bolts, the direct job submission, already implemented in prior versions for Abaqus, Pam-Crash, and LS-DYNA, has been expanded. Monitoring and error handling is now possible also for Marc, Nastran, Ansys, Optistruct and Permas.

Closing with our latest developments for Electromagnetics, the setup of post-processing electromagnetic

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results is now a reality via the ASERIS plugin in ANSA.

## Boosting optimization calculations in EPILYSIS

The new version offers a significant speed-up in calculations regarding SOL200 optimization with modal frequency response loadcase, combined with AMLS substructuring. The full support of the creation and assembly of modal damping matrices for modal model solutions is also one of the groundbreaking implementations that v23.1.0 comes live with.

## Further integrating our solutions in META

Graphics in post-processing are always an asset for META. Towards this direction, in v23.1.0, 360 images and videos can be exported both for desktop and VR.

One of the main implementations the new version provides, is the complete solution for Isogeometric analysis from pre- to post-processing. Geometry and deformation results derived from Isogeometric Analysis elements from LS-DYNA d3plot/d3iga files, can now be successfully read in META.

In the NVH field, v23.1.0 hosts an abundance of noteworthy implementations. The Surface Polynomial Fitting Toolbar provides Zernike modes contributions for disc-shaped deformed structures, whereas the Damping Estimation User Toolbar can be used to Estimate the damping ratio from curves in frequency and time domain. Modal Transient Response can co-simulate with third-party applications via a Functional Mock-Up Interface (FMI). A compact form of an FRF component can now be saved in a metadb resulting in a reduced file and improved I/O performance when used in the FRF Assembly tool. Moreover, User productivity for NVH analysts is further increased through the direct access and navigation to available diagnostic results for top peaks of a specific 2D response.

Consistently placing our focus on various developments in all domains, follow some representative, highlighted cases:

- For Crash & Safety applications, THUMS M50-O and F05-O in Human Body Models Post tool are now supported.
- For Durability applications, Marc HDF format is fully implemented.
- For Molding applications, ESI ProCAST ERF format and Moldex3D solid mesh module for geometry and results have been introduced.
- Laminate information from ANSA comments inside the Ansys .cdb output file can now be retrieved and initial laminate structures can be recreated.

## Process design and productivity excelled through KOMVOS

A new feature comes with KOMVOS v23.1.0 which offers the ability to the user to search within Simulation Data using text queries in natural language. On top of that, the Machine Learning Prediction now hosts a brand-new interface with first level view of the predictors KPIs, direct switch between predicted results, and interactive predictions. Additionally, optimal design exploration can be achieved by Smart Sampling, whereas a mode classifier trained with the normal modes result files is now able to generalize and classify the mode-shape types for any FE model.

## Streamlining results through SPH solver

Apart from the broader range of applications and the significant speed-up of execution, a plethora of feature-oriented implementations pave the way for more sophisticated processes. For instance, the simulation process has been enriched with enhanced definition of boundary interaction involving the internal adhesion. Mesh can now be generated out of the free surface of the fluid at any timestep and new visualization modes further facilitate result comprehension.

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

## **New Documentation**

New Documentation in ANSA

Tutorials

- Assembly and model set-up with superelement welds
- Generating a PCB model and setting it up for analysis
- Modular set-up of a static simulation for Abaqus

Tutorials

- SPH simulation

New Documentation in META

User Guides

- Surface Polynomial Fitting Toolbar
- Damping Estimation Toolbar

New Documentation in KOMVOS

Tutorials

- Design and simulation of processes

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

## **Compatibility and Supported Platforms**

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

META Project files saved from version 23.1.0 are compatible and can be opened by META version 16.0.0 or later.

Support for Windows 7 has been discontinued.

Support for Red Hat 6, and other Red Hat 6 compatible Linux distributions has been discontinued.

Support for Mac OS has been discontinued.

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

## **Download**

Where to download from

Customers who are served directly by BETA CAE Systems, or its subsidiaries, may download the new software, examples and documentation from their account on our server.

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

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

What to download

All files required for the installation of this version reside in the folders named "BETA\_CAE\_Systems\_v23.1.0" and "KOMVOS\_v23.1.0" and are dated as of **December 27,**

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**2022.** These files should replace any pre-releases or other files downloaded prior to that date.

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

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

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

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

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

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

## ***CCTech's HVAC-Twin is powered by iTwin***

23 December 2022

CCTech is pleased to announce the addition of HVAC-Twin to Bentley Systems' powered by iTwin program. HVAC-Twin enables quick turnaround between HVAC design iterations—leading to energy and cost-efficient HVAC designs. Designers and engineers can add sensor data, make connections, and start visualizing data such as temperature, occupancy, and CO2 levels—to diagnose and improve the performance of HVAC systems.

HVAC-Twin is a web-based, physics-informed 3D digital twin that is built for easy accessibility and enhanced collaboration, providing quick turnaround between design iterations leading to energy and cost-efficient HVAC designs.

HVAC-Twin addresses multiple challenges of stakeholders involved in the HVAC industry, from the design phase to maintenance and operations. These stakeholders include architects, building occupants, general contractors, HVAC system designers, consultants, and building owners.

HVAC-Twin is a cloud-based platform that helps stakeholders understand built HVAC systems, which are frequently overdesigned. The solution helps improve the accuracy of HVAC designs provided by CFD for resident homes and commercial offices in cold and hot geographies across the globe.

“We are excited to add HVAC-Twin to Bentley’s powered by iTwin program,” said Nem Kumar, Director, Consultancy at CCTech. “The iTwin Platform’s visualization and data management capabilities allow HVAC-Twin to incorporate and visualize sensor data, and run simulations, to make broader inferences about HVAC designs with higher accuracy. This increases the speed and cost-effectiveness of HVAC system design.”

“We are very pleased to have CCTech add their HVAC-Twin application to the powered by iTwin program,” said Adam Klatzkin, Vice President, iTwin Platform, at Bentley Systems. “In doing so, CCTech joins the growing ecosystem of software developers enabling digital twin solutions with the iTwin Platform. HVAC-Twin is a great example of how BIM and sensor data can be combined and visualized to optimize the design, maintenance and operation of HVAC systems.”

## ***Centric Software Teams Up with Rhino 3D to Supercharge Design***

27 December 2022

Centric Software®, the Product Lifecycle Management (PLM) market leader, proudly announces its partnership with Rhinoceros (Rhino) 3D, a leading CAD solution provider. 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.

Rhino 3D is a CAD flagship application by Rhinoceros® that is used for 3D design, rapid prototyping, 3D printing and more across industries including product design, industrial design, architecture, multimedia and graphic design. Rhino is highly customizable and offers compatibility with many other types of software, supporting over 30 CAD file formats for importing and exporting.

“This partnership is the latest in a series of collaborations with 3D solution providers and will enable Centric PLM® users to work with Rhino designs through Centric PLM Connect,” explains Ron Watson, VP of Product at Centric Software. “Rhino users will be able to connect new designs with PLM, access PLM libraries for such things as pre-defined components, starting templates, trim, colors, share 3D views with non-Rhino users in the PLM interface to quickly gather feedback and input style property information from Rhino directly into Centric, ultimately saving time and driving more creative and collaborative design.”

Like all Centric innovations and integrations, the partnership with Rhino was developed in direct response to the needs of Centric’s customers. With 3D design and virtual sampling on the rise, streamlining design is high on the agenda.

“In line with our strategy of being as open-ended as possible and to integrate Centric solutions with all leading 3D design applications, we are delighted to announce our partnership with Rhino 3D,” says Chris Groves, President and CEO of Centric Software. “Integrations such as these empower our customers with greater visibility, collaboration and time saved, enabling them to focus bringing the best possible products to market efficiently.”

## ***Consumer Goods PLM Market Leader Launches Solutions for Consumer Electronics***

29 December 2022

Centric Software®, the Product Lifecycle Management (PLM) market leader, now offers next-generation solutions for consumer electronics brands and retailers. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Traditional engineering PLM solutions cover an important but limited portion of the end-to-end product concept-to-launch process. Traditional PLM is not designed to incorporate critical aspects of product commercialization such as financial target plans, retail and assortment planning, product what-iffing and costing, SKU rationalization, product portfolio management (PPM), quality (QMS), sustainability and channel management. Consumer electronics brands and retailers often resort to spreadsheets, shared files and emails creating information silos and causing a disconnect between product and go-to-market teams. Time is wasted entering data into different tools, information quickly becomes out of date and errors occur leading to missed sales opportunities.

Centric Software’s PLM and Visual Board solutions for consumer electronics brands and retailers

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provide an end-to-end digital platform from product concept-to-launch with one single source of the truth for all teams. Replacing spreadsheets and considerable manual work, Centric solutions connect, complement and expand the role of traditional engineering PLM. Internal silos between engineering and marketing, sales, product and retail teams are broken by linking people, information and processes. Data silos are also broken by linking ERP and other business systems.

Centric solutions focus on three main aspects of product go-to-market. Brands and retailers develop their Merchandise Financial Plan and architect product strategy to achieve revenue goals. Next, based on accurate data and visuals, product conceptualization and commercialization can begin in alignment with the product slots corresponding to the strategy by region, channel and partner. Finally, Centric PLM® bridges the gap between engineering and commercialization teams such as sales and marketing by connecting everyone with one source of truth.

“It’s not just about getting the product ‘right’, it’s about making sure you are bringing the ‘right’ products to market to achieve revenue and margin targets,” explains Ron Watson, VP of Product at Centric Software. “Centric solutions integrate easily with other business systems, delivering a complete product commercialization platform that includes visibility into the supply chain and even packaging. Both are key when creating an overall customer experience and targeting sustainability-related goals.”

“We are very excited by our launch into consumer electronics which will enable brands and retailers to leverage key-learnings from fast moving consumer goods such as fashion, luxury, outdoor gear and more,” says Chris Groves, President and CEO of Centric Software. “Consumers across the board are more discerning than ever before and are faced with virtually unlimited product options. Centric solutions are proven to offer fast time to value and high ROI for all categories of consumer goods and all go-to-market models.”

## ***Introducing Centric Planning: AI-powered Retail Planning Solution for Omnichannel***

22 December 2022

Centric Software®, the Product Lifecycle Management (PLM) market leader, is proud to present, for the first time at NRF, its transformational retail planning solution, Centric Planning™. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Brands and retailers continue to struggle with the mounting pressure of shorter assortment cycles, growing omnichannel and SKU complexity, and siloed ways of working. Until now, solution options have been limited; most companies rely on spreadsheets with severe limitations, or on rigid, expensive legacy planning solutions not built for the omni-channel era. To maximize product sell-through, optimize inventory and reach product margin goals, merchandisers, buyers, planners and allocators are in urgent need of tools to deliver real-time insights and drive impactful decisions based upon accurate forecasts and visibility.

“Before COVID, we had a 5.6% operating margin at the end of fiscal year 2020. We closed this past year at 12%. It is a huge improvement in profits,” says Daniel Botey, Vice President of Global Inventory Management at Guess Europe Sgl. “If we had had a lot of inventory, we could not have done it. Centric Planning has been an enabler to truly enable our strategy and increase our profitability in a very, very big way.”

“Centric Planning future-proofs retailers,” explains Simone Pozzi, VP Planning BU at Centric Software. “It is an AI-driven solution that leverages advanced analytics and forecasting for enhanced decision-

making and optimized SKU and omnichannel management. Its cloud-native architecture enables high-speed processing and powerful performance, even when handling large volumes of data. It's flexible, forward-facing and designed by retail experts to maximize user adoption and value delivery."

Centric Planning's configurability and scalability makes it suitable for a wide range of brands and retail models, from vertically integrated retailers to wholesale and e-tailers. Companies who have already adopted Centric Planning are leveraging its analytical capabilities to increase margins, by enhancing the accuracy of their forecasts and optimizing their decisions.

"Hand-in-hand with our customers, we continuously expand the range of solutions offered to boost efficiency and profitability," says Chris Groves, President, and CEO of Centric Software. "Centric Planning is a dynamic and innovative tool that has been fine-tuned in partnership with our retail customers for maximum return on investment."

## ***ModuleWorks Releases 2022.12 Digital Manufacturing Software***

23 December 2022

ModuleWorks announces the 2022.12 release of its digital manufacturing software components with new and enhanced features across the company's entire CAD/CAM/CNC portfolio, including a new deburring preview, new cycles for rotary and turn milling, multi-regions for fused deposition modeling, and simulation and post processing for U-Axis turning operations.

### **Deburring: Preview of Sharp Edges**

For multi-axis subtractive machining, there is a new option to preview the automatically detected deburr edges before calculating the toolpath. Users can also include/exclude drive curves in/from the toolpath calculation to speed up programming

### **Rotary Machining and Turn Milling**

The rotary machining component now offers a floor finishing cycle to complete the ModuleWorks basic finishing portfolio of wall and floor finishing.

In addition, users can now use the cusp height to adjust the stepover on rotary and turn milling operations. It works for all supported tools and incorporates the axis offset to eliminate complex manual calculations.

### **Machine and Cutting Simulation**

The ModuleWorks Machine Simulation now supports U-axis turning where the part is static and the turning tool is mounted on the spindle and rotates around the workpiece. The Machine Simulation now also includes flexible machine components such as cables or elastic bellows that are used as machine covers. These components are attached to a fixed point and connect to a movable component.

For the Cutting Simulation, enhanced triangulation algorithms accelerate the generation of the simulation model. This also speeds up mesh export which significantly enhances the performance of stock management where the stock is exported after each operation.

### **Multi-regions for Fused Deposition Modeling**

With this new feature for fused deposition modeling, users can divide a work-piece into separate regions and apply different settings to the layers, walls and infills in each region. This adds manufacturing versatility and enables operators to enhance the quality of the final product, for example by applying different infill densities to different regions to compensate for forces/pressures.

### **Post Processing for U-Axis Turning Systems**

The ModuleWorks MultiXPost post processor now supports U-Axis turning systems, also known as facing head or facing slide kinematics. The input is a turning toolpath. Markers on the toolpath indicate when to engage the special translation axis. This creates an operation where the machine first travels above the workpiece and then, using the U-Axis instead of the other translation axis, cuts the desired shape in turning mode.

## ***OPEN MIND Releases hyperMILL® 2023***

3 January 2023

The shift to *hyperMILL®* Release 2023 makes the CAD/CAM suite from OPEN MIND Technologies AG even more powerful and introduces innovative functions. Not only does the software load faster, but the calculation time of tool paths was able to be accelerated as well. In addition, the “General Transformation Pattern” function assures that you save time when machining recurring geometries. The new back boring machining strategy attains the highest degree of convenience and safety via its use of VIRTUAL Machining technology.

OPEN MIND has equipped *hyperMILL®* 2023 with a machining strategy for back boring. Programming the controller for the tools used to deburr and mill a countersink on the inaccessible back side of a hole can now be done with incredible ease. Because collision control is carried out using a 3D model of the tool in the virtual machine, damage created when inserting and retracting tools is safely avoided.

### **Automatically transform any function**

Up to now, standard features such as pockets and holes were able to be selected automatically. With the “General Transformation Pattern” function, OPEN MIND now makes it possible to select any reference geometry and search for that same reference in all other models – regardless of its spatial orientation. This creates a general transformation pattern including a frame at each reference feature. This makes it easy to program recurring shapes with a single click. The function is also suitable for multiple setups, for example.

### **5-axis strategy for more uniform surfaces**

The “5-axis halfpipe finishing” strategy makes it incredibly convenient to program continuous toolpaths for grooves, tubes, and halfpipes with any cross-section along an arched guide curve. This is a great advantage for users, as previously, this machining operation may have had to be divided into several steps. This strategy opens a wide range of applications, for example, in molds and dies where the tool axis points in the demolding direction.

### **CAM in dialog**

The example of back boring and its collision control based on a digital twin shows how *hyperMILL®* VIRTUAL Machining is already playing a role in standard functions. Simulation technology based on real NC and machine data is becoming increasingly more important. OPEN MIND is driving the necessary communication between CAM system and machine controller forward. Currently *hyperMILL®* VIRTUAL Machining supports controllers from HEIDENHAIN, SIEMENS, Mazak, FANUC, FIDIA, OKUMA, rödersTEC, D.ELECTRON, HURCO, and Haas. Others are to follow.

### **CAD, CAM and data**

*hyperMILL®* 2023 not only leverages advances in computing power and software engineering to increase performance, but it also streamlines processes. For example, the *hyperMILL®* SIMULATION Center loads faster because it does not include unnecessary data for the

calculation at hand. The optimized handling of data also proves to be an improvement in another area. *hyperMILL*<sup>®</sup> now makes it possible to import individual components from assemblies. Users can now use filters to select individual components when importing assemblies from other design systems' native data. This reduces loading times for large assemblies and eliminates the need to subsequently delete individual parts that are not required.

Another new feature in *hyperCAD*<sup>®</sup>-S, the CAD part of the software suite tailored to CAM programmers' needs, is the revision of the "Holes" function. A hole can be composed and parameterized from a library of hole fits, countersinks, and hole ends via a dialog, which includes a preview. To improve graphic clarity, threads can also be displayed if required.

## ***OpenBOM What's New December 2022***

23 December 2022

Oleg Shilovitsky announced the December update on OpenBOM. He says the top three topics and features introduced in this release are:

1. Introducing BOM compare service
2. OpenBOM and ManuFuture for bidding on custom mechanical parts
3. CAD integrations improvements – Onshape, PTC Creo, Autodesk Fusion360

To read about the full software update please visit: <https://www.openbom.com/blog/openbom-whats-new-december-2022>

## ***RedTeam And Acumatica Empower Contractors With Integration To Support Data-Driven Decision-Making***

4 January 2023

RedTeam Software, a leading construction management software provider, announces an integration partnership with Acumatica, the world's fastest-growing cloud ERP company, along with a title of Acumatica-Certified Application (ACA).

Acumatica is a comprehensive, browser-based cloud ERP solution optimized for ease of use, adaptability, mobility, speed and security. The ACA title highlights outstanding development partners whose applications have met the highest standards set for Acumatica integration and functionality. The RedTeam Flex and Acumatica integration's enterprise-wide workflows connect construction teams across a project, ensuring all stakeholders have real-time access to the critical financial and field information to support data-based decision-making and optimal operating efficiency.

"RedTeam and Acumatica share a commitment to providing solutions that make a meaningful impact to our clients' businesses," said Jim Atkinson, CEO of RedTeam Software. "Our technology solutions help drive measurable results for contractors of every size. Integrating with Acumatica's proven AI-powered ERP platform gives contractors a powerful tool to further enhance efficiency and productivity throughout all stages of a project."

Acumatica was recently recognized by clients for its positive relationships and usability, leading to 10 No. 1 rankings in G2 Business Software and Services 2022 reports. To become an Acumatica-Certified Application, RedTeam Flex has demonstrated commitment to quality by passing the Acumatica software test and aligning to future Acumatica roadmap releases.

RedTeam Software's robust cloud-based solutions enable commercial construction teams to collaborate

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effectively during every stage of a project's life, from business development and pre-construction to closeout. RedTeam Flex complements Acumatica by extending workflows that facilitate broad situational awareness, informed real-time decision-making, and enhanced efficiency. Once linked, RedTeam Flex automatically imports new client, vendor and project data to give teams essential real-time financial information.

With the integration, Acumatica users have access to RedTeam Flex's powerful project management features for preconstruction, contracting, scheduling and field management. An array of RedTeam Flex workflows support enhanced accounting functions, including contract compliance, invoice approval, equipment management and work in progress.

"This partnership allows us to offer outstanding value to our clients by combining RedTeam's premium project management software with Acumatica's flexible, future-proof financial solutions," said Christian Lindberg, vice president of partner solutions for Acumatica. "Together, we offer a unique tool for streamlined, transparent project management that delivers measurable results for contractors across the commercial construction space. Our ACA label is built to help customers find applications capable of delivering that. We're proud to recognize RedTeam Flex as an Acumatica-Certified Application. It masterfully utilizes the Acumatica platform to meet customers' evolving business demands."

RedTeam Software recently announced enhancements to its RedTeam Flex and Fieldlens by RedTeam solutions that help contractors of all sizes maximize communication, performance and productivity in the field. These updates followed RedTeam Software's acquisition of Paskr, now rebranded as RedTeam Go, a commercial construction management solution for small to mid-size contractors.

## ***Solibri and Autodesk BIM 360 open the world of possibilities for a seamless workflow***

22 December 2022

Autodesk users can benefit from the seamless integration with Solibri Office, the most advanced BIM quality assurance software for the construction industry.

Solibri's direct integration with Autodesk BIM 360 enables users to create an efficient and reliable workflow to validate the quality of their BIM models, and easily share changes, issues or resources with relevant stakeholders.

Users will be able to open IFC files that are stored in BIM 360 directly from within Solibri, without the need to download and maintain multiple local files. Collaboration is an integral part of our customers' work. And with hundreds of multi-disciplinary BIM models created for each project, being able to manage all resources from one source of truth is critical for successful execution.

*"The BIM 360/ACC connector from Solibri makes it easy for Skanska Norway to have one central storage area for BIM files. It will help us to save time and be more efficient in our cooperation around BIM models with all parties in our projects."* – Øivind Pettersen, Project Manager, Digital construction site Skanska Norway.

Solibri's mission is to raise the quality of BIM standards within the industry. The integration with Autodesk BIM 360 shows Solibri's commitment to BIM quality regardless of the authoring software.

Learn how to connect Solibri and Autodesk BIM 360 to supercharge your BIM quality workflow.

### Other improvements

In this version, we have added the option to open and save Documents API files directly from the Open/save file dialog, as well as some minor performance and usability improvements. You can see the full content of the release in the Release Notes.

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To get the new version, use the auto-update feature or contact your Solibri Administrator. Please note that to get this new version, in addition to comprehensive customer support and all future software releases, you need to have a valid Support & Service Agreement or Subscription.