

## Contents

CIMdata News.....	5
Key Sponsors for PLM Road Map and PDT North America Announced .....	5
Acquisitions.....	5
Aeris Announces Closing of the Acquisition of Ericsson’s IoT Accelerator and Connected Vehicle Cloud Businesses .....	5
Asite Acquires 3D Repo to Enhance Digital Engineering Solutions .....	6
Atos completes the sale of its Italian Operations.....	7
Bechtle Group expands lineup in the Netherlands.....	8
CENIT to increase sales in Japanese robotics market.....	9
Ethos Capital Acquires Newforma .....	10
KORE to Acquire Twilio's IoT Business Unit and Accelerate Progress Towards Building the World's First 'IoT Hyperscaler' .....	10
SimuTech Group Acquires Software Distribution Business from Boston Engineering in Strategic Move .....	11
Stratasys Completes Acquisition of Covestro’s Additive Manufacturing Materials Business .....	12
Trimble Completes Transporeon Acquisition .....	13
Company News .....	13
2023 Vectorworks Design Scholarship Now Accepting Submissions .....	13
Global software firm Sage and Morehouse College partner to expand the college’s Software Engineering curriculum and prepare a diverse pipeline of talent for tech jobs ...	14
Jotne EPM Technology becomes Jotne Connect .....	16
MathWorks Joins Universal Robots Ecosystem to Offer Robotics Engineers AI and Autonomy Capabilities in Cobot Programming .....	16
MOCA Systems, Inc. Promotes Three Leaders to Vice President .....	17
New Mastercam Reseller Available in Mexico.....	18

Oracle Strengthens Commitment to South East Asia with Second Cloud Region in Singapore .....	19
Volante Technologies And HCLTech Join Forces To Accelerate Cloud Payments Modernization For Financial Institutions.....	21
Event News .....	22
Are you ready for the future of Composites Manufacturing? - CGTech at JEC World .....	22
CADENAS and buildingSMART Germany jointly present innovative solutions at BAU Munich 2023 .....	23
Hannover Messe: one IoT solution for all service cases.....	24
Synopsys to Showcase Next Gen Polaris Software Integrity Platform® at RSA Conference	24
Financial News .....	26
Addnode Group’s Annual Report 2022 published .....	26
HONEYWELL TO RELEASE FIRST QUARTER FINANCIAL RESULTS AND HOLD ITS INVESTOR CONFERENCE CALL ON THURSDAY, APRIL 27 .....	26
In the fiscal year 2022, CENIT AG achieved strong sales of EUR 162.2 million and EBIT of EUR 6.3 million .....	26
Infosys to Announce Fourth Quarter and Annual Results on April 13, 2023 .....	28
Invitation - presentation of Sandvik’s report of the first quarter 2023.....	28
Invitation to media and analyst briefing for Ericsson Q1 2023 report .....	29
Invitation to presentation of Hexagon's Interim Report on 28 April.....	29
Implementation Investments .....	30
Aras Innovator Enables OnWatch Scout, an Award-winning Advanced Monitoring Solution at MacGregor .....	30
AVEVA and Petrofac Enter MoU to Accelerate Digital Initiatives for the Energy Industry ..	31
Bane NOR Selects TCS to Strengthen Identity and Access Management Across its Digital Landscape .....	31
Bane NOR Selects TCS to Strengthen Identity and Access Management Across its Digital Landscape .....	33
DXC Technology to Empower Egypt’s Kaf Insurance with Digital Technologies .....	34
EOS Adopts Materialise CO-AM Software Platform to Improve Internal Additive Manufacturing Efficiency .....	35
Globe Selects Ansys to Reduce Development Costs for Fuel Cell Systems and Accelerate Industrial Decarbonization.....	36
Loghaus Improves Collection Management and Speeds Product Launches by over 33% ...	37

MP Hygiene Transforms its Supply Chain .....	38
Oracle Health Helps University of Missouri Health Care Clinicians Incorporate External Data for More Comprehensive Patient Histories and Informed Treatment Plans .....	39
Portuguese Insurer Fidelidade Transforms Customer Experience with DXC Technology....	41
Procore Launches Digital Transformation Program with the Philippine Constructors Association to Upskill Local Construction Workforce.....	41
Synopsys Accelerates First-Pass Silicon Success for Banias Labs' Networking SoC.....	42
Unilever Goes Cloud-Only: Accenture and Microsoft Complete One of the Largest Cloud Migrations in Consumer Goods Industry .....	43
Vietnam Housewares Drives Business Growth with Centric PLM .....	44
Product News.....	45
Aedo Launches Data Strategy Development Service to Empower Construction Companies with Comprehensive Strategic Data Insight Plans .....	45
Aegis Software Releases Full Web-Enabled Lean Material Management Tools at the Hannover Fair 2023.....	46
Aegis Software’s Latest Updates to the FactoryLogix MES Platform Enable Unmatched IIoT from Both Humans and Machines .....	47
Autodesk Forma: Our vision for a connected AECO industry.....	49
Cadence Introduces Allegro X AI, Accelerating PCB Design with More Than 10X Reduction in Turnaround Time .....	50
CONTACT researches simplified AAS integration .....	51
Datakit announces the general availability of release V2023.2 .....	52
Elysium - Release Announcement of 3DxSUITE EX9.1.9.....	53
FARO Releases Hybrid Reality Capture .....	54
HPE transforms data lifecycle management with expanded HPE Alletra portfolio with new file, block and data protection services .....	54
Important Bluebeam Announcement.....	57
nanoCAD Announces Upcoming Price Increase .....	58
New Closet Expansion Update Now Available.....	58
Sage solutions built with Microsoft Azure now available to help simplify business for SMBs .....	60
Seequent unveils SLOPE3D: Advanced stability analysis tool to help engineers design safer slopes .....	61
Stilo Announces Migrate 5.0: New Enhancements for Automated Content Conversion ....	61



## CIMdata News

### *Key Sponsors for PLM Road Map and PDT North America Announced*

7 April 2023

CIMdata, Inc. and Eurostep AB announce the sponsors for the upcoming PLM Road Map and PDT North America 2023 event. The participating sponsors are the Aerospace & Defense PLM Action Group, Altium, Aras, Digital Enterprise Society, Esteco, Inensia, Magic Software, Processia, Propel, Razorleaf, and Share PLM. The event will take place at The Marriott Tysons Corner on May 3 and 4.

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

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

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

For more details on the schedule and how to register for the event, please visit <https://www.cimdata.com/en/events/event/727-plm-road-map-pdt-north-america-2023>.

## Acquisitions

### *Aeris Announces Closing of the Acquisition of Ericsson’s IoT Accelerator and Connected Vehicle Cloud Businesses*

31 March 2023

Aeris, a leading global Internet of Things (IoT) Solutions provider, has announced the closing of the purchase of Ericsson’s IoT Accelerator (IoT-A) and Connected Vehicle Cloud (CVC) businesses and related assets. Ericsson will establish a small stake in the new Aeris.

The new Aeris serves thousands of customers across a wide range of industries – including healthcare, fleet, utilities and automotive – safely connecting tens of millions of IoT devices and providing intelligent solutions enabling IoT programs to scale and succeed, everywhere. The Aeris Connected Vehicle business will help a growing list of Automotive OEMs to deploy, monetize and evolve their connected vehicle programs.

The powerful combination of the merged businesses creates one of the largest IoT-first connectivity management service platforms, [\[1\]](#) with operational capabilities worldwide. In combination with its ecosystem of partners across the globe, Aeris will focus on delivering innovative IoT products, services, and solutions to enterprises that accelerate digital transformation, drive operational efficiency, and improve customer satisfaction.

Marc Jones, Chairman and CEO of Aeris commented, “We look forward to integrating the Ericsson IoT and Connected Vehicle businesses to create the new Aeris. We have a long history of bringing intelligent innovation to the IoT space and now have additional talent, technology, and partnerships to bring that innovation to enterprises looking to simplify, secure and scale IoT around the world.”

An expanded IoT partner ecosystem and broader global and regional footprint will enable multinational enterprises to more effectively scale their IoT programs. Dr Ong Geok Chwee, CEO of Bridge Alliance, one of Aeris’ new global Communication Service Provider partners, stated, “Bridge Alliance’s collaboration with Ericsson’s IoT Accelerator has cemented our position as the IoT gateway to Asia-Pacific, presenting a unique multi-domestic regional connectivity proposition that is supported by our market-leading member operators across our extensive footprint. We look forward to working with Aeris and leveraging its extended IoT portfolio and industry offerings to bring value-added services to enterprise customers through our alliance members.”

Aeris will not only help enterprises effectively scale, but also solve other common business challenges in IoT. According to Steffen Sorrell, Chief of Research at Kaleido Intelligence, “The marriage of Aeris and the former Ericsson businesses delivers a combination of global infrastructure engineered to meet specialized enterprise cellular IoT customer requirements and a wealth of expertise in understanding the challenges associated with scaling deployments across multiple international mobile networks.”

With a history of IoT experience spanning two decades, a security-first mindset, and a growing ecosystem of global partners, Aeris will drive the successful, sustainable growth of both the IoT and Connected Vehicle markets and bring intelligent innovation to our customers and the global IoT market.

### *Asite Acquires 3D Repo to Enhance Digital Engineering Solutions*

5 April 2023

Asite, the world’s leading data platform for the built environment, has announced the acquisition of 3D Repo, a pioneer in cloud-based Building Information Modelling (BIM) collaboration software. The combination brings together two innovative companies with complementary technologies and expertise, with the aim of driving digitisation in construction to new heights.

The acquisition of 3D Repo strengthens Asite’s position as a leader in the digital engineering market, providing customers with advanced tools to manage the entire construction lifecycle. Asite’s platform already includes a range of solutions for project management, supply chain

management, and data management for assets, and the addition of 3D Repo's innovative technology will enhance and strengthen these capabilities further.

***"We are delighted to welcome 3D Repo to the Asite family. The acquisition of 3D Repo is a strategic move that aligns with our commitment to provide cutting-edge solutions for the construction industry. Their innovative technology, combined with our existing solutions, will enable us to offer customers even more powerful and effective digital engineering tools. We are excited about the opportunities that this acquisition will bring."***

**Nathan Doughty**, CEO of Asite

*"Asite shares our vision for the future of digital engineering. We are excited to join forces and bring our expertise in cloud-based collaboration and BIM to Asite's platform. Together, we will provide a holistic information management platform that will provide customers with even more advanced solutions for managing their construction projects and help drive digitisation in construction to the next level."*

**Dr Jozef Doboš**, CEO of 3D Repo

3D Repo is best known for their visualisation, safety and data validation tools in the cloud, which are used on some of the most prestigious construction and infrastructure projects worldwide. The cloud-based platform enables real-time collaboration in a central hub for all stakeholders, improving the quality and efficiency of construction projects.

The acquisition of 3D Repo is part of Asite's ongoing expansion strategy and underscores its commitment to innovation and technology in the construction industry. The goal is to provide customers with comprehensive and integrated digital engineering solutions. Asite will continue to invest in the development of its platform and in the growth of its global customer base.

### ***Atos completes the sale of its Italian Operations***

3 April 2023

Atos announces that it has completed the sale of its Italian operations ("Atos Italia") to Lutech S.p.A., an Italian provider of IT services and solutions, on March 31, with a 100% cash consideration. The Group previously announced that it entered into exclusive negotiations on November 16, 2022.

The completion of this transaction is a new milestone in the successful execution of Atos' divestment plan. Since June 2022, Atos has closed four transactions and signed another one thus securing c.80% of the plan's €700 million expected proceeds and demonstrating the Group's ability to execute at pace.

The transaction perimeter represented c. 2% of total Group revenue in 2022 and does not include the Italian EuroHPC business which will be kept within Atos, nor the Unified Communications & Collaboration's Italian operations, part of a separate divestment project. Subsequently to the transaction, Atos Italia changes its name and brand to become Lutech Advanced Solutions S.p.A, while remaining a key partner of the Atos Group.

## *Bechtle Group expands lineup in the Netherlands*

4 April 2023

**Bechtle AG announced the acquisition of Fondo ICT Professionals B.V., adding to its lineup in the Netherlands. A specialist in VMware and software applications, Fondo is a firmly established service provider for modern workplace, multi-cloud and software-as-a-service (SaaS) solutions with a portfolio that blends in with that of PQR, also in the Netherlands, purchased by Bechtle in 2022. Founded in 2007, Utrecht-based Fondo has 42 employees who in the past fiscal year achieved a business volume of some 41 million euros. Since Fondo generates software revenue as an agent under the applicable recognition model, the company's reported revenue amounts to 8.8 million euros. Fondo's fusion into PQR is set to follow the same successful blueprint applied during the acquisition of Axex last year, and with its current executive management taking on leading roles under the new brand.**

Following its 2022 acquisitions of PQR B.V. in May, and Axex ICT Solutions B.V. in July, Bechtle is once again expanding its footprint in the Netherlands. With Fondo, the Bechtle Group is integrating a renowned specialist for products of its long-standing vendor partners, VMware and Microsoft, growing its competence in forward-facing modern-workplace, multi-cloud and SaaS solutions. Onboarding Fondo's 42 employees, all with shining credentials in their respective fields, also allows PQR to take the pressure off the search for hard-to-come-by experts. With PQR and Fondo both based in Utrecht, Bechtle aims for the consolidated companies to operate from a shared location. The workforce within the Bechtle Group's IT services segment in the Netherlands thus climbs to 250 people across the Utrecht and Rijswijk sites. Marc van Rinsum, Kees Vink and Marcel Lagendijk, who make up Fondo's management board, will all remain with the company.

"Fondo adds great competence and experience in VMware and Microsoft to our offering, informing tailored solutions for our customers' digital workspaces. This expertise is an excellent fit for our SpaceHub concept that puts innovation front and centre," says Marijke Kasius, CEO, PQR.

PQR's managed services offering, dubbed SpaceHub, helps companies shift into the cloud and unlock resources through an as-a-service model. A key aspect of SpaceHub is modern workplace management, which is gaining significant strength through the acquisition.

Marc van Rinsum, founding member and managing partner of Fondo: With our VMware and Microsoft-based workplace solutions all developed to a very advanced level, we were looking for new ways to grow our business. As a new member of the Bechtle Group, and together with PQR, we now have the size and capabilities to reach even more customers while continuing to innovate."

### **Building on a strong Bechtle presence in the Netherlands**

"Fondo is a round peg for a round hole, just who we need to offer our customers an attractive, future-oriented portfolio. The addition strengthens PQR's foothold as a future-first IT partner, in particular for multi-cloud and service solutions," says Konstantin Ebert, EVP for France, Benelux and UK, Bechtle AG.

Bechtle has been active in the Dutch market since 1998 with its e-commerce subsidiaries, Bechtle direct and, since 2006, ARP. With Cadmes B.V., the group also has a successful CAD/PLM specialist. Together with PQR, Axez—which has been merged with PQR—and now also Fondo, the Bechtle Group has a network spanning the Netherlands' western economic areas from Maastricht to Eindhoven, 's-Hertogenbosch to Utrecht and Hoofddorp near Amsterdam, as well as Rijswijk near The Hague. Thus, the Bechtle Group now employs just shy of 800 staff in the Netherlands.

As is usual, the purchase price and conditions remain confidential.

### *CENIT to increase sales in Japanese robotics market*

30 March 2023

**CENIT's Japanese subsidiary is set to become part of Argo Graphics Inc. (Tokyo) and will henceforth operate as master reseller of CENIT's FASTSUITE E2 software. The move is aimed at giving both companies a stronger presence on the Japanese robotics market.**

Japan's robotics market is on the up and up: According to the International Federation of Robotics (IFR), Japan boasted almost 394,000 installed robot units in 2021, the world's second largest robot pool after China. Japan is also an international leader in robot production: In 2021, exports of Japanese industrial robots totaled 186,102 units, a new record.

"We want to exploit the momentum of the Japanese robotics market to further expand our presence as a provider of high-performance robot programming software in Japan", says Peter Schneck, CEO of CENIT AG. Since 2011, the internationally active software maker has maintained a subsidiary in Japan which focuses on activities related to CENIT's FASTSUITE E2 solution – a software for the digital factory as well as offline and robot programming.

#### **Partnership with Argo Graphics – boosting FASTSUITE sales**

To accelerate growth target attainment, CENIT will join in a groundbreaking partnership with Argo Graphics on March 29, 2023. By this agreement, Argo Graphics, a Tokyo-based company with about 1,000 employees, will assume full ownership of CENIT's Japanese subsidiary; the latter will trade under a new name from June 1, 2023. Following the acquisition, the new unit will act as master reseller for CENIT, with a special focus on the FASTSUITE software.

"It's a win-win situation", says CEO Peter Schneck. "The combination of CENIT's strong software and robotics expertise on the one hand and Argo Graphics' broad customer base, their local market knowhow, and their stronger sales power on the other. This will create considerable synergy effects and boost FASTSUITE sales, to the benefit of both our companies", he explains.

Argo Graphics Inc. is a listed company that has been active as a provider of solutions in the sphere of product lifecycle management, high-performance computing and IT services since 1985. The partnership offers benefits for both sides from a technology perspective as well: "Our goal is to play a lead role in digitalizing manufacturing in Japan. To reach that goal, we must widen our software expertise. CENIT is just the right partner for this", says Yoshimaro Fujisawa, CEO of Argo Graphics Inc.

In the medium and long term, plans are to further increase the reach of FASTUITE sales in Japan and beyond by expanding the existing distributor network.

### *Ethos Capital Acquires Newforma*

3 April 2023

Ethos Capital LP (“Ethos”) announced that it has acquired Newforma, Inc. (“Newforma”), a leading collaboration platform helping companies deliver complex architectural, engineering, and construction projects more efficiently and cost-effectively.

Based in Boston, Newforma provides Project Information Management (PIM) and Building Information Modeling (BIM) collaboration solutions to customers across the architecture, engineering, construction, and owners (AECO) industry. Newforma’s connected strategy enables AECO stakeholders to effectively engage in a complex ecosystem while fueling productivity, reducing risk, and delivering projects on budget and on time.

“Brock and the Newforma team have done an exceptional job building a market-leading technology platform to meet the rapidly evolving needs of the AECO industry,” said Erik Brooks, Founder and Co-CEO of Ethos Capital. “Our team of Executive Partners is uniquely positioned to support Newforma in accelerating product development, cloud migration and the delivery of incremental value to clients.”

“We’re thrilled to partner with Ethos Capital as we continue to deliver innovative technologies and products that connect the AECO ecosystem and facilitate information exchange,” said Brock Philp, Chief Executive Officer of Newforma. “We look forward to leveraging Ethos’ sector-specific operating expertise as we launch our new cloud-based collaboration platform.”

“We’re establishing this partnership at an exciting time, as Newforma launches its enhanced cloud platform and invests in new product features,” said Gregg Monastiero, Executive Partner at Ethos Capital. “We believe Newforma will continue to provide immense value to users by enabling coordination and information sharing amongst industry stakeholders.”

Ethos was advised by Harris Williams LLC (exclusive financial advisor) and Kirkland & Ellis LLP (legal advisor). Newforma was advised by Aeris Partners LLC (exclusive financial advisor) and Cooley LLP (legal advisor).

### *KORE to Acquire Twilio's IoT Business Unit and Accelerate Progress Towards Building the World's First 'IoT Hyperscaler'*

27 March 2023

KORE Group Holdings, Inc., a global leader in Internet of Things (“IoT”) Solutions and worldwide IoT Connectivity-as-a-Service (“IoT CaaS”), announced the signing of a definitive agreement to acquire Twilio's IoT business unit as part of a growth strategy to provide customers with a unified, seamless approach to launching IoT solutions as the world's leading pure-play IoT provider. As consideration for the acquisition, Twilio, the customer engagement platform that drives real-time, personalized experiences for today's leading brands, will receive 10 million

shares of KORE common stock, which will represent approximately 11.5% of KORE's issued and outstanding shares.

"IoT has immense potential to change the world," KORE President and CEO Romil Bahl said. "Whether it is ushering in the Fourth Industrial Revolution, supporting chronic disease management through remote patient monitoring, or optimizing agriculture and supporting sustainability, IoT has many powerful applications. Combining the digital prowess of Twilio's IoT business and the comprehensive connectivity-solutions-analytics portfolio of KORE is a meaningful step toward proliferating IoT and making it more accessible and successful." Continued Bahl, "KORE is thrilled to augment our best-in-class IoT CaaS offering with Twilio's IoT talent and customer portfolio. This acquisition represents exactly the kind of investment we have said we are willing to make to become an exciting top-line growth company, and specifically, we will benefit from the world-class digital experience and developer community Twilio has built for its IoT business."

This acquisition will bring to market:

- A powerful connectivity suite, including best-in-class eSIM technologies with KORE OmniSIM™ and Twilio Super SIM
- A one-stop shop for building, deploying, managing, and scaling IoT operations throughout the entire lifecycle via award-winning technologies and world-class facilities
- An accelerated time to market through global, 24/7 customer support and 20 years of IoT experience through KORE and the Twilio IoT team's depth and breadth of digital experience

"We are just scratching the surface of the opportunities IoT can unlock for customers," said Twilio's Head of IoT, Taylor Wolfe. "As a global leader in IoT, KORE has the right expertise, vision, and technology to expand the robust offerings that Twilio's world-class IoT team has built. KORE is the right home for Twilio's IoT business, and we look forward to this acquisition increasing scalability and creating even more powerful business outcomes for our customers going forward."

Completion of the acquisition transaction is subject to customary closing conditions, including, among other things, the negotiation and execution of certain ancillary agreements.

### *SimuTech Group Acquires Software Distribution Business from Boston Engineering in Strategic Move*

15 March 2023

SimuTech Group, Inc., the largest Ansys Elite Channel Partner in North America, has acquired a software distribution unit from Boston Engineering in a strategic move to further strengthen their market position. The primary component of the business unit is a Channel Partner distributor of ANSYS, Inc. For Boston Engineering, the sale was driven by a change in the company's strategic aims for growth in their product development and consulting services.

“It’s bittersweet to part with the Ansys product line, but I’m excited by what the future holds for everyone involved,” says Boston Engineering President and co-founder Bob Treiber II.

“After an extensive search to locate the right buyer, SimuTech emerged as the clear leader, capable of providing the product knowledge, support, and service Boston Engineering wanted for its customers.”

Headquartered in Rochester, NY, SimuTech Group offers partnership and engineering expertise through Ansys simulation products, support, training, consulting, mentorship, and physical testing services. Boston Engineering feels that transitioning their Ansys Channel Partner relationship to an Ansys Elite Channel Partner such as SimuTech Group provides customers with long-term alignment and Ansys Expertise.

As part of the acquisition, SimuTech Group has welcomed three new members to their team from Boston Engineering – two Territory Account Managers and a Principal Engineer – allowing for a seamless customer transition and continued exceptional support. The Ansys customer base SimuTech Group has acquired from Boston Engineering is primarily spread out across the Northeast with a heavy concentration in New England, which is also a hub for electromagnetics engineering.

We are excited to welcome our newest customers as well as Boston Engineering’s three employees to SimuTech Group! We look forward to continued success and partnership together for many years to come. Acquisition has been an important part of SimuTech’s growth strategy in years past and continues to be an important component of how we scale our business.

-Katie Lally, President & Owner, SimuTech Group

## *Stratasys Completes Acquisition of Covestro’s Additive Manufacturing Materials Business*

5 April 2023

Stratasys Ltd., a leader in polymer 3D printing solutions, announced it has completed the acquisition of the additive manufacturing materials business of Covestro AG. The acquisition, which is immediately accretive, includes R&D facilities and activities, global development and sales teams across Europe, the U.S. and Asia, a portfolio of approximately 60 additive manufacturing materials, and an extensive IP portfolio comprised of hundreds of patents and patents pending.

The materials, IP portfolio, and talent Stratasys acquired from Covestro will help Stratasys address new applications in key technology categories such as stereolithography, P3/DLP, and powder bed fusion, including SAF™ technology. They complement Stratasys’ existing deep materials expertise for PolyJet and FDM® technologies.

“Today marks a significant milestone for us as we solidify our leadership in the polymer additive manufacturing industry,” said Stratasys CEO Dr. Yoav Zeif. “With this acquisition, we’re not just expanding our materials portfolio for our broad array of 3D printing technologies – we’re also paving the way for more new innovations. Additionally, our growing team of in-house materials

experts will be in a stronger position to collaborate with our materials ecosystem partners. Together, we'll be able to address more applications faster, pushing the boundaries of what's possible in additive manufacturing."

All materials are available through Stratasys and its global partners under the Somos<sup>®</sup> and Addigy<sup>®</sup> brands, benefiting customers with greater global sales, service and support infrastructure. Stratasys will continue to fully support customers whether the materials are used with Stratasys or third-party 3D printers.

According to Hugo da Silva, previously Vice President of Covestro Additive Manufacturing and now Vice President of Strategy, M&A and Venturing at Stratasys, the acquisition advances Stratasys' focus on complete solutions for specific use cases to grow 3D printing's footprint further into manufacturing. "A new material can be as transformative to a market as a new 3D printer," da Silva said. "Whether it's flame, heat and smoke resistant materials for aerospace, new biocompatible materials for medical applications, or resilient materials with ESD properties for electric vehicles, we know that the more we bring new materials innovations to market as part of use case solutions, the more we can transform how everything is manufactured around the world."

### *Trimble Completes Transporeon Acquisition*

3 April 2023

Trimble announced that it has completed its **previously announced acquisition of Transporeon**. As a leading cloud-based transportation management platform, Transporeon provides modular applications that power a global network for more than 150,000 carriers and 1,400 shippers and retailers with an integrated suite of best-in-class sourcing, planning, execution, monitoring and settlement tools.

Trimble funded the transaction using a combination of financings it has previously announced including senior notes, a term loan, existing credit facilities and cash on hand.

Transporeon will be reported as part of Trimble's Transportation Segment.

## Company News

### *2023 Vectorworks Design Scholarship Now Accepting Submissions*

4 April 2023

Global design and BIM software provider Vectorworks, Inc. invites students to see where their designs can take them by entering the seventh Vectorworks Design Scholarship. The global competition is open to undergraduate and graduate students in major disciplines related to architecture, landscape architecture, landscape design, entertainment and interior design. Students can submit a new design or past project from any of their classes for the chance to win up to \$10,000 USD.

"It's clear that today's student designers have limitless potential. We're honored to have the opportunity to showcase their creative talents and innovative designs but also help to foster

their future careers through the exposure and financial assistance this competition can provide,” said Vectorworks Academic Marketing Programs Specialist Jen Hart. “We encourage all students to take advantage of this unique opportunity to shine a light on their achievements as they embark on their professional journey.”

Competition entries will be evaluated by an expert panel of international judges in two rounds. First-round winners will each receive up to \$3,000 USD and will be entered for the chance to win the grand prize Richard Diehl Award, worth up to an additional \$7,000 USD. Winners’ schools will also receive free Vectorworks Design Suite software and free virtual or in-person workshop training for faculty and students.

“Our differences, quirks and dissimilarities are what is interesting about us; they are a life force of any society,” said Cristina Murphy, co-founder of XCOOP, adjunct professor at Virginia Tech, Washington-Alexandria Architecture Center, assistant professor at the School of Architecture and Planning at Morgan State University and one of this year’s judges. “Share your distinctive abilities with fellow designers, creatives and the world as you step out into your next chapter. You are the future of the design profession and can make a difference! We can’t wait to see what you have in store.”

### *Global software firm Sage and Morehouse College partner to expand the college’s Software Engineering curriculum and prepare a diverse pipeline of talent for tech jobs*

4 April 2023

Sage, the leader in accounting, financial, HR, and payroll technology for small and medium-sized businesses (SMBs), has announced a new partnership with Morehouse College, the nation’s only historically Black liberal arts institution dedicated to educating and developing men. The partnership will expand Morehouse’s software engineering program, providing students of color with more opportunities to use and study emerging technologies and learn first-hand how advancements in the tech ecosystem are impacting businesses and producing new career paths. Sage experts will help to design and teach a series of new software engineering courses at Morehouse, as well as mentor and employ students as interns. The partnership was launched during an event at Morehouse College featuring top leaders from both organizations.

The aim of the partnership between Sage and Morehouse is to develop a more diverse technology industry talent pool that provides underrepresented communities with increased access to training and lucrative careers. Sage will also work in partnership with the Morehouse-based Center for Broadening Participation in Computing, an academic and industry collaborative dedicated to making the tech ecosystem a more just, innovative, and equitable space.

Students at Morehouse College and the Atlanta University Center, which includes Clark Atlanta University and Spellman University as members, will be able to enroll in the new Sage-sponsored software engineering classes starting August 2023.

"We are excited about the opportunity to work with Sage as partners in the EngageComputing program and appreciate the company's \$80,000 investment in tech education at Morehouse," said Kinnis Gosha, Ph.D., the Hortenius I. Chenault Endowed Professor of Computer Science and the executive director and chief research officer of the national Center for Broadening Participation in Computing. "There is a delta between what is normally taught at a traditional undergraduate and graduate program and where the industry is going. The importance of a partnership like the one Morehouse now has with Sage is it allows us to shrink that delta so that computer science students are more connected to what is needed from them. If they never see it, the learning curve gets steeper. This partnership will help us to bring emerging technologies, emerging challenges, and emerging opportunities to a diverse group of students and support them in their education and ability to compete for jobs."

### **Breaking down barriers to diversity in the technology sector**

According to a recent study by Kapor Center, a leading organization focused on addressing racial inequity in the technology sector, from 2014 to 2021, the tech industry produced only a 1 % increase in Black representation within technical roles in large tech companies. In addition, despite comprising 13 % of the labor force, Black talent now represents just 4.4 % of board roles, 3.7 % of those in technical roles, and just 4.0 % of those in executive leadership in the tech sector. The report also noted Black students continue to be affected by unequal educational structures, policies, and practices in both traditional higher education institutions and non-traditional pathways such as tech bootcamps and apprenticeships.

Sage leaders believe it is imperative to address these challenges within various higher education institutions, including four-year colleges, HBCUs, and two-year colleges, to foster a more diverse talent pool in the technology industry. As part of the partnership with Morehouse, Sage will support faculty development, introduce students to career opportunities within the company, and co-teach two courses in the Fall 2023 Semester and two in the Spring 2024 Semester. The classes will be offered in-person, online, and through a hybrid model.

"At Sage, we take pride in our position as a technology leader in the Atlanta area," said Aziz Benmalek, President of Sage North America. "However, we acknowledge the diversity challenges within our industry and are committed to breaking down barriers that currently exist. It is crucial for our tech workforce to reflect the diverse stakeholders we serve, as this leads to more innovative solutions for our customers and partners. We are honored to partner with such a prestigious institution as Morehouse College and we're eager to support the next generation of tech leaders."

Morehouse College President David A. Thomas, Ph.D., said the alliance with Sage aligns with the College's focus on improving diversity, inclusion, and equity across disciplines and its work to seek partnerships of purpose with industry leaders. "What we have decided very intentionally here at Morehouse is while lots of companies are knocking on our door, we are going to choose widely and engage with those companies that are not just here to seek an employee but are also here to invest in Morehouse to build our capabilities and enrich our students' experience. This partnership with Sage will help Morehouse to continue its legacy of leadership, innovation, and social justice in the technology industry."

## *Jotne EPM Technology becomes Jotne Connect*

29 March 2023

Jotne EPM Technology is looking towards the future with new projects in several industries and high-tech sectors and an expanded portfolio of customers and partners from all over the world. With increased growth with new generations of talent and solutions, we now become Jotne Connect, as we always have connected applications through standardization.

Jotne Connect is the leading provider of product data solutions, based on open standards such as ISO 10303 (STEP), which we have been developing since 1994, providing interoperability solutions for Industrial Data applications.

Our products have successfully reduced development and product lifecycle costs through the use of intelligent data management in a variety of industries. These include but are not limited to defense, aeronautics, space and built environment, deployed in CAD/PLM/Simulations/Testing and the logistics domains.

Open, publicly available, and international standards offer a basis for the integration of diverse technologies into complex, innovative systems and solutions. This enables interoperability between components, avoids vendor lock-in for products and services and provides more choice for customers globally. Open standards improve data exchange, sharing and archiving processes, cutting both time and cost, while also improving quality.

Our solutions and services ensure long term access and ownership of data, independently of vendors and cloud storage type. We also enable data access and storage on premises for safety and security, including digital twins and their servers.

### **We connect people and systems with the data they need!**

Jotne Connect invest in the most advanced research and development projects originating from the EU and the European Space Agency (ESA), such as Horizon Europe, European Defense Funds and ESA's technology development programs.

These research projects cover new ground in industrial solutions, digital twins, open standards, archiving and sharing of information, user-friendly applications with the support for AI/ML analytics, and more.

We also recruit talented graduates from leading universities from all over the world, and sponsor PhD students.

### **Welcome to Jotne Connect!**

## *MathWorks Joins Universal Robots Ecosystem to Offer Robotics Engineers AI and Autonomy Capabilities in Cobot Programming*

3 April 2023

MathWorks, the leading developer of mathematical computing software, joins the UR+ program, the industry's largest and most comprehensive ecosystem of products certified to integrate seamlessly with cobots from Universal Robots (UR). MathWorks received the

UR+ certification for MATLAB, a programming and numeric computing platform that provides software tools and algorithms for designing, simulating, testing and deploying robotics applications, including those for Universal Robots' cobots.

Robotics engineers use MATLAB for specialized or sophisticated cobot applications that are difficult to program using the UR teach pendant or graphical-based programming tools, including applications that incorporate machine learning, deep learning, computer vision, optimization, sensor fusion, and advanced signal processing. MATLAB provides AI capabilities for cobots to move more efficiently and productively by perceiving dynamically changing workspaces and sophisticated robot algorithms. Engineers can verify their UR cobot applications by connecting MATLAB to URSim, a simulation software for robot programs, or UR hardware. MATLAB support for Universal Robots is compatible with the entire e- and CB- series of Universal Robots.

"We are delighted to welcome MathWorks to our UR+ solutions ecosystem and look forward to seeing this partnership help simplify the more complex cobot deployment for robotics engineers," said Christopher Savoia, Universal Robots UR+ ecosystem manager.

Offline cobot programming and simulation within MATLAB enables users to minimize downtime when programming using robots on-site. Robotics engineers can also deploy robotic algorithms and AI models by generating C++ codes directly on embedded targets, such as GPU boards, using MATLAB Coder™ and Simulink Coder™ for standalone, accelerated execution with UR hardware.

"With Universal Robots' market leadership and MATLAB and Simulink's ability to accelerate the pace of innovation, integrators and end users will now have the ability to solve more complex automation workflows," said Dominic Viens, Director, Design Automation Marketing at MathWorks. "The UR hardware support package reduces the time to market for advanced cobot applications that require the integration of multiple complex technologies. This enables the small- and medium-sized manufacturers to adopt deep technology stacks at a fraction of the cost of hiring external consultants."

### *MOCA Systems, Inc. Promotes Three Leaders to Vice President*

5 April 2023

MOCA Systems, Inc. (MSI) is pleased to announce that Ken Smith, Jason Lyon, and Daniel Quaroni have all been promoted to the title of Vice President at MSI.

A summary of each person and their accomplishments are listed below:

Ken Smith has been with MSI for nine months as Human Resources (HR) Director. His leadership is demonstrated through his internal decision-making and relationships with MOCA Systems Inc. (MSI) employees and human resource agencies. He is a results-oriented HR leader with extensive experience establishing and leveraging human resource practices that deliver effective solutions and drive business strategy.

Jason Lyon has been with MSI for four years. He is currently the Director of Customer Success for MSI's Software Division (Touchplan) and is an integral part of the senior leadership team. He

started as a Customer Success Manager and was quickly promoted to Senior Customer Success Manager. His leadership is demonstrated through his focus on establishing the Touchplan Way, reducing churn in collaboration with the sales team, and establishing an account-based approach to customer satisfaction.

Daniel Quaroni has been with MSI for over two years in roles of increasing responsibility. His leadership is demonstrated through his internal decision-making and relationships with MSI Software division (Touchplan) clients. He began as a Senior Director of Software Engineering and is now in charge of the Software Division's Development team.

"Ken, Jason, and Daniel are proven leaders in their respective fields and provide the highest level of service and professionalism to their clients," said Sandy Hamby, President and CEO of MOCA Systems, Inc. "They are each critical to the success of our long-term plan to be the premier provider of software and service solutions to leading property owners, designers, general contractors, and specialty contractors."

### *New Mastercam Reseller Available in Mexico*

3 April 2023

Mastercam, a leading developer of CAD/CAM software, has announced that BUSMAN®, a comprehensive solutions provider for the manufacturing industry, has been appointed as a new Mastercam Reseller in Mexico. BUSMAN joins the strong Mexican Mastercam sales and support network, bringing their own expert service, support, and digital manufacturing options to the industry.

BUSMAN's mission is offering comprehensive services, with the objective of providing quality products that meet the industry's needs. With more than 15 years of experience, BUSMAN's knowledge will be effective in expanding the reach of Mastercam's innovative CAD/CAM software solutions in Mexico. Along with these solutions, Mastercam Resellers provide regional support, education, and service to customers using the software. These Resellers deliver significant added value with their industrial expertise pertinent to local markets.

"We are excited to have BUSMAN on board as a new Mastercam Reseller in Mexico," said Mike Bebout, Territory Manager, Mastercam. "BUSMAN's comprehensive solutions for the manufacturing industry, coupled with their experience and expertise, will help us expand our presence in the Mexican market. We look forward to working together to provide our customers with the best possible support and service."

BUSMAN's appointment as a new Mastercam Reseller is a significant step towards supporting and strengthening Mastercam's presence in the region. It represents an excellent opportunity for customers to access Mastercam's cutting-edge CAD/CAM software through a reliable and trusted partner.

"We are delighted to partner with Mastercam, a world-renowned developer of CAD/CAM software," said Sujelly Fuentes, BUSMAN Marketing Manager. "Our focus and specialization in the manufacturing industry, combined with our expertise in technology adoption processes, will enable us to offer comprehensive solutions for Mastercam's CAD/CAM software to our

customers. We are committed to providing our customers with the best possible service and support.”

Mastercam is a complete CAD/CAM software package for CNC programming. It supports the manufacturing process from CAD inception through CAM production. Mastercam is the world’s #1 CAM software, distributed through an international channel of authorized Mastercam Resellers providing localized sales, training, and support.

## *Oracle Strengthens Commitment to South East Asia with Second Cloud Region in Singapore*

4 April 2023

To meet the rapidly growing demand for its cloud services in South East Asia, Oracle today announced plans to open a second cloud region in Singapore. Continuing one of the fastest expansions of any major cloud provider, the new region is one of 10 planned public regions to join the 41 regions that Oracle currently operates.

The region will offer Oracle’s public and private sector customers and partners a new option to locate their infrastructure, applications, and data for optimal performance and latency. Customers will have access to a wide range of cloud services to modernize their applications; innovate with data, analytics, and AI; and migrate mission-critical workloads from their data centers to Oracle Cloud Infrastructure (OCI). In addition, customers will be able to achieve greater business continuity by using both Oracle Cloud Singapore Regions together while retaining data residency within Singapore.

“Our upcoming second cloud region in Singapore will help meet the tremendous upsurge in demand for cloud services in South East Asia,” said Garrett Ilg, president, Japan & Asia Pacific, Oracle. “With the new region, Oracle offers customers true business continuity and disaster protection while meeting in-country data residency requirements. As a result, we’re extending our commitment to helping organizations in South East Asia embrace technologies like AI, machine learning, and IoT to address their most complex challenges and achieve more with less.”

The new Oracle Cloud Singapore Region will offer over 100 OCI services and applications, including Oracle Autonomous Database, MySQL HeatWave Database Service, Oracle Container Engine for Kubernetes, and Oracle Cloud VMware Solution. These applications and services will help startups and medium-sized and large organizations across financial services, telecommunications, manufacturing, healthcare, and retail in South East Asia harness data to help uncover new business value and optimize applications, typically without requiring costly re-architecture. The first Oracle Cloud Singapore Region has supported the innovation needs of more than 1,000 customers in South East Asia, including Pacific International Lines and Siam Makro.

### **High Availability and Low Latency Provides Customers with a Resilient Cloud Foundation**

OCI’s next-generation architecture maximizes performance and security. Each Oracle Cloud Region contains at least three fault domains, which are groupings of hardware that form logical

data centers for high availability and resilience to hardware and network failures. The second region in Singapore will help customers increase business continuity while addressing regulatory needs.

Both Singapore regions will provide low-latency networking and high-speed data transfer to allow customers and partners to derive better value from their data. In addition, OCI's distributed cloud solutions, including Dedicated Region and Exadata Cloud@Customer, can assist with applications where data proximity and low latency in specific locations are critical.

### **Spurring South East Asia's Digital Economic Growth**

In its Top ICT Predictions for 2022 and Beyond at IDC FutureScape 2022, IDC said that by 2023 digital will rule in South East Asia, as one in three companies will generate more than 15 percent of their revenue from digital products and services, compared to one in six in 2020. The strong focus on increasing revenue from digital products and services will contribute towards cloud technology playing an even more integral role in business continuity and resiliency for South East Asian organizations in today's digital-first world.

"Oracle's second cloud region in Singapore is a welcomed addition as the country continues to establish itself as one of the top markets for data centres globally, with sustainability at its core. Despite economic uncertainties, cloud spending by South East Asia organizations remains strong as cloud adoption continues to be seen as a business differentiator to meet the challenges of the post-pandemic future. IDC forecasts the Asia/Pacific (excluding Japan) overall public cloud services market will increase at a compound annual growth rate (CAGR) of 23.5% from US\$53.4 billion in 2021 to reach US\$153.6 billion in 2026," said Estelle Quek, senior research manager, Cloud Buyer Trends and Intentions Research, IDC.

### **A Focus on Driving Sustainable Operations Across the Globe**

Underscoring its ongoing focus on sustainability, Oracle has committed to matching all worldwide Oracle Cloud Regions with 100 percent renewable energy by 2025, including the new Oracle Cloud Region in Singapore. Several Oracle Cloud Regions are already powered by 100 percent renewable energy, which enables customers to run their computing services more sustainably and with a lower carbon footprint. To further advance its commitment to sustainable operations, Oracle and its Asset Recovery partners recycled 99.9 percent of retired hardware they collected in FY'22.

### **Customers and Partners Welcome Oracle's Second Cloud Region in Singapore**

"We're excited to hear Oracle's plans to launch another cloud region in Singapore. Singapore Pools had a good experience with the first cloud region. With the launch of the second region, this strengthens our confidence for maximum high availability for our cloud services," said Yeo Teck Guan, chief business technology officer, Singapore Pools.

"The upcoming second Oracle cloud region in Singapore is timely for Siam Makro as we are expanding across the South East Asia region. We'll soon be able to scale up on our cloud-based technology as well as consolidate our cloud needs holistically, allowing us to operate more

efficiently,” said Paul Stephen Howe, group chief information technology officer, Siam Makro Public Company Limited.

“We’re thrilled to embark on this journey with Oracle as its second cloud region will offer endless possibilities for system integrators and independent software vendors like us to scale our operations and achieve greater performance. With Oracle's advanced technologies and our expertise in delivering mission-critical IT services, we are poised to help our customers and advisors navigate the complexities of the digital landscape and optimize their digital journey,” said Richard James, managing director, enterprise application services, APMEA, DXC Technology.

### **Oracle Cloud’s Rapidly Growing Global Footprint**

Oracle provides a broad and consistent set of cloud services, with the same low prices, across more than 41 cloud regions in 22 countries. OCI currently operates 34 commercial regions and seven government regions, in addition to multiple dedicated and national security regions.

Currently available Oracle Cloud Regions include:

- **Asia Pacific:** Tokyo (Japan), Osaka (Japan), Seoul (South Korea), Chuncheon (South Korea), Mumbai (India), Hyderabad (India), Sydney (Australia), Melbourne (Australia), Singapore (Singapore)
- **Americas:** San Jose (United States), Phoenix (United States), Ashburn (United States), Chicago (United States), Toronto (Canada), Montreal (Canada), São Paulo (Brazil), Vinhedo (Brazil), Santiago (Chile), Querétaro (Mexico)
- **Europe:** Frankfurt (Germany), London (United Kingdom), Newport, Wales (United Kingdom), Zürich (Switzerland), Amsterdam (The Netherlands), Marseille (France), Stockholm (Sweden), Milan (Italy), Paris (France), Madrid (Spain)
- **Middle East:** Jeddah (Saudi Arabia), Abu Dhabi and Dubai (U.A.E), Jerusalem (Israel)
- **Africa:** Johannesburg (South Africa)
- **Government:** Two general U.S. Government regions, three U.S. Department of Defense specific Government regions, several U.S. National Security regions, and two United Kingdom Government regions (London and Newport, Wales)

### *Volante Technologies And HCLTech Join Forces To Accelerate Cloud Payments Modernization For Financial Institutions*

4 April 2023

Volante Technologies, the leading global provider of cloud payments and financial messaging solutions, today announced a strategic alliance with HCLTech, a leading global technology company. Together, the companies will drive payments modernization to help financial institutions keep up with the fast-paced digital disruption taking place across the industry.

HCLTech will combine its digital and engineering services capabilities with Volante’s cloud-native payments solutions and low-code financial platform. This will enable financial institutions

to quickly deploy solutions for instant payments, real-time gross settlement (RTGS) payments, and multiple low and high-value domestic and international payment methods. Moreover, the firms will co-innovate to make their shared vision of payments available to a broader range of customers and financial services organizations.

The companies will jointly develop centers of excellence in India and Romania to support the configuration, customization, integration, and implementation of Volante's ecosystem of business services for payments modernization. Both organizations are committed to ramping up this multi-regional team of specialists over the next three years.

"Our partnership with Volante will help our clients operate in a stable, scalable and flexible payment ecosystem and develop faster time-to-market capabilities," said Srinivasan Seshadri, Chief Growth Officer, and Global Head of Financial Services, HCLTech. "With HCLTech's decades of systems implementation expertise within payments and the banking industry as well as deep cloud technology experience, HCLTech and Volante will enable tremendous impact in the areas of payments-as-a-service for financial institutions and help banks modernize their payments infrastructure."

"HCLTech's energy and collaborative style stood out immediately as we began this partnership," said Jim Chow, Vice President, Partnerships and Business Development, Volante Technologies. "They have been an invaluable partner for Volante on the implementation and product side. Together with HCLTech, we will scale our ability to help banks modernize and drive innovative payments solutions."

"The joint centers of excellence will help us expand our international footprint faster and give us access to additional regional resources," said Deepak Gupta, Senior Vice President & Global Head, Payments as a Service and Strategic Partnerships, Volante Technologies. By adding these regional capabilities, we will proactively apply local know-how and engineering capabilities as our clients continue their payments modernization journey."

Currently, HCLTech and Volante Technologies are working on multiple implementation engagements with some of the largest banks in the world.

## Event News

### *Are you ready for the future of Composites Manufacturing? - CGTech at JEC World*

3 April 2023

At JEC World 2023, one of the largest global composites shows, held 25th to 27th April, at the Paris Nord Villepinte Exhibition Centre, CGTech will demonstrate how advanced programming strategies and simulation can lead to the production of better composite parts. Throughout the show, CGTech (**Hall 5 Stand F13**) will showcase its Composites focused applications, including VERICUT Composite Programming (VCP) and VERICUT Composite Simulation (VCS), as well as its VERICUT CNC simulation, verification and optimization software.

VERICUT Composites Applications stands separately from VERICUT, CGTech's simulation, verification, and optimization software. VCP reads CAD surfaces and ply boundary information

and adds material to fill the plies according to user-specified manufacturing standards and requirements. These layup paths are linked together to form specific layup sequences and output as NC programs for automated layup machines.

VCS simulates work environments for automated composites manufacturing, simulating the sequence of NC programs on a virtual machine, including head changes, probing, knife cutting, and more. The simulated material applied to the virtual form can be measured and inspected for stack thickness, ply offset, ply angle, and other specifications to ensure the NC program follows manufacturing standards and requirements.

The latest version, 9.3, of VCP and VCS both feature improvements to simulation graphics and ease of use, such as adjusting the rendering of form edges, importing form surfaces, creating and saving custom views, and more. Improvements have also been made to algorithms such as form offset linking, advanced path generation, and advanced rosette systems.

CGTech will also exhibit its latest version of VERICUT software. Version 9.3 is the very latest release of VERICUT, an industry leading independent CNC machine simulation, verification and optimization software platform that enables users to eliminate the process of manually proving-out NC programs. VERICUT simulates all types of CNC machining, including drilling and trimming of composite parts, water jet, riveting, robotics, mill/turn and parallel kinematics. VERICUT runs standalone but can also be integrated with leading CAM systems.

### *CADENAS and buildingSMART Germany jointly present innovative solutions at BAU Munich 2023*

5 April 2023

#### **The leading trade fair for the construction industry once again becomes the venue for exciting innovations**

CADENAS GmbH, leading provider of strategic parts management systems and electronic product catalogs, and buildingSMART Germany, the leading organization for open BIM standards, will be jointly represented at BAU Munich 2023.

The world's leading trade fair for architecture, materials and systems will take place from April 17 to 22, 2023 at the Munich exhibition center and is the most important event of its kind in Europe. As renowned exhibitors and long-standing partners, CADENAS and buildingSMART are dedicated to current developments in the fields of BIM and product data management.

The world's leading trade fair for architecture, materials and systems will take place from April 17 to 22, 2023 at the Munich exhibition center and is the most important event of its kind in Europe. As renowned exhibitors and long-standing partners, CADENAS and buildingSMART are dedicated to current developments in the fields of BIM and product data management.

This year's special highlights include the two presentations by Karsten Spieß, Head of Data Management MEP/BIM at CADENAS. With "Interoperable Product Data Combined with Structured Metadata Information" and "Standardization as the Basis for Digitizing BIM", two of the currently most exciting topics in the industry will be highlighted.

We look forward to meeting you at BAU2023 - more information can be found [here](#).

### *Hannover Messe: one IoT solution for all service cases*

4 April 2023

CONTACT Software shows in Hanover how companies can increase sales and the value of their product offering with smart services.

In hall 17/booth H20, CONTACT Software will demonstrate the broad benefits of its end-to-end PLM and IoT applications. One example is the service business, which can be completely digitalized with the open low-code platform Elements and its Customer Services module. The IoT solution automates cycle- or event-driven processes up to the ERP, accelerates service order processing, and enables new smart offerings.

CONTACT Customer Services generates a document for scheduled maintenance intervals with the respective tasks, materials, and workload items. When assets fall below or exceed thresholds, customers automatically receive a spare parts offer. Incoming orders end up in the ERP, which enables predictive maintenance before the affected component fails and thus ensures high machine availability in the live operation.

The integrated [ticket system](#) helps handle customer problems or improvement requests fast and efficiently. It controls and documents the entire process from the service request, through communication between all parties involved, to the closing of a ticket, and provides the information in a central, searchable way. For example, one company could save four working days per ticket with the consistent digital processing of its service cases via a portal.

Customer Services also supports pay-per-use business models. The utilization times are automatically logged and billed using the operative data analyzed in [CONTACT Elements for IoT](#). In addition, the multi-tenancy capability of the platform and its IoT applications ensures that each customer has exclusive and secure access to all data and functions of his assets and digital twins.

### *Synopsys to Showcase Next Gen Polaris Software Integrity Platform® at RSA Conference*

4 April 2023

Synopsys, Inc. announced it will showcase the Fast Application Security Testing (fAST) offerings that represent the latest capabilities and features of the Polaris Software Integrity Platform® at RSA Conference 2023, April 24-27 in San Francisco. Synopsys fAST Static and Synopsys fAST SCA enable DevOps teams to quickly find and fix vulnerabilities in their proprietary code and open source dependencies through a single fully integrated SaaS platform.

Underpinned by modern cloud architecture and scalable multi-tenant SaaS delivery, Polaris makes it easy for developers to onboard and start scanning code in minutes while enabling security teams to track testing activities and manage risk across thousands of applications.

"Today, development, DevOps and security teams of all sizes need a fully integrated and automated solution that combines multiple testing technologies, reduces complexity, and

matches the pace of modern DevSecOps," said Jason Schmitt, general manager of the Synopsys Software Integrity Group. "With Polaris, we are delivering a no-compromise application security platform that unifies proven, best-of-breed technologies into an integrated SaaS platform that can scale with them and is supported by the established industry leader."

The latest enhancements to the Polaris Software Integrity Platform accelerate development, DevOps and security team workflows by enabling them to:

- **Perform static application security testing (SAST) and software composition analysis (SCA) through a single platform.** Synopsys fAST Static and Synopsys fAST SCA are built on top of Synopsys' market-leading Coverity® and Black Duck® analysis engines, accelerating the accurate detection of vulnerabilities in source code and open source software in a single click—with no configuration required. The multi-threaded analysis of Synopsys fAST Static allows customers to run incremental scans that are 5-10 times faster than a full scan with no loss of accuracy, while Synopsys fAST SCA provides teams with detailed analyses of open source vulnerabilities. The result is a combined view of issues at the application level that speeds up risk mitigation.
- **Build security into DevOps through simplified integrations and automation.** Seamless out-of-the-box integrations make it easy to connect Polaris to Jenkins and Jira Cloud, as well as the GitHub, GitLab and Azure DevOps code repositories. Teams can onboard users and applications quickly across the entire organization, and easily automate scans based on defined schedules, or as part of any CI workflow. They can also define security policies to trigger alerts or halt builds when vulnerabilities are found, and built-in reporting and analytics enable actionability that streamlines remediation workflows and tracks progress across applications and teams.
- **Manage application security risk at enterprise scale.** The multi-tenant SaaS delivery of the Polaris Software Integrity Platform includes elastic capacity and concurrent scanning across projects and scan types to minimize time-to-results, and easily scales to thousands of applications to meet the demands of large enterprise development organizations. For security teams, the platform's integrated vulnerability analysis tooling helps identify application security hotspots across the entire software portfolio in real-time in an intuitive dashboard that displays vulnerability severity and type across applications, projects and test types. Additionally, Polaris offers triage services that enlist Synopsys' application security experts to review static analysis results and remove false positives, thus dramatically improving the efficiency, accuracy and actionability of those scans—while also ensuring that failed and misconfigured scans don't disrupt pipelines or developer workflows.

According to Gartner<sup>1</sup>, 80% of security and risk management leaders are now looking to consolidate their security spending with fewer vendors. The analyst firm notes that "across multiple security domains, security technology convergence is accelerating driven by the need to reduce complexity, leverage commonalities, reduce administration overhead and provide more effective security."

The Synopsys FAST Static and Synopsys FAST SCA offerings are generally available with multiple stand-alone and combined configurations available for purchase.

For more information, visit [www.synopsys.com/polaris](http://www.synopsys.com/polaris) or read the [blog post](#).

Those attending RSA Conference 2023 can get a first-hand look at Polaris and speak with a Synopsys representative at booth #1135 in the South Hall.

## Financial News

### *Addnode Group's Annual Report 2022 published*

5 April 2023

**Addnode Group's Annual report 2022 in Swedish, as well as an English translation, are now available to download at the Group's website [www.addnodegroup.com](http://www.addnodegroup.com).**

The Swedish version of the annual report is also available in European Single Electronic Format (ESEF) at the Group's website [www.addnodegroup.com](http://www.addnodegroup.com).

### *HONEYWELL TO RELEASE FIRST QUARTER FINANCIAL RESULTS AND HOLD ITS INVESTOR CONFERENCE CALL ON THURSDAY, APRIL 27*

3 April 2023

Honeywell will issue its first quarter financial results before the opening of the Nasdaq Stock Market on Thursday, April 27. The company will also hold a conference call at 8:30 a.m. EDT.

#### **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.

### *In the fiscal year 2022, CENIT AG achieved strong sales of EUR 162.2 million and EBIT of EUR 6.3 million*

31 March 2023

**2022 was a good year for the CENIT Group. Despite difficult economic and geopolitical conditions, CENIT was able to increase sales by 10.9% to EUR k 162,152 and achieve an EBIT of EUR k 6,305. CENIT continues to pursue its growth strategy 2025 despite the challenging market environment and consistently takes advantage of growth opportunities.**

#### **Results in detail**

During the 2022 business year, CENIT group generated sales revenues of EUR k 162,152 (prior year: EUR k 146,071/+11.0%). Sales of CENIT's proprietary software rose by 0.1% at EUR k 17,710 compared to EUR k 17,688. Sales revenues in CENITs consulting and services segment totaled EUR k 55,719 and thus increased by +39.9% on-year (prior year: EUR k 39,822). This

increase is to a significant extent due to the acquisition of the ISR AG shares. Sales of third-party software decreased slightly by around -0.5% to EUR k 88,139 (prior year: EUR k 88,543).

The gross profit (operating output less cost of materials) amounted to EUR k 91,995 (2021: EUR k 79,797), representing an increase of 15.3%.

CENIT achieved EBITDA in amount of EUR k 11,937 (2021: EUR k 11,278/+5.8%) and EBIT of EUR k 6,305 (2021: EUR k 6,234/+1.1%). Earnings per share were EUR 0.75 (2021: EUR 0.51).

### **Orders Development**

During the 2022 business year, orders received by CENIT Group were now at EUR k 167,595 (2021: EUR k 148,845). Orders in hand on December 31, 2022 amounted to EUR k 46,054 (2021: EUR k 40,610). This underlines the strength of CENIT's business model.

### **Asset and Financial Situation**

On the balance-sheet date, the company's equity capital was EUR k 44,783 (2021: EUR k 43,645), representing an equity ratio of 35.3% (2021: 47.0%). On the balance-sheet date, bank deposits and liquid assets totaled EUR k 19,914 (2021: EUR k 26,361). The operative cash flow was EUR k 11,488 (2021: EUR k 8,236). Furthermore, in 2022, cash and cash equivalents were mainly affected by taking out bank loans of EUR k 23,000 to finance acquisitions in the amount of EUR k -27,927.

### **Employees**

On December 31, 2022, CENIT group employed 861 (2021: 685). Consolidated personnel expenditures during the reporting period were EUR k 67,266 (2021: EUR k 59,686). CENIT currently provides training for 41 young professionals in various vocations. Among the trainees are students of the Baden-Württemberg Dual University (DHBW) in the fields of information technology and business, as well as trainees in the information technology segment.

### **Dividend**

At the Annual General Meeting on May 17th, 2023, the Management and Supervisory Boards will propose to distribute a dividend of EUR 0.50 per share from CENIT AG's unappropriated profit of EUR k 8,916.

### **Outlook**

A year of growth and increased productivity is expected for the CENIT Group in the 2023 business year. Before possible acquisition effects, consolidated sales of around 180 mEUR are expected. The EBIT forecast is more than 9.5 mEUR and thus significantly above the previous year's level, equivalent to an increase in the EBIT margin of more than 50%. The forecast is based on the assumption that, given the continuing challenging geopolitical situation, there will be no significant negative economic impact on our industry and our main customer segments.

The complete 2022 Annual Report is available in a German and English version on the CENIT homepage: [www.cenit.com/reports](https://www.cenit.com/reports).

## *Infosys to Announce Fourth Quarter and Annual Results on April 13, 2023*

4 April 2023

Infosys, a global leader in next-generation digital services and consulting, will announce results for the fourth quarter and year ended March 31, 2023 on Thursday, April 13, 2023 around 3.45 p.m. Indian Standard Time (IST) (6:15 a.m. ET; 3:15 a.m. PST; 11:15 a.m. London time; 6:15 p.m. Singapore/Hong Kong time).

### **Press conference (4:30 p.m. IST; 7:00 a.m. ET)**

The leadership team will be part of a press conference at 4:30 p.m. IST on April 13, 2023. The participating executives will address questions from the media during this interaction, which will be streamed live on the Investor Relations section of Infosys website, following which it will be archived. The archive will be available after 6:30p.m. IST on April 13, 2023(after 9:00 a.m. ET). In addition, a transcript of the conference will be available.

### **Earnings call (6:00 p.m. IST; 8:30 a.m. ET)**

The company will conduct a 60-minute conference call on April 13, 2023, at 6:00 p.m. IST (8:30 a.m. ET; 5:30 a.m. PST; 1:30 p.m. London time; 8:30 p.m. Singapore/Hong Kong time) (open to investors/analysts in all regions), where the senior management will discuss company's performance and answer questions from participants. To participate in the conference call, please dial the numbers provided below 10 – 15 minutes before the scheduled start time of the call. During this time, the operator will provide instructions on how to ask questions. Alternatively, you can also pre-register yourself using the DiamondPass™ link provided below, which will enable you to connect to the conference call without having to wait for an operator. As participation in the call is limited, early registration is encouraged.

This event will be webcast live on the Investor Relations section of Infosys website, following which it will be archived. The archive will be available after 8:00 p.m. IST on April 13, 2023 (after 10:30 a.m. ET). In addition, a transcript of the conference call will be available.

## *Invitation - presentation of Sandvik's report of the first quarter 2023*

4 April 2023

Sandvik will publish its first quarter results on Friday, April 21, 2023 at approximately 11:30 AM CEST.

A combined webcast and conference call for investors, analysts and financial media will be held at 13:00 PM CEST.

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 12:30 PM CEST presentation slides will be available on our website [home.sandvik.com](http://home.sandvik.com)

### *Invitation to media and analyst briefing for Ericsson Q1 2023 report*

4 April 2023

Ericsson's financial report for the first quarter of 2023 will be published at approximately 7:00 AM CEST on April 18, 2023.

The company will issue a press release with the complete financial report attached, including tables, in PDF format.

Following publication of the press release, the financial report will be available on Ericsson's website: [www.ericsson.com/en/investors/financial-reports/interim-reports](http://www.ericsson.com/en/investors/financial-reports/interim-reports)

President and CEO Börje Ekholm and CFO Carl Mellander will comment on the report and take questions at a live video webcast at 9:00 AM CEST (8:00 AM BST London, 3:00 AM EDT New York).

[Join the webcast](#) or please go to [www.ericsson.com/investors](http://www.ericsson.com/investors)

To ask a question: [Access dial-in information here](#)

The webcast will be available on-demand after the event and can be viewed on our website.

### *Invitation to presentation of Hexagon's Interim Report on 28 April*

5 April 2023

Hexagon will release its Interim Report for the first quarter 2023 on Friday, 28 April, at approximately 08:00 CET. President and CEO Paolo Guglielmini will host a live webcast and telephone conference at 10:00 CET.

#### Webcast:

The webcast will be streamed [here](#).

#### Telephone conference:

Anyone interested in participating in the Q&A session following the first quarter Interim Report presentation must register [here](#).

1. Upon registering, each participant will be provided with a personal PIN and dial in information via email.
2. Access to the telephone conference will be available 10 minutes prior to call start time.

All presentation material will also be available for on-demand viewing on the Company's website.

## Implementation Investments

### *Aras Innovator Enables OnWatch Scout, an Award-winning Advanced Monitoring Solution at MacGregor*

5 April 2023

Aras, which provides the most powerful low-code platform with applications to design, build, and operate complex products, announced that MacGregor, a leader in sustainable maritime cargo and load handling, utilized Aras Innovator® to further develop their OnWatch Scout, a condition-based and predictive maintenance service. OnWatch Scout unites performance data from essential equipment aboard a ship and provides real-time condition and predictive monitoring information to the crew.

OnWatch Scout was developed by MacGregor as a step in the company's digital services offerings, in which service engineering knowledge is digitalized to empower customers by putting information at their fingertips. This information enables the identification of potential problems aboard a vessel and fix them in real-time, reducing downtime and transportation delays.

Using Aras Innovator coupled with the Aras Digital Twin Core application, MacGregor took the initial concept of OnWatch Scout forward and developed additional functionality that would effortlessly create a digital twin configuration of a vessel, creating the context to couple with performance data to further improve reliability predictions of equipment performance and enabling timely maintenance planning. The combined capabilities create a prescriptive maintenance solution that alerts the technical team when equipment needs attention and provides step-by-step recommendations on how to address the issue at hand.

"Our idea was to go a step further by not just offering predictive maintenance but also prescriptive maintenance capabilities," said Bhavik Thakker, director for digital solutions at MacGregor. "One of the key features of OnWatch Scout is having all relevant data at hand, with context, and we are able to efficiently create and manage this data with Aras Innovator as our backbone."

MacGregor has used the Aras platform as a key step in increasing the maturity of the company's equipment data management. It acts as the single source of truth for documents including manuals, step-by-step instructions, and spare parts documentation.

In 2022 MacGregor received the SMART4SEA Technology Award for the development of OnWatch Scout. They were chosen as a prime example of a service which uses data analytics to help shipowners and operators develop more proactive and condition-based intelligent strategies for maintenance.

## *AVEVA and Petrofac Enter MoU to Accelerate Digital Initiatives for the Energy Industry*

5 April 2023

AVEVA, a global leader in industrial software driving innovation and sustainability, has signed a memorandum of understanding (MoU) with Petrofac, a leading provider of services to the global energy industry.

The new agreement will see AVEVA cooperate with Petrofac towards:

- Digital transformation of the end-to-end supply chain system process, including engineering cataloging, procurement, site material control and construction planning
- Supporting the delivery of Petrofac's net-zero targets using AVEVA's sustainable engineering solutions

The plan includes, cooperation kick-off, design thinking sessions for new solutions and use cases, technical assessments, an execution strategy and more.

**George Eapen, Group CIO, Petrofac said:** "Petrofac and AVEVA have a long-standing relationship and we are very happy to partner with them to build on to our multi-year digital transformation strategy. As part of our agreement, we will build digital capabilities internally and for our customers that are aligned to Petrofac's environmental, social and governance (ESG) and sustainability agendas."

**Caspar Herzberg, CEO, AVEVA said:** "AVEVA's solutions drive measurable emission reductions across scopes 1, 2 and 3, helping industrial companies to meet climate commitments aligned to the Paris Agreement. We are delighted to be able to support Petrofac in accelerating the energy transition for their customers, by deriving data-led insights that unlock more efficient ways of working and drive responsible use of our world's resources."

Under the MoU, Petrofac will also explore the deployment of AVEVA Enterprise Resource Management (ERM) and AVEVA Process Simulation in its engineering delivery services, while replacing legacy inhouse and third-party solutions. The new AVEVA solutions will provide Petrofac with value chain visibility and secure audit trails for tracking material procurement, minimizing waste and ensuring regulatory compliance.

AVEVA's pioneering software integrates with existing systems to transform siloed supply chains, enabling companies to execute sustainable projects by optimizing resources, reducing material and shipping waste, and delivering efficiency and optimization gains.

## *Bane NOR Selects TCS to Strengthen Identity and Access Management Across its Digital Landscape*

3 April 2023

Tata Consultancy Services (TCS) has been selected by Bane NOR, the Norwegian government agency responsible for maintaining, operating, and developing the Norwegian railway network, to enable secure access to the latter's digital systems.

Bane NOR needed an end-to-end partner to better secure employees', partners', and train operators' access to business systems. As its strategic partner, TCS' teams based in Norway and across Europe will provide services spanning identity governance and administration (IGA), access management, identity lifecycle management and application management operations in a managed services model.

A key lever of this transformation is TCS IdentiFence™ – the identity and access management (IAM) module of TCS' Cyber Defense Suite. The platform harnesses the power of automation and analytics to ensure the right access to digital assets. IdentiFence addresses identity and access risks through automated security controls and provides better governance and administration across the digital identity lifecycle. It provides faster time to market, better user experience, and enables compliance- and risk-driven access controls across on premise and multi cloud infrastructure.

*“TCS proposed a thorough plan and process to support Bane NOR, and we are confident in our decision to award them the contract. They proved to be a right fit, and in particular TCS' ability to be a strategic partner as well as their scalability and flexibility, and holistic approach to IGA capabilities coupled with access to local and global resources demonstrated their capacity to meet Bane NOR's needs,”* said **Tom Remberg, CISO, Bane NOR.**

*“We are delighted to be selected by Bane NOR to drive their IAM transformation. Our automation and analytics-based digital identity platform TCS IdentiFence will reimagine their IAM landscape and enhance user experience. We are excited to embark on this journey and hope to continue working closely with Bane NOR on new projects in the future as well,”* said **Rajan Maheshwari, Country Head, TCS Norway.**

TCS empowers enterprises to lead with confidence by securing their digital estate. TCS offers a comprehensive portfolio of cybersecurity services including consulting and advisory, security-as-a-service, industry-nuanced solutions and managed security services across detection and response, identity and access management, vulnerability management, governance, risk and compliance, data privacy and protection, digital forensics and incident response, cloud security, data security, and IT/OT security services.

TCS' Cyber Defense suite helps enterprises quantify their risks and strengthen their security posture by embedding security at design, implementing a zero-trust framework, and providing 360-degree visibility and predictive intelligence to proactively defend against and respond to evolving risks.

Its network of 12 Threat Management Centers across the UK, Ireland, Spain, US, Mexico, Australia, Japan, and India provide rapid and expert security services with the localization customers need to meet their unique business and regulatory requirements.

## *Bane NOR Selects TCS to Strengthen Identity and Access Management Across its Digital Landscape*

3 April 2023

Tata Consultancy Services (TCS) has been selected by Bane NOR, the Norwegian government agency responsible for maintaining, operating, and developing the Norwegian railway network, to enable secure access to the latter's digital systems.

Bane NOR needed an end-to-end partner to better secure employees', partners', and train operators' access to business systems. As its strategic partner, TCS' teams based in Norway and across Europe will provide services spanning identity governance and administration (IGA), access management, identity lifecycle management and application management operations in a managed services model.

A key lever of this transformation is TCS IdentiFence™ – the identity and access management (IAM) module of TCS' Cyber Defense Suite. The platform harnesses the power of automation and analytics to ensure the right access to digital assets. IdentiFence addresses identity and access risks through automated security controls and provides better governance and administration across the digital identity lifecycle. It provides faster time to market, better user experience, and enables compliance- and risk-driven access controls across on premise and multi cloud infrastructure.

*"TCS proposed a thorough plan and process to support Bane NOR, and we are confident in our decision to award them the contract. They proved to be a right fit, and in particular TCS' ability to be a strategic partner as well as their scalability and flexibility, and holistic approach to IGA capabilities coupled with access to local and global resources demonstrated their capacity to meet Bane NOR's needs,"* said **Tom Remberg, CISO, Bane NOR.**

*"We are delighted to be selected by Bane NOR to drive their IAM transformation. Our automation and analytics-based digital identity platform TCS IdentiFence will reimagine their IAM landscape and enhance user experience. We are excited to embark on this journey and hope to continue working closely with Bane NOR on new projects in the future as well,"* said **Rajan Maheshwari, Country Head, TCS Norway.**

TCS empowers enterprises to lead with confidence by securing their digital estate. TCS offers a comprehensive portfolio of cybersecurity services including consulting and advisory, security-as-a-service, industry-nuanced solutions and managed security services across detection and response, identity and access management, vulnerability management, governance, risk and compliance, data privacy and protection, digital forensics and incident response, cloud security, data security, and IT/OT security services.

TCS' Cyber Defense suite helps enterprises quantify their risks and strengthen their security posture by embedding security at design, implementing a zero-trust framework, and providing 360-degree visibility and predictive intelligence to proactively defend against and respond to evolving risks.

Its network of 12 Threat Management Centers across the UK, Ireland, Spain, US, Mexico, Australia, Japan, and India provide rapid and expert security services with the localization customers need to meet their unique business and regulatory requirements.

## *DXC Technology to Empower Egypt's Kaf Insurance with Digital Technologies*

4 April 2023

Kaf Insurance has selected DXC Technology, a leading Fortune 500 global technology services provider, to drive its digital transformation by providing data analytics, application development, and DXC Assure Policy as it becomes Egypt's fastest growing life insurance provider. In a ten-year contract, DXC will enable Kaf to provide a seamless digital experience for its current two million policyholders and new customers.

Established in 2020, Kaf aims to be the first end-to-end digital insurance provider in Egypt. Putting customers at the core of its mission, Kaf is partnering with DXC to extend the accessibility of insurance on a national scale.

DXC Assure Policy, the modernized version of DXC's integral software for Life and Group Business, will form the backbone of Kaf's core insurance administration, empowering Kaf with the ability to deliver a consistent and holistic digital insurance experience for its customers. Automated case management underwriting technology will allow Kaf to sell insurance products with both straight-through and non-straight-through processing, speeding up and improving customer experience.

As part of the contract, Kaf is leveraging DXC to create a mobile app that will allow customers to easily manage their policies, personal information, and claims status as well as browse and purchase products. DXC will fully integrate the app with Kaf's core insurance system, enabling real-time data analytics to personalize policy options and provide a 24/7 online portal for digital-only documentation and support.

"As Egypt's fastest-growing life insurer, we are committed to digital transformation with a purpose. This will allow us to be at the forefront of the Egyptian insurance industry and offer our customers the latest and most innovative solutions," said George Ghobrial, CEO at Kaf. "DXC is providing us with the technology to proactively service our customers and execute on our brand promise of "making it easy, doing it right."

With more than 40 years of innovation in the insurance industry, DXC is one of the world's leading insurance software and business technology services providers. It is currently digitally transforming some of the biggest players in the market, including the London Insurance Market.

"Today's insurance customers expect a digital buying experience, information at their fingertips and flexible policies," said Neveen Galal, Managing Director at DXC Technology Egypt. "Our DXC Assure suite of base and surround systems work together to enable faster time to market, streamlined operations, stellar customer experiences and a launching pad for growth."

## *EOS Adopts Materialise CO-AM Software Platform to Improve Internal Additive Manufacturing Efficiency*

4 April 2023

EOS, a leading technology supplier of additive manufacturing solutions, has adopted the CO-AM software platform from Materialise, a global leader in 3D printing solutions, to manage their additive manufacturing (AM) processes for application engineering and internal sinter production. CO-AM integrates with EOS' existing infrastructure and will be used to improve the efficiency of AM production across global facilities.

EOS maintains production sites across Germany, the United States, and various locations in the APAC region. The globally distributed AM capacities serve internal demands and support EOS' application engineering services. EOS has adopted CO-AM to manage these AM processes and enhance traceability and efficiency. The Materialise CO-AM Software Platform provides access to a full range of software tools to plan, manage, and optimize every step of the 3D printing process.

EOS integrated CO-AM into its existing infrastructure, such as data and customer relationship management software, and connected it to their fleet of equipment. CO-AM will support the EOS internal AM workflow from order management through production scheduling, build monitoring, and post-processing.

"It is critical that tools such as CO-AM are able to provide improvements in the efficiency of AM production that outweigh the cost of using the tool," said Trevor Kirsten, Head of Digital Manufacture at EOS. "With enhanced connectivity and traceability in CO-AM, we aim to improve efficiency in our production process by reducing powder consumption and the number of machines required for our operations."

The CO-AM Scheduler shows both planned and actual printer activities to support utilization rate improvements. Within the platform, Materialise's AMWatch software will enable operators and engineers to monitor build status and process sensor data to decrease scrap rates and improve quality control. EOS team members will also have access to data in the CO-AM platform gathered through a shop-floor iOS application. This digital feedback from the factory floor will help them to monitor unpacking, de-powdering, and post-processing activities in real time.

"One of the primary benefits of the CO-AM platform is the open and flexible architecture that allows companies to integrate the software with their existing manufacturing technology and adapt it to their needs," said Jim Carlson, Head of Global Customer Success at Materialise. "EOS and Materialise share a long partnership, and we are looking forward to collaborating with them to create a more efficient and connected additive workflow."

## *Globe Selects Ansys to Reduce Development Costs for Fuel Cell Systems and Accelerate Industrial Decarbonization*

5 April 2023

Fuel cell technology company Globe Fuel Cell Systems uses Ansys simulation software to enable cost savings in the development of its individual hydrogen fuel cells and fuel cell systems for carbon-neutral objectives for intralogistics. Specifically, these objectives involve the optimization and automation of information within industrial spaces, including distribution centers, warehouses, and hospitals in support of Globe customers on their path to decarbonization.

Temperature regulation is a key function of hydrogen-based fuel cell systems, as any missteps in system optimization can negatively impact energy conversion. Airflow is an important aspect of successful regulation that facilitates system cooling to manage any unexpected temperature fluctuations. For Globe, precision in these areas requires an understanding of mass flows, temperature drops, and flow distribution in one efficient loop involving a lot of time and physical testing.

Globe is using Ansys simulation during computational fluid dynamics (CFD) analysis to speed the validation of cooling loop performance and reduce the number of system iterations needed to verify temperature requirements. Simulating the cooling loop within the context of the entire fuel cell system also helps Globe engineers better understand the needed air flow, as well as identify any physical adaptations needed to optimize system performance. Using this approach, Globe reduced development costs by more than \$150,000. Today, simulation is a key component of Globe's approval process for fast, predictively accurate results on the path to system certification — activity that will significantly accelerate system scaling possibilities in the future.

"The transportation industry plays an outsized role in global decarbonization, where speed and reliability are critical," said Dr. Bernhard Wienk-Borgert, co-founder and chief technology officer at Globe Fuel Cell Systems. "Globe's R&D team relies on Ansys simulation combined with advice from CADFEM to accelerate the development of our novel solutions with the confidence that they will perform safely in the real world, while meeting customer objectives for carbon neutrality."

"Achieving carbon neutrality is a tremendous effort dependent upon novel solutions like hydrogen fuel cell technology to address our current climate crisis," said Prith Banerjee, chief technology officer at Ansys. "Simulation presents immediate scaling opportunities for fuel cell technology that can drive down development times and fuel cell stack costs, and quickly open up numerous possibilities in markets that were once aspirational for our customers."

## *Loghaus Improves Collection Management and Speeds Product Launches by over 33%*

6 April 2023

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

Loghaus, a 40-year-old company and one of the oldest Direct-to-consumer (DTC) fashion companies in Brazil, started out serving consumers women's fashion and home goods through direct mail and distributors. Today, 100% of its collections are sold through DTC sales, online or catalogs. Loghaus has 700+ internal team collaborators and 100 suppliers that are developing 160 collections per year for its six brands, like Quintess, Quatro Estações and Marguerite as well as other third-party brands.

Loghaus previously worked with an in-house system and spreadsheets, which became unmanageable due to the complexity and high volume of work. "We have a very lean team for the number of products we develop and we could not properly track the progress of collection development. Our deadlines were getting pushed out and we were missing opportunities to put relevant products in market," says Kassin Thayana Dias, Business Manager of General Apparel at Loghaus.

To enable an accurate, holistic and detailed view of collection development while accelerating time-to-market, Loghaus chose Centric PLM and three of Centric's mobile apps to enable fashion teams.

After only 6 months, the results are already evident. Thayana states, "Before PLM, our time-to-market was 160 to 180 days. We have already reduced it to 145 days for several brands and 120 days for the Bonprix brand after implementing Centric PLM. Our goal is to accelerate time-to-market to 90 days (a 50% reduction)." The team is already more than halfway there.

Centric's extensive fashion expertise was one of the main factors in Loghaus' decision to adopt Centric. After analyzing five suppliers over four years, the company changed course when it saw the results obtained by another Centric customer. "We had already chosen a different system, but we saw an article about the results of a large Brazilian retailer and went after the system they were using," says Thayana and adds, "We selected Centric for the number of markets it serves and to always have up-to-date software. As Centric is a worldwide company and technology is constantly evolving, we know that the software is continually updated. For example, Centric has integrations with Teams, which is a tool we use a lot for remote work."

Centric uses its own Agile Deployment methodology for agility and speed in the implementation process. Daniela Spiess, Collection and Supplier Management Analyst at Loghaus says, "The implementation was very intense because we wanted to launch as soon as possible, but it was also very smooth because the whole team received internal support for this

project. Every week we managed to achieve the implementation plan goals due to the ready support of Centric's team, the internal PLM Project Manager and team collaboration—it was a set of actions that made all the difference.” Only 6 months after implementation, suppliers and internal company departments are using Centric PLM to integrate all product information—from the fabric raw material, modeling, technical sheets, type of thread and print to the final product photo.

“We are pleased to welcome Loghaus, our newest customer in Brazil,” says Chris Groves, President and CEO of Centric Software. “The partnership has already achieved remarkable results, which is bound to happen when two innovative and forward-looking companies connect. We are eager to follow the progress of the company's digital revolution.”

### *MP Hygiene Transforms its Supply Chain*

5 April 2023

Infor, the industry cloud company, announced that MP hygiene, the largest French manufacturer of pure wadding paper with the Origine France Garantie® label, has just completed a migration project by opting for the latest version of its supply chain management solution. The objective is to bring to its final customers the same quality of service as a professional logistician. This new step responds to the strong development of the manufacturer's activities and the scaling up of its logistics system.

Infor WMS warehouse management solution enables companies to manage the operations of their distribution centres globally. The solution combines advanced warehousing functionality with highly configurable options, integrated workforce, production, task and inventory management, and 3D visualization in a single, intuitive solution that reduces process complexity and improves operational execution.

Emeric Guillermain, supply chain director at MP hygiene, says: "Already an Infor customer since 2016, this migration project was initiated in 2020, in the middle of the Covid period, when we were recording significant growth in our orders. It was therefore conceived as a new project because it involved overhauling all of our processes, based on an industrial approach which, in our opinion, was not yet fully completed. To do this, we called on the logistics expert SNS France, which has been with us from the outset in all stages of implementation and development of our supply chain system.”

Founded in 1865, Etablissements Miribel (then dedicated to the recovery of waste for the textile and paper industry) became MP hygiene in 1992. Today, MP hygiene is the largest French manufacturer of pure cotton wiping paper with the Origine France Garantie® label, as well as nonwoven wipes, soaps and solutions for hand hygiene in the workplace (24,000 litres of soap and 100,000 litres of hydroalcoholic gel manufactured per day and 40,000 tonnes of paper wipes per year). MP hygiene thus offers a range of environmentally friendly products that it exports to 76 countries on six continents. For this purpose, the company has five warehouses (including four production sites and one operating site with a total surface area of 65,700 square metres).

"The main reason for our initial choice in 2016 was the ability of Infor's solution to integrate our goods flows with our production, which was a prerequisite that no other player in the market met at the time," Guillermain explains. "Then, the Covid-19 health crisis challenged our ability to accelerate our manufacturing and delivery capacities, and we once again approached SNS France to see how we could evolve our system and gain even greater speed and flexibility."

Richard Thomas, associate director at SNS France and responsible for the project, says: "MP Hygiene had acquired a good knowledge of Infor's solution and a certain dexterity in terms of best practices. The migration to a more recent version of the solution was therefore a natural choice, which however required a review of their processes, both in terms of manufacturing and storage."

Today, while MP hygiene's activity continues to grow and despite the number of forklift drivers remaining unchanged, the paper manufacturer has significantly reduced its error rate in terms of data entry and references (from 2.5% to 0.23% of lines in preparation) and gained in reliability and speed when preparing orders and delivery. Thus, batch management has been refined, thanks to the automatic integration of use-by dates and mandatory product specifications.

In addition, a module for managing the SSCC (Serial Shipping Container Code), an international standard for identifying parcels and pallets, has been implemented for better management of goods flows and automation of logistics operations.

Finally, the workforce management functionality of the Infor WMS solution has been deployed for better management of warehouse resources — this makes it possible to identify the time spent by a picker on an order — as well as many other statistics on logistics resources.

Guillermain continues: "We are particularly satisfied with the contribution of this 'HR' tool, which has enabled us to be more efficient in managing our numerous product references and associated orders but has also allowed us to improve our customer service approach. This real added value, which is based on the professionalization of our logistics services, will soon be completed by acquiring semi-automatic storage systems during 2023 and by launching studies on AGV equipment (self-guided vehicle), which we will connect to our WMS thanks to an automated control module.

Olivier Leroux, channel manager at Infor, concludes: "The involvement of MP hygiene's teams in developing their logistics system, combined with the quality of our WMS offer, which is recognised as one of the best on the market\*, and the professionalism of our partner SNS France, are the main keys to the success of this long-term project."

### *Oracle Health Helps University of Missouri Health Care Clinicians Incorporate External Data for More Comprehensive Patient Histories and Informed Treatment Plans*

6 April 2023

University of Missouri Health Care (MU Health Care) is using Oracle Health Seamless Exchange to give its care providers a more accurate and comprehensive view of a patient's

health history to help improve safety and inform treatment plans. Seamless Exchange retrieves, aggregates, and deduplicates health data from multiple sources to create a more comprehensive electronic health record (EHR) of a patient's medical history, even if treatment was received from multiple providers. With this comprehensive view, MU Health Care's physicians and nurses can see a patient's health history, medications, and other vital information they need to determine the best course of care.

"In the clinics where we've launched Oracle Health Seamless Exchange, we've seen the benefits of its data deduplication capabilities firsthand and gained reconciliation efficiencies quickly. It is simplifying the ingestion of critical external health data," said Robert Pierce, MD, medical director for Clinical Decision Support, MU Health Care. "Now, with external patient data more consistently integrated into the local chart, our clinicians can make care decisions more confidently, considering all relevant factors so patients receive more consistent and better care."

### **Creating a single medical record across systems to improve care**

Patients commonly receive medical treatment across multiple facilities, providers, and health systems. This leaves their critical health data stored in disparate, disconnected systems, which can make it challenging for clinicians to have access to a complete view of a patient's health history to inform care decisions.

Oracle Health Seamless Exchange combines health data from multiple healthcare facilities, including from most EHRs and other outside sources, to create a more comprehensive, clearer view of a patient's care history. Seamless Exchange automatically reconciles new data against existing data to eliminate redundant information and manual data management. This cleansed data can then be accessed directly in the clinician's workflow without the need to search through multiple sources to find critical information, which not only improves care quality but also supports patient safety.

"Transforming, organizing, and understanding data is critical to helping physicians, individuals, and communities get the information they need to improve healthcare," said Sam Lambson, vice president of interoperability, Oracle Health. "With Seamless Exchange, we are taking data exchange beyond connectivity to true usability. This is a big step forward for the industry. Not only does it immediately ease the administrative burden on clinicians, it sets the stage for a more connected and open healthcare ecosystem that will deliver better outcomes for patients and providers while making global health systems more useable and equitable."

Today, hundreds of millions of outside data records have been exchanged and aggregated using Seamless Exchange. MU Health Care is currently using Seamless Exchange at two of its ambulatory clinics, Fulton Family Health Associates and Family Medicine – Mexico, and is planning to expand its deployment across its health system this year.

To see Seamless Exchange in action, visit booth #921 at the 2023 HIMSS Global Health Conference in Chicago, April 17-21, 2023. Oracle is also sponsoring the Interoperability Showcase, which demonstrates the value of interoperability for connecting health and care, with related solutions featured in booth #7946.

## *Portuguese Insurer Fidelidade Transforms Customer Experience with DXC Technology*

3 April 2023

Fidelidade, a leading Portuguese provider of life and non-life insurance, has partnered with DXC Technology to successfully implement a new Customer Data Hub to manage almost one billion records and enable more personalized services for Fidelidade's 2.3 million customers.

Fidelidade has 100-year history in the Portuguese insurance market, providing policies across a variety of industries including automotive and health.

To provide an improved digital experience for its customers, Fidelidade has implemented a new Customer Data Hub. By moving 980 million customer records to a centralized database running on Qlik Replicate Technology and the Mongo Database, Fidelidade now has rapid access to real-time information, enabling it respond to customer requests faster, and become more agile in the market.

Processing up to 250,000 daily interactions from 1.2 million mobile users of Fidelidade's app and website, DXC has also implemented data analytics to enhance and personalize policy choices for customers.

"Our new Customer Data Hub has improved experiences for our customers, intermediaries and employees," said António Dias, Enterprise Architect at Fidelidade. "As we extend our customer base across different countries and regions, it is important we have the right technology in place to manage our business effectively."

"The insurance industry is going through massive transformation, rapidly adopting digital technologies to make it more agile and customer centric. As a leading global provider of solutions for the insurance industry, DXC has an important role to play. We're delighted to be partnering with an important player in the Portuguese insurance market on their digital transformation" added Manuel Maria Correia, General Manager, DXC Technology, Portugal.

With more than 40 years of innovation in the insurance industry, DXC is one of the world's leading insurance software and business technology services providers. Along with an ecosystem of partners, it is helping to digitalize some of the biggest players in the market, including the London Insurance Market.

## *Procore Launches Digital Transformation Program with the Philippine Constructors Association to Upskill Local Construction Workforce*

6 April 2023

**Procore Technologies, Inc.**, a leading global provider of construction management software, and the **Philippine Constructors Association Inc. (PCA)**, have signed a Memorandum of Understanding (MOU) to launch a PCA Digital Transformation Program in the Philippines. This partnership aims to extend the network of technically-skilled professionals in the construction industry, and is expected to upskill 150 PCA members in using Procore's construction management software in 2023.

“The construction industry is slow in keeping up with the advancement of technology - not for the lack of technology solutions, but rather a skills gap in using the technology. Providing the necessary tools and training is critical in moving the entire industry forward into a more productive, efficient and safe environment to work in. Procore is excited to be a key player in accelerating the digital transformation journey for the construction workforce in the Philippines,” said Bruce Wells, Vice President of Asia, Procore.

According to the **Procore How We Build Now 2022 benchmark report**, construction firms in the Philippines understand that digital transformation is vital to overcome challenges in the industry, from the increasing cost of raw materials and equipment, maintaining safety, to improved productivity and staff management. In fact, research related to the survey found that Filipino construction professionals recognise the benefits of construction technology, in particular the reliance on human labour (55%), the ability to handle more projects (54%), and resource efficiency through less rework (53%).

To kickstart the PCA Digital Transformation Program, PCA identified nine individuals from its partners and member firms who will first be trained by a Procore strategic product consultant on the Procore platform. Following the training, these selected PCA members will then be qualified to serve as trainers that will lead technical workshops for the rest of the PCA members.

PCA members will receive complimentary access to the Procore account, and will undergo technical workshops on project management, quality and safety and more. Upon concluding the workshops, the members will complete online certification courses which validate their knowledge and expertise in using the Procore construction management platform.

“Globally, the construction industry is facing a skilled workforce shortage that cannot be solved overnight. The Philippines’ construction industry is therefore undergoing a rapid digital transformation push to address this challenge, by enhancing the productivity and upskilling our current workforce to ensure they stay relevant and competitive in the global arena. We are thrilled to be partnering with Procore to help future-proof our local construction industry, and be a frontrunner in the digital era,” said Barry Paulino, Executive Director, PCA.

### *Synopsys Accelerates First-Pass Silicon Success for Banias Labs' Networking SoC*

6 April 2023

Synopsys, Inc. announced that Banias Labs achieved first-pass silicon success for its optical DSP SoC using Synopsys 112G Ethernet PHY IP and EDA Design Suite. In 2021, Banias selected Synopsys' IP due to its low latency, flexible reach lengths, and maturity on 5nm process technology. Synopsys provided Banias Labs with a comprehensive IP solution that included a routing feasibility study, packaging substrate guidelines, signal and power integrity models, and thorough crosstalk analysis. In addition, Banias leveraged Synopsys' EDA Design Suite to deliver high quality of results with optimized power, performance, area and yield.

"Today's high-performance computing infrastructure requires trusted and complete solutions for high-end design," said Amnon Rom, CEO at Banias Labs. "Using Synopsys EDA Design Suite to integrate Synopsys Ethernet PHY IP with custom features and capabilities into our chip

offered the solutions we needed to boost system performance and accelerate our time-to-market."

"Implementing ultra-high-speed Ethernet designs comes with significant power, area, packaging, and signal integrity challenges," said John Koeter, senior vice president of marketing and strategy for IP at Synopsys. "Synopsys provides companies like Banias Labs with high-performance, low-latency solutions that enable hyperscale data center, networking, AI, optical module and Ethernet switch SoCs for emerging high-performance computing designs."

### *Unilever Goes Cloud-Only: Accenture and Microsoft Complete One of the Largest Cloud Migrations in Consumer Goods Industry*

3 April 2023

Accenture, Microsoft and Unilever have completed one of the largest and most complex cloud migrations in the consumer goods industry. The migration has helped Unilever—whose 400+ brands are used by 3.4 billion people daily—become a cloud-only enterprise.

Accenture and Microsoft, together with their joint venture, Avanade, worked closely with Unilever to deliver the transformation in just 18 months with minimal disruption to business operations. It has not only helped ensure resilient, secure and optimized operations for Unilever but also provides a platform to drive innovation and growth.

With Azure as its primary cloud platform, Unilever will be able to accelerate product launches, enhance customer service and improve operational efficiency. Additionally, the move to Azure aligns with Unilever's sustainability commitment by helping the company to build on the progress it's making towards curbing carbon emissions.

The creation of an agile, high-performing digital core that delivers greater efficiency will provide Unilever with increased computing power to explore new ways of working. Unilever's adoption of a cloud-only approach will significantly improve business resilience, strengthening security and enhancing control of the IT landscape.

Accenture, Microsoft and Unilever have set a new benchmark for cloud transformation in the consumer goods industry including:

- Unlocking new innovation opportunities, such as utilizing industrial metaverse technologies that use real-time data from factory digital twins to accelerate lighthouse factories of the future and build upon existing cloud data platform to power insights and predictions.
- Accelerating the ability to identify trends and make decisions faster. By leveraging the power of the cloud, artificial intelligence and its strong data foundation, Unilever can forecast and adapt to changing market needs faster than ever before. For example, this will enable Unilever to achieve perpetual breakthroughs in research and development, allowing for new and innovative products to be developed faster and with greater efficiency.

- Embracing the latest in AI to drive better experiences by applying Azure OpenAI Service across Unilever’s business to drive increased automation, enabling better customer and employee experiences.
- Reducing its carbon footprint by exiting its datacenters and introducing Green Cloud Advisor, which facilitates Unilever’s transition to a more sustainable and efficient cloud environment.

Steve McCrystal, chief enterprise & technology officer, Unilever said, “Unilever is a truly data-powered organization. We’re using advanced analytics to make better-informed decisions quicker than ever before. Working with Accenture and Microsoft on this global transformation project, we can respond to ever-changing consumer needs faster, allocate our resources more effectively to focus on what drives growth, and bring services and products to the market faster.”

Nicole van Det, senior managing director at Accenture and global account lead for Unilever, said, “The path to business resilience now and in the future is through total enterprise reinvention—which involves the transformation of every part of the business—with cloud at the core. With access to the full continuum of cloud capabilities, including generative AI, Unilever has the elasticity to drive innovation faster, accelerate growth and continue to set the pace as a digital powerhouse and leader in its industry.”

“Together with Accenture, we’re proud to expand our longstanding partnership with Unilever,” said Judson Althoff, executive vice president and chief commercial officer, Microsoft. “With Microsoft Azure as its cloud foundation, Unilever’s end-to-end digitization will enable rapid innovation across its entire business. From embracing the industrial metaverse across its factories to reimagining how its lines of business can do more with tools like Azure OpenAI Service, Unilever’s digital-first approach will empower it to grow resiliently and exceed the industry’s pace of innovation.”

### *Vietnam Housewares Drives Business Growth with Centric PLM*

3 April 2023

Centric Software®, the Product Lifecycle Management (PLM) market leader, proudly announces its partnership with Vietnam Housewares Corp., a furniture manufacturer specializing in producing and exporting hand-woven products and ceramic home décor. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell consumer goods such as fashion, footwear, luxury, outdoor, consumer electronics, cosmetics & personal care and food & beverage to achieve strategic and operational digital transformation goals.

Vietnam Housewares is an Australian joint venture based in Vietnam specializing in manufacturing and exporting handicrafts and wooden furniture. With satellite offices, staff and clients from the Americas, Australia, Europe and the United Kingdom, Vietnam Housewares carries a diversified product line of over 5,000 SKUs in their portfolio.

Being a global company, Vietnam Housewares recognized the necessity to adopt new systems such as PLM to resolve inefficiencies in operations and essentially drive business growth. Their teams work at different locations and time zones through emails and manual spreadsheets, causing response-time delays and operational bottlenecks. Without a single source of truth, teams struggled to gain access to information stored in local servers and gather scattered (or lack of) data.

Nathan Etinger, VP of Sales, Vietnam Housewares shares “We were deciding to either upgrade our current ERP system or put in a new PLM system. The decision came down to what is our immediate need and at this stage, our need is to streamline our sales processes and product development.”

Implementing Centric PLM® means driving business growth and boosting collaboration within the sales, marketing, R&D, costing and technical teams. Through Centric PLM, Vietnam Housewares is more equipped to effectively optimize R&D pipelines, information flows and product development processes.

On choosing a PLM partner, Etinger adds, “The Centric team really took their time to understand Vietnam Housewares’ needs and was able to show how they could support us. They were all experts about the software and demonstrated how it can streamline our current processes.”

Mr. Moc Lai, General Director at Vietnam Housewares shares, “We invested in Centric PLM as a critical tool for our front-line team. With product information that is always up-to-date, it will enable us to provide superior customer service and explore new business opportunities. With this innovative tool, we will be ready for any customer meeting, anywhere, anytime.”

Vietnam Housewares is Centric’s first furniture manufacturing customer in Asia Pacific. Chris Groves, President and CEO of Centric Software says, “We’re excited that more companies are seeing the power of PLM to execute their growth strategy. We are confident in supporting Vietnam Housewares in achieving their goals.”

## Product News

### *Aedo Launches Data Strategy Development Service to Empower Construction Companies with Comprehensive Strategic Data Insight Plans*

6 April 2023

Aedo, the world’s leading provider of Construction Data Solutions, is proud to announce the launch of its new Data Strategy Development service. This highly-focused advisory process is designed to help construction companies identify their current data challenges, assess business requirements, and create comprehensive strategic data insight plans that drive growth and profitability.

Aedo’s expertise in data-driven solutions and services for the construction industry has helped clients modernize their critical business systems and adopt new behaviors that enable data-

driven analytics and business intelligence. With the launch of the Data Strategy Development service, Aedo can now provide construction companies with tailored strategic insights that are specifically designed to meet their unique needs.

“As the construction industry continues to evolve and become more data-driven, companies need to have a comprehensive understanding of their data landscape and how it can be used to drive growth and profitability,” said Chris Ovens, CEO of Aedo. “Our Data Strategy Development service is designed to help construction companies identify their data challenges, assess their business requirements, and create comprehensive strategic data insight plans that drive growth and profitability.”

Aedo’s new Data Strategy Development service provides construction companies with a clear roadmap for using their data to achieve their business objectives. The service includes a comprehensive assessment of the company’s current data landscape, a review of business requirements, and the development of a strategic data insight plan that addresses the company’s specific needs. The plan includes a detailed description of the data required to achieve business objectives, an analysis of existing data sources, and recommendations for data management and analytics tools.

Aedo’s focus on data-driven solutions and services for the construction industry has helped clients accelerate growth, increase profitability, streamline productivity, and reduce financial risks. With the launch of the Data Strategy Development service, Aedo is well-positioned to continue to provide construction companies with the insights and tools they need to thrive in an increasingly data-driven industry.

In addition to the new service offering, Aedo also recently launched its new brand representing its commitment to providing leading-edge Construction Data Solutions to its clients. The company looks forward to continuing to work with clients and supporting their success.

### ***Aegis Software Releases Full Web-Enabled Lean Material Management Tools at the Hannover Fair 2023***

4 April 2023

Aegis Software, a global provider of Manufacturing Operations Management Software (MOM/MES), announces their new, comprehensive manufacturing material management suite, “Lean Material Management Anywhere”, available on a new innovative platform and device independent architecture.

As leading providers of Smart, flexible, high-performance MES for over 25 years, Aegis’ “Anywhere” architecture has evolved to address the ultimate needs for flexibility, security, and ease of deployment for the latest Aegis FactoryLogix manufacturing material management solution. A single web-based architecture supports any mix of cloud, hybrid, and on-premise solution services, with no need for software installation, configuration, or maintenance on clients, eliminating significant risk and cost of ownership. Each client has an open choice of devices and operating systems as deemed appropriate for each user instance. Self-configurable user interfaces focus on their specific roles, satisfying specific use-case requirements.

“Our customers' material management needs are complex, requiring support for the most varied and stringent needs,” states John Walls, Co-Founder and Chief Technology Officer, Aegis Software, who continues, “We designed the Lean Material Management Anywhere solution to be easily deployable on any of their chosen devices, and cover all key materials storage, logistics, consumption gathering requirements, etc. using simple configuration, rather than customization with code.”

FactoryLogix Lean Material Management Anywhere features many key material management functions within a single web-based environment, including material receiving, inspection, warehouse and local storage management, logistics operations decision and control, and automation of Lean material management. Continuous monitoring of material consumption and spoilage enables Lean Material Management Anywhere to precisely govern inventory management levels, with accountability back to ERP for each individual piece of material, with full “digital thread” traceability. The real-world values and benefits of manufacturing material management are broadly valued when external material supplies may be short or customer completion requirements suddenly change, representing the difference between being able to execute and complete work-orders or not.

“Material Management has become a huge area of value for our customers, who need stress-free visibility and control of their materials on a holistic, factory-wide basis, without the necessity for complex and restrictive software installation,” states Daniel Walls, Managing Director EMEA at Aegis Software, who adds, “Visitors to our booth in Hall 15, Stand F47 at the Hannover Fair, will have the first opportunity to see how FactoryLogix Lean Material Management Anywhere provides a unique and modern solution, that is easy to deploy and provides immediate benefit.”

Lean Material Management Anywhere is a module within the FactoryLogix holistic and modular IIoT-based Manufacturing Operations Management platform that delivers leading-edge technology with easily configurable modules to support and execute a discrete manufacturer’s strategy toward Industry 4.0. FactoryLogix manages the entire manufacturing lifecycle: from product launch to material logistics, through manufacturing execution and quality management to powerful analytics and real-time dashboards. This end-to-end platform helps companies accelerate product introductions, streamline processes, improve quality and traceability, reduce costs, and gain greater visibility for competitive advantage and profitability.

### *Aegis Software’s Latest Updates to the FactoryLogix MES Platform Enable Unmatched IIoT from Both Humans and Machines*

30 March 2023

Aegis Software, a global provider of Manufacturing Operations Management Software, announces new capabilities in their latest FactoryLogix® 2023.1 and 2023.2 releases. These releases mark another milestone in Aegis' commitment to making factory-wide standards-based IIoT (Industrial Internet of Things) simpler to achieve and delivering unmatched shop-floor MES via user-composable operator interfaces.

"Our customers know that Industry 4.0 success hinges on collecting and contextualizing data from all factory sources, both human and machine. Efficient data from operators require user interfaces tailored to each specific process and person, which means it must be composable. On the machine side of the data equation, connecting with smart machines is relatively easy. Contextualizing data from the endless PLC-controlled factory assets in the world and making that standardized and useful has been a time-consuming and sometimes difficult matter," stated Jason Spera, CEO, and Co-Founder, of Aegis Software. "With our latest release, we've solved the challenge of connecting to and standardizing data from PLCs. Now, a factory full of custom PLC-driven assets can easily transform all that low-level data into contextualized standard IIoT data streams and add those to the vast data acquired from factory operators interacting with FactoryLogix through its new citizen-composable user interface. We have truly completed the IIoT information fabric of a factory."

FactoryLogix 2023.1 and 2023.2 deliver enhancements across the entire platform. Below is just a fraction of the industry-leading features and benefits offered in this new release:

- **PLC Gateway** - Aegis' new PLC (Programmable Logic Controller) Gateway simplifies and enables real-time connection and data transformation into standards-based IIoT between PLC equipment and any software system. The gateway solution goes beyond basic data mapping by discovering and then transforming PLC data tags to a contextualized IIoT data standard, ensuring data is accurate and actionable. Now, operators and managers can achieve greater visibility across the entire factory floor and make informed decisions based on up-to-date information to drive continuous improvement.
- **Fractional Tracking During Production** - Aegis has expanded the ability to track units of measurement (volume, length, etc.) beyond the unit level during the production process. Now manufacturers have expanded support for even more process types and product types when leveraging the FactoryLogix platform.
- **Upgraded Composable Operator Interface** - When it comes to shop-floor interfaces, one size does not fit all processes or persons. The FactoryLogix composable user interface designer enables customers to craft a unique interface per operator station using a vast library of ready-to-use applets. Have a different interface layout and content per station, or one for the whole factory, or change them weekly as you learn operator preferences. No code, no building data models, no writing logic—just drag and drop. The latest upgrades have applets enabling further optimization of screen space, extended touch-screen-friendly features, and enhanced visualization of progress.
- **Integration with Arena PLM** -This integration automates data transfer between Arena PLM (Product Lifecycle Management) and FactoryLogix, eliminating duplicate data entries, reducing errors and inconsistencies, and creating a seamless digital thread from product design to production.
- **Enhanced 'Limit Rework Attempts'** - The enhanced 'Limit Rework Attempts' capability eliminates costly rework and repair actions by limiting the number of rework events by inspection code and the reference location.

- **Inventory Creation at Point of Material Loading/Scanning** - This new feature ensures increased efficiencies by minimizing the steps required to load new material at a station while validating barcode content. Material UIDs can be initialized from a complex barcode when loaded/validated at a workstation and then consumed as normal inventory.

FactoryLogix is a holistic and modular platform that delivers leading-edge technology with easily configurable modules to support and execute a discrete manufacturer's strategy toward Industry 4.0. FactoryLogix manages the entire manufacturing lifecycle: from product launch to material logistics, through manufacturing execution and quality management to powerful analytics and real-time dashboards. This end-to-end platform helps companies accelerate product introductions, streamline processes, improve quality and traceability, reduce costs, and gain greater visibility for competitive advantage and profitability.

### *Autodesk Forma: Our vision for a connected AECO industry*

4 April 2023

At Autodesk, we have a track record of helping customers embrace technological transformations.

First by enabling the shift from the drafting table to the computer with AutoCAD in 1982.

Then with Revit in 2002, introducing modeling-based design and building information modeling (BIM).

A few years ago, we extended the value of BIM by connecting architects and engineers to a shared Revit model in the cloud and to construction and operations with the Autodesk Construction Cloud (ACC), allowing all stakeholders to collaborate on shared information.

But the architecture, engineering, construction, and operations (AECO) industry continues to change at a rapid pace.

Expanding urbanization is driving demand. Complex projects are stressing timelines and budgets. Talent shortages are straining teams that are already stretched.

These challenges aren't going away, so BIM as we know it must evolve to meet industry needs. Too much data gets lost and recreated between the BIM phases of plan, design, build and operate.

We believe connected data will help our customers overcome these challenges. But first we must unlock the power of your data: to make it easier for you to move data between stakeholders and connect workflows, build intelligent processes on top of data, maintain a single source of truth in the cloud, and to deliver what customers like Arco are asking for.

"The architect's workflow has evolved over hundreds of years." said Richard Hogan, Project Lead & Architect at Arco. "Now we're entering a world that is data rich. We must evolve our workflow to create better performing, more sustainable buildings that fit into our cities."

### **Investing today to transform tomorrow**

You may recall that we first introduced Autodesk's industry clouds at AU. I want to walk you through what's next—and importantly, what it means for the software you already know and love, including Revit.

Autodesk Forma will be the industry cloud for AECO. It will reimagine BIM by leveraging next generation technology to connect data, teams, and workflows and enable more collaborative concurrent ways of working.

I'm excited to share that our initial Forma offering is almost here. On May 8, we'll usher in a multi-year journey when we launch the first set of capabilities with Autodesk Forma.

We're thrilled to be taking this leap forward and it's just the beginning.

The first Forma offering will leverage Spacemaker's powerful AI engine to deliver new conceptual design capabilities, predictive analytics and automations. Autodesk Forma will empower planning and design teams to digitally deliver projects with outcomes in mind from day one—creating a solid foundation for all subsequent project phases.

With bi-directional data exchange, you will be able to work fluidly between Revit and Forma, between initial planning and detailed design, between the cloud and the desktop, to improve the performance of your projects while you're designing. Being able to work on the same cloud model across Revit and Forma will give architects the agility to work iteratively rather than sequentially. And that's a big, big change.

We'll also continue to invest in Revit, as we have with today's release. The new capabilities in Revit 2024 are critical to getting your work done today. And they set the stage for next month's launch of Autodesk Forma and its first set of capabilities.

### **The “huge promise” of a cloud-connected industry**

With your data, teams, and processes connected in the cloud, you can make better decisions earlier in projects. You can harness AI, machine learning, and the Internet of Things to speed processes, reduce errors, and predict and solve problems before they happen.

Our customers like Hogan at Arco acknowledge this is a “big cultural change for the profession,” but the rewards of embracing data and the cloud, he says, are worth it.

Join me for a launch event on May 8 as we reveal the first set of Forma capabilities and bring together industry leaders to discuss how data will shape architecture practices of the future.

### ***Cadence Introduces Allegro X AI, Accelerating PCB Design with More Than 10X Reduction in Turnaround Time***

6 April 2023

Cadence Design Systems, Inc. announced the Cadence® Allegro® X AI technology, a next-generation system design technology that offers revolutionary improvements in performance and automation. The new AI offering is built on and accessed through the Allegro X Design Platform and offers transformative time savings for PCB design, with placement and routing

(P&R) tasks reduced from days to minutes and with equivalent or higher quality compared with manually designed boards.

P&R in PCB design is traditionally a manual time-intensive process that impacts time-to-market. The Allegro X AI technology leverages the scalability of the cloud for physical design automation, offering generative design of the PCB while ensuring the design is electrically correct and manufacturable. The new technology automates placement, metal pouring, and critical net routing, and is integrated with fast signal integrity and power integrity analysis. Using the generative AI capabilities, customers can streamline their system design process achieving a 10X or more reduction in PCB design turnaround time.

The Allegro X AI technology enables the following benefits:

- **Improved Productivity:** Dramatic reduction in design turnaround time by automating placement, leveraging a scalable architecture that uses compute infrastructure on the cloud.
- **Better Quality of Results:** Placement automation using generative AI enables feasibility analysis in the early phases of design. Exploring a much larger solution space than what is possible through manual methods, the technology drives optimization of metrics such as shorter wire lengths while adhering to the design constraints.
- **Efficient Design Closure:** Integrated tightly with system analysis technologies through the Allegro X Platform where the user can optimize the designs for electrical and thermal performance.

“Cadence is committed to delivering system design solutions that incorporate the power of AI and cloud technology to ensure the fastest turnaround times,” said Michael Jackson, corporate vice president of R&D at Cadence. “The new Allegro X AI technology extends Cadence’s technology leadership in PCB design and provides a transformative impact, offering customers greater productivity through AI-powered automation, improved engine performance and integration with Cadence’s system design and analysis product portfolio.”

### *CONTACT researches simplified AAS integration*

31 March 2023

As part of the AASHub research project, CONTACT Software has expanded its IoT platform with import and export functionality for the AAS. This enables the standardized integration of IoT components into digital twins and accelerates Industry 4.0 processes.

The digital twin is a key technology for the Industry 4.0. It holds the as-maintained condition of an asset, from its serial number to real-time operational data. To ensure that digital twins can interact with each other, asset information can be stored in a standardized exchange format: the Asset Administration Shell (AAS). The AAS allows for vendor-neutral communication between different components and systems, thereby increasing efficiency and productivity. For example, by providing all relevant product information for maintenance as well as a standardized maintenance request in the form of a submodel.

As part of the AASHub research project, CONTACT and partners developed a solution for the exchange of AASs between different software systems. It is intended, among other things, to simplify the integration of IoT components into the digital twin of an existing plant.

The project was coordinated by the Ruhr University Bochum and funded by EIT Manufacturing. Together with project partners Böllhoff Group, Prima Industrie, and ifm electronic, CONTACT explored two use cases for the AASHub. Both are based on CONTACT Elements for IoT, which was expanded to include functionality for the export and import of the AAS. The project focused on AASs of type 1, which are exchanged via AASX files.

In the first use case, users access a customer portal based on Elements for IoT to download their product's AAS. Once they have selected their product and specified the relevant submodels, Elements for IoT automatically generates the AAS and provides it as an AASX file.

The second use case addresses the import of AAS information into Elements for IoT, where it is then integrated into a digital twin or used to create a new one. For this purpose, users upload the relevant submodels of the AASX file to the platform via the import function. This use case comes into play when Elements for IoT is deployed as a production-related system or in the management of smart products.

“With the import and export functionality, we significantly increase the degree of automation for the integration of an IoT component into a digital twin,” says Dr. Thomas Dickopf of CONTACT Research. CONTACT will leverage the learnings from the project to expand its Elements platform with provisioning and integration mechanisms for the AAS.

As a member of the Industrial Digital Twin Association (IDTA), CONTACT contributes to the standardization of the AAS and its submodels with the aim to enable interoperability in heterogeneous component landscapes.

From April 17 to 21, CONTACT Software will present its solution portfolio at the Hannover Messe in hall 17, stand H20. At the OWL joint stand D27 in hall 7, visitors get the chance to experience the AAS import and export via the AASHub firsthand.

### *Datakit announces the general availability of release V2023.2*

4 April 2023

This release guarantees complete compatibility with the most recent updates of 3D engineering software or modelers.

Users of Datakit converters are now able to read files of ACIS 3D 2022 1.0, CATIA V5 3D V5-6R2023 (R33), Fusion 360 3D: 2.0.15509, Parasolid 3D V35.1, UG NX 2D: NX 2212 Release (up to 2212.4000), UG NX 3D: NX 2212 Release (up to 2212.4000) or to write parts or assemblies designed with CATIA V5 3D release R20.

A new data converter dedicated to NavisWorks is also available. It deals with the latest BIM solution in the Datakit range of products. It enables to retrieve files designed with NavisWorks, release 2016 to 2023.

Take advantage of Datakit visit at BIM World show in Paris to know more about our improvements, the quality and wealth of the solutions we propose.

### *Elysium - Release Announcement of 3DxSUITE EX9.1.9*

4 April 2023

Elysium has released 3DxSUITE EX9.1.9.

Key Enhancement

Changed support of CAD versions

\* Check the latest specification.

Product	Versions added in EX9.1.9	Supported Versions
CATIA V5 (Plug-in) Importer / Exporter	R33(V5-6R2023)	R25 – R33(V5-6R2023)
3DEXPERIENCE (Plug-in) Importer / Exporter	R2023x	R2018x – R2023x
NX (Plug-in) Importer / Exporter	NX 2212 Series	NX10 – NX 2212 Series
NX (Standalone) Importer	NX 2206 Series	UG10 – NX 2206 Series
Creo Parametric (Standalone) Importer	Creo Parametric 9.0	2000i – Creo Parametric 9.0
SOLIDWORKS (Plug-in) Importer / Exporter	2023	2017 – 2023
Parasolid (Standalone) Importer / Exporter	V35.0	V7 – V35.0
ACIS (Standalone) Importer / Exporter	R33	R6 – R33
STEP (Standalone) Importer / Exporter	AP242 edition3	AP203, AP214, AP242(ed1/ed2/ed3)
JT (Standalone) Importer / Exporter	v10.8	Importer v6.4 – v10.8 Exporter v9.0 – v10.8

3DXML (Standalone) Importer	R2022x, R2023x	R2010x – R2023x
STEP BOM (Standalone) Importer / Exporter	AP242 edition3	AP242 edition1 (IS), AP242 edition1 (TC), AP242 edition3

### *FARO Releases Hybrid Reality Capture*

4 April 2023

FARO Technologies, Inc., a global leader in 4D digital reality solutions, announced the release of Hybrid Reality Capture™, powered by Flash Technology™, a first-of-its-kind solution that delivers faster scanning for large-volume projects in architecture, engineering, construction, and public safety applications.

Accessed through FARO’s advanced workflows, Hybrid Reality Capture is the newest scan mode for Focus Premium Laser Scanner users. It combines the accuracy of a static 3D laser scanner with the speed of a panoramic camera. The unique combination of fast scans with colorized 360° images enables users to complete up to two weeks of on-site work in one week. Improving scanning speed by 100% means customers can complete projects faster without increasing costs.

“Hybrid Reality Capture is a best-of-both-worlds innovation that will improve on-site productivity and deliver state-of-the-art colorized visual clarity at a highly affordable price,” said FARO President and CEO Michael Burger. “Industries that have made tradeoffs between capturing 3D data accurately or quickly have been waiting for this hybrid solution and we are excited to bring it to our markets.”

Flash Technology will enable more frequent, faster data capture, requiring only 30 seconds per scan. Thanks to proprietary smart upscaling algorithms, the output includes all collected points, with images that look crisper than the same resolution scans with traditional methods. It will be available as an add-on subscription in the Stream mobile app.

### *HPE transforms data lifecycle management with expanded HPE Alletra portfolio with new file, block and data protection services*

4 April 2023

Hewlett Packard Enterprise announced new file, block, disaster and backup recovery data services designed to help customers eliminate data silos, reduce cost and complexity, and improve performance. The new file storage data services deliver scale-out, enterprise-grade performance for data-intensive workloads, and the expanded block services provide mission-critical storage with mid-range economics.

The new file and block offerings leverage a flexible architecture through HPE Alletra Storage MP, so customers can store, manage, and protect all data types from one unified platform, across the hybrid cloud. Together, the new data services provide an intuitive cloud operating

experience that enables customers to transform data lifecycle management and thrive in the age of insight.

“Customers today face unprecedented challenges in managing their data. The rapid increase in the volume and complexity of data has forced organizations to manage it all with a costly combination of siloed storage solutions,” said Tom Black, executive vice president and general manager, HPE Storage. “The new HPE GreenLake data services and expanded HPE Alletra innovations make it easier and more economical to manage multiple types of data, storage protocols, and workloads, allowing customers to focus on accelerating innovation and driving business results.”

Businesses of all sizes seek to leverage data to achieve better outcomes, while reining in data management costs and complexity. Meanwhile, the global volume of data generated is expected to double by 2026<sup>1</sup>. Organizations are now confronted with a chaotic array of workload types and data protocols, each requiring different support and management systems, and struggle to backup, protect, and recover the data they depend on to run their business.

To help organizations overcome this data lifecycle nightmare, HPE is introducing a new, modular storage solution configurable for block or file stores. The HPE Alletra Storage MP supports a disaggregated infrastructure with multiple storage protocols on the same hardware that can scale independently for performance and capacity. Customers benefit from a single, unified cloud platform to deploy, manage, and orchestrate data and storage services, regardless of the workload and storage protocol. The flexibility of HPE Alletra Storage MP provides better price for performance today and the ability to cost-effectively scale out infrastructure on the same hardware in the future, while enhancing investment protection. Also, the intuitive cloud experience powered by AIOps provides the ability to provision and manage storage without the need for specialized skills.

### **HPE GreenLake Enters File Storage Market and Expands Block Storage**

The new HPE file and block storage offerings, which leverage a flexible architecture from HPE Alletra Storage MP, are available through HPE GreenLake. Together, the ability to orchestrate and manage file and block data services from one unified platform allows customers to focus on leveraging the power of data to unleash innovation and gain competitive advantage.

HPE GreenLake for File Storage provides a scale-out service to accelerate processing of data-intensive workloads through enterprise performance at scale, with throughput of hundreds of gigabytes per second<sup>2</sup>. The new file storage service brings together the HPE GreenLake cloud experience and VAST Data software to establish a highly resilient file service designed for exabyte scale.

“At Agoda, our most vital assets are customer information and travel supplier data. We need a data platform that can easily scale performance and capacity to keep up with our growth,” said Idan Zalzburg, CTO, Agoda. “Agoda has always been about using the best technology for the task; to that end, the combination of HPE GreenLake with VAST Data technology makes perfect sense and we look forward to seeing HPE GreenLake for File Storage deliver best-in-class performance for years to come.”

HPE GreenLake for Block Storage is expanding to offer the availability, performance and scalability of mission-critical storage with mid-range economics. The new HPE GreenLake for Block Storage is the industry's first disaggregated, scale-out block storage with a 100% data availability guarantee. HPE GreenLake for Block Storage now offers better price for performance but with the same always-on, always-fast architecture designed to help customers meet SLAs for mission-critical applications and mixed workloads. Customers can get HPE Alletra Storage MP today in an upfront capital expenditure motion, with HPE GreenLake for Block Storage subscription services.

"Innovation is one of the pillars of our brand so we appreciate how HPE is at the forefront with their hybrid cloud vision and bringing the cloud operational experience on-premises," said Evan Scates, Enterprise Systems Manager, Dallas Cowboys. "We are a long-time HPE customer and believe the simple management, efficient scale and high performance delivered by the new HPE GreenLake For Block Storage will add even more value to our IT operations and customer experience."

### **HPE Delivers Seamless, Integrated Hybrid Cloud Data Protection**

HPE GreenLake now supports a unified approach to disaster recovery and backup and recovery.

- **HPE GreenLake for Disaster Recovery** reduces data loss and downtime through continuous data protection in HPE's global, scalable SaaS platform with flexible billing. Built with Zerto technology, HPE GreenLake for Disaster Recovery delivers fast, flexible recovery from any disruption using one simple unified, automated and orchestrated experience across multiple VMs.
- **HPE GreenLake for Backup and Recovery** protects on-premises and cloud workloads effortlessly and efficiently with unified management and a single data catalog across private and public cloud workloads. It also provides policy-based orchestration, superior storage efficiency and consumption-based billing delivered through a 100% SaaS solution.

HPE Pointnext Services are available to enhance organizations' data-first modernizations strategies and deliver a world-class customer experience. This includes services to design, deploy and manage data services and strategy, and a tier less collaborative technology support model.

### **Availability**

HPE GreenLake for File Storage and HPE GreenLake for Block Storage are orderable today. HPE GreenLake for Disaster Recovery is orderable in June 2023. HPE GreenLake for Backup and Recovery is generally available.

## *Important Bluebeam Announcement*

4 April 2023

Bluebeam has announced an extension for Bluebeam Revu versions 2019 and older. The updated End of Life (EOL) date for Bluebeam Revu 2019 and older versions will now be June 28, 2023.

This means you have more time to plan for your future use of Bluebeam products.

Starting June 28, customers using Bluebeam Revu versions 2019 and older will no longer have access to Bluebeam technical support for these unsupported licenses; they will also lose access to Studio.

End of support on older releases includes no more:

- Regular Bug Fixes, Service Pack Updates and Security Hotfixes.
- End-user access to Studio and other cloud-based services.
- Transferring or re-registering licenses.

To avoid any disruptions to your company's users, you should consider two options:

### **Option A: Upgrade to a newer version of Revu**

Take advantage of Bluebeam's latest technology and cloud and data-centric offerings by upgrading to Revu 21 and Bluebeam Cloud.

- If you are on active maintenance, you are eligible for a free upgrade to Bluebeam's most comprehensive subscription plan: Complete. This package includes comprehensive tools for accelerating and optimizing complex AECO projects at scale.
- If you do not have maintenance or it has expired, you can still purchase Bluebeam subscription plans. We encourage you to connect with a Bluebeam solutions expert at Applied Software, Graitec Group. Our team of experts can help you evaluate your options and choose the plan that best fits your business needs.

### **Option B: Continue using unsupported Revu**

You can continue to use the unsupported versions of Revu 19 and older, just keep in mind that Studio will no longer work for these products after June 28, 2023. If you want to continue using these older versions, Bluebeam has strongly recommended that you back up your work.

Bluebeam has said that license re-registration may continue to work. However, Bluebeam advises that this cannot be guaranteed after the EOL date due to the third-party dependencies and the unsupported nature of these retired versions.

This extension of EOL for Bluebeam Revu 2019 and older versions will enable your firm to ensure a timely transition with minimum disruptions.

## *nanoCAD Announces Upcoming Price Increase*

3 April 2023

The nanoCAD team is soon to release nanoCAD 23, a new version of the platform and its professional modules now equipped with more features to enhance your designs. We have been working hard on these new updates, and had to make a decision to increase prices to maintain the software's high standards of performance. The new prices are set to take effect in two weeks to ensure the nanoCAD users have ample time to plan for this price adjustment and take advantage of the current pricing before the price increase.

*"We understand that this announcement may cause some inconvenience to our customers, and we want to assure you that we are committed to providing you with the best possible value for your investment,"* said Herman Lokhorst, nanoCAD Product Manager. *"We will continue to offer competitive pricing while maintaining the quality of our software and services."*

There are still a few weeks for nanoCAD users to buy/renew at the old prices. Even if the user's current subscription has a few months to go, renewing will not cut them off. The new subscription will start from the expiration date of the current license.

nanoCAD is committed to continuous improvement and will keep adding new features and updating the software regularly to enhance the design experience for its customers. This will ensure that customers have access to the latest and most innovative design tools available.

We appreciate your understanding and continued support of nanoCAD, and we look forward to providing you with the top notch CAD solutions at affordable prices.

Thank you for choosing nanoCAD.

## *New Closet Expansion Update Now Available*

6 April 2023

**Microvellum's Product Engineering Team unveiled the latest update for the closet expansion,** which was launched last month and is compatible with the Foundation Library.

This comprehensive dataset contains a wide range of closet components, such as hutches, U-shaped and L-shaped configurations, straight sections, sliding doors, shoe shelves, pull-out systems, and LED strip lighting, among others. The dataset also includes an array of hardware options sourced from various suppliers such as **Hettich, Peka, Hafele, Blum, Grass, Kesseböhmer, Rev-a-shelf, Vauth Sagel,** and many others.

The closet expansion features options for System 32, which sizes all closet holes and parts at 32mm increments. Additionally, it supports all inserts available in the Foundation Library, including adjustable shelves, divisions, hanging rails, vertical and horizontal splitters, and wine racks, among others.

In terms of construction, the closet expansion provides support for a variety of fasteners, including screw, dado, dado and screw, cams, dado and cam, dowel, dowel and cam, dowel and screw, and invisible fasteners.

To remain competitive in an ever-changing industry and optimize your workflows for closet design and manufacturing, Microvellum's platform is an excellent option for any closet manufacturer.

### **A Game-changer for Closet Manufacturers**

Our software is tailor-made for woodworkers and provides various features and advantages that are specifically suited to the needs of closet manufacturers. If you are seeking to enhance your business operations and optimize your production process, you have come to the right place.

### **Flexible Tools for Closet Design**

Microvellum's platform for closet design offers a significant advantage in terms of product customization, allowing designers to quickly complete their tasks. The software allows designers to create custom layouts, shelving configurations, and storage solutions that meet the specific needs and preferences of each client. With Microvellum, designers can easily adjust dimensions, styles, and materials, ensuring that the final product is unique and perfectly tailored to the client's requirements.

In addition, our AutoCAD-based design environment (Toolbox) utilizes advanced 3D modeling tools that enable the creation of highly accurate and detailed designs. This ensures that each closet component fits together seamlessly, resulting in a final product of the highest quality.

### **Automated Closet Manufacturing**

For manufacturing closets, no other solution offers the same level of flexibility and automation to streamline the production process. Our software includes sophisticated automation tools that can perform a range of tasks such as generating cut lists, creating tool-pathing for CNC machinery, optimizing parts, and generating CNC code for your machinery. These automation features save time and reduce the risk of errors, allowing you to produce high-quality closet components efficiently and quickly.

Achieving precision is crucial when manufacturing closet components. Our software, Toolbox, employs sophisticated 3D modeling tools to produce designs that are highly accurate and detailed. As a result, each closet component fits seamlessly, minimizing waste and enhancing the overall quality of the final product.

Microvellum's open database structure provides seamless integration with other manufacturing tools, including CNC machinery, MRP, or ERP software. This integration allows easy access to the necessary information needed to operate these systems efficiently. As a result, the manufacturing process is streamlined, and productivity is enhanced, reducing the risk of errors.

## *Sage solutions built with Microsoft Azure now available to help simplify business for SMBs*

5 April 2023

Sage – a leader in accounting, financial, HR and payroll technology for small and mid-sized businesses (SMBs) – has announced the launch of Sage Intacct on Microsoft Azure in the US. This release comes shortly after the debut of Sage Active on Microsoft Azure in France, and is the latest demonstration of Sage's commitment to providing scalable solutions to SMBs globally.

The combination of Sage Intacct and Microsoft Azure offers SMBs in the US the power of Sage's award-winning cloud financials solution in Microsoft's secure and user-friendly cloud environment. Sage Active, Sage's new cloud native European accounting solution for SMBs, launched in France in February, and is set to launch in Spain and Germany later this year. With the availability of these core solutions on Microsoft Azure, SMBs can now benefit from the flexibility and scalability provided by the platform when selecting Sage products.

Eduardo Rosini, Executive Vice President of Partners and Alliances at Sage, said: "Today's announcement is a fantastic achievement in Sage's multi-cloud strategy. We're providing customers with access to Sage's flagship products on their preferred cloud platform and, together with Microsoft, we are providing the latest technology to help business flow for millions of customers worldwide."

Casey McGee, Vice President of ISV Sales and Digital Natives at Microsoft, added: "The need for SMB digital transformation continues to be essential to customer success. Sage is committed to providing customers with the platforms and tools needed to help their businesses thrive."

### **Simplifying business for SMBs**

In October 2022, Sage announced enhanced capabilities in Microsoft Teams to help customers simplify and automate workflows. Customers can now submit and approve accounting and people processes directly through Teams, reducing the need to toggle between solutions.

Today's expansion of the partnership between Sage and Microsoft provides SMBs with comprehensive, scalable solutions that are user-friendly, secure, and environmentally sustainable.

Lindan Elliott, Partner and Sage Practice Leader at WIPFLI, a leading Sage and Microsoft partner, added that the alignment between Microsoft and Sage is 'a real game-changer'. "The integrated offer allows us to deploy a fully configured solution coupled with an industry leading platform, providing us the ability to spend time on the highest value-add elements needed by our customers," he said.

### **Doing business together, sustainably**

The Sage and Microsoft partnership aligns with the sustainability objectives of both businesses, with a shared goal to promote sustainable development and low-carbon business practices globally through cloud-enabled technologies. Sage has pledged to fight climate change and

become net zero by 2040. Microsoft has pledged to be carbon negative by 2030, with a focus on four key areas of environmental impact to local communities: carbon, water, waste, and ecosystems.

### *Seequent unveils SLOPE3D: Advanced stability analysis tool to help engineers design safer slopes*

4 April 2023

Seequent, The Bentley Subsurface Company, announced the release of SLOPE3D, an advanced slope stability analysis tool that empowers geotechnical engineers and engineering geologists to design safer slopes.

Building on the capabilities of GeoStudio's trusted 2D SLOPE/W product, SLOPE3D is an intuitive limit equilibrium solution for analyzing rock and soil slopes in mining and civil projects – for example, hillslopes, open pit mines, and engineered structures such as dams and levees.

Chris Kelln, Director, Technical Solutions for GeoStudio, said, "SLOPE3D combines the most up-to-date research on 3D slope analysis techniques with the capabilities in SLOPE/W, a trusted tool for assessing 2D slope stability for over 30 years, providing a practical approach for capturing slope failure mechanisms for simple to complex geotechnical models."

"Ensuring the safety and reliability of engineered projects is at the heart of geotechnical engineering," Kelln added. "We specifically designed SLOPE3D to empower geotechnical and geological engineers to make confident decisions, improve safety, reduce project risks and costs, and ultimately design better infrastructure."

GeoStudio's powerful and easy-to-use interface provides a unique modelling and analysis experience. Multiple 3D geometries and analyses can be added to a single project and solved simultaneously. Geo-professionals can include SLOPE3D analyses in existing 2D stability projects for efficient results comparison.

SLOPE3D connects directly with Seequent's geological modelling software, Leapfrog, via Seequent Central, and integrates with GeoStudio's SEEP3D. This creates a seamless workflow with smooth data exchange and simpler data management to improve project accuracy and outcomes.

SLOPE3D can be purchased now from Seequent.

### *Stilo Announces Migrate 5.0: New Enhancements for Automated Content Conversion*

3 April 2023

Stilo Corporation, a leading provider of automated content conversion tools, has announced the launch of its latest software product, Migrate 5.0. This new release promises to provide even more robust and reliable conversion capabilities for organizations looking to convert legacy content (such as HTML, Word, and FrameMaker) into structured XML.

Migrate 5.0 builds on the success of Stilo’s previous content conversion solutions by incorporating new features and capabilities, including DITA 2.0, that make the conversion process even more streamlined and efficient.

One of the key new features of Migrate 5.0 is the upgraded framework which significantly improves performance and stability. With this new upgrade, Migrate 5.0 becomes a more potent and adaptable tool than ever, making it an indispensable solution for any organization seeking to optimize its data migration process.

Stilo’s CEO, Bryan Tipper, commented “We are excited to introduce Migrate 5.0 to the market. Our customers have been asking for even more powerful conversion capabilities, and this release delivers on that promise. We believe that this latest release will help organizations save time, reduce costs, and improve the overall quality of their content.”