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CIMdata News

Digitalization & PLM: Interview with Eaton

07 February 2020

CIMdata had the pleasure of speaking with Mr. Todd Earls, Vice President of Information Technology at Eaton, a global power management company doing business in over 175 countries. Mr. Earls leads an enterprise-wide digital design and manufacturing team that supports thousands of global users, including over 18,000 users of their core engineering data and process management systems and over 25,000 users of various mechanical computer-aided design (MCAD), simulation, application lifecycle management (ALM), virtual reality (VR), and the Internet of Things (IoT) tools, to name just a few categories of managed solutions. His team also supports over 300 manufacturing plants and various tools used by them.

Among the topics on the table for discussion were:

- What are some of the key product development/innovation issues faced by your company?
- Do you have any programs/initiatives in place to address these issues? E.g., digitalization.
- What challenges do you face in selling digitalization and PLM internally?
- How do you see the impact of simulation and optimization on your digitization efforts?
- Can you comment on simulation process and data management, simulation driven data science applications as key enablers for democratization of simulation?
- What challenges/issues do you face? Concerns like security, bandwidth, data lock in, managing hybrid environments; possibly migration
- What benefits/positive aspects of your digitalization or digital transformation do you expect?
- What is your general timeline for deployment?

Learn the answers to these questions and more in the full blog post available at:

<https://www.cimdata.com/en/resources/cimdata-blog/item/13366-digitalization-plm-interview-with-eaton>

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Getting in Deeper with Stan Przybylinski on Closed-loop Product Development

07 February 2020

We recently sat down with CIMdata's VP, Stan Przybylinski, and asked him to share his thoughts on the topic of closed-loop product development, an area of interest that he will be talking about at CIMdata's upcoming PLM Market & Industry Forum—Products, Smartly Connected.

One of the promises of smart, connected products is being able to capture product performance data using the IoT and to leverage this data to improve the product and other associated lifecycle processes. But how is this done exactly? The answer one gets is different for each solution provider.

In this interview Stan will offer answers to the following questions:

- What do you mean by closed-loop product development?
- What kinds of benefits are to be expected?
- How are the leading PLM solution providers addressing these issues?
- Where do we go from here?

To read the full interview visit <https://www.cimdata.com/en/getting-in-deeper-with-stan-przybylinski>.

To learn more about the topic of **Closed-loop Product Development** plan to join us at one of our upcoming [Market & Industry Forums](#) for PLM solution providers. For more information visit <https://www.cimdata.com/en/education/plm-market-industry-forums>

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Acquisitions

Accenture to Acquire Mudano, Enhancing Its Analytics and Data Transformation Services to Financial Services Firms in the UK

03 February 2020

Accenture has agreed to acquire Mudano, a strategic data consultancy to U.K. financial services firms, further enhancing its analytics, data and artificial intelligence (AI) transformation capabilities. Terms of the transaction were not disclosed.

Mudano's team of industry-focused data professionals will join Accenture Applied Intelligence, which employs more than 20,000 professionals worldwide who help clients scale AI, including 6,000 data scientists, data engineers and AI professionals. Mudano's data advisory expertise and technology solutions will complement Accenture's existing capabilities and strengthen its commitment to helping clients generate measurable value and return on investment from large-scale transformation projects.

Founded in 2014 and headquartered in London, with a presence in Edinburgh, Scotland, Mudano uses advanced analytics, applied data science and modern data technologies to help the U.K.'s largest banks, insurers and wealth management firms transform key areas, such as customer behavior analytics, financial crime-prevention and intelligent data management.

“Our research shows that U.K. businesses are struggling with how to scale technologies like artificial intelligence to deliver business value — and financial services is no exception,” said George Marcotte, a managing director at Accenture who leads its Applied Intelligence group in the U.K. & Ireland.

“Mudano’s focus on helping clients build a ‘data culture’ aligns perfectly to Accenture’s Applied Intelligence strategy. By creating a strong data foundation — supported by the right skills, stakeholders and technologies — our clients can transform at speed and scale and fuel real change for their business.”

Ed Broussard, Mudano CEO, said, “Accenture’s reputation for excellence and large-scale delivery will enable us to help clients realize the benefits of data transformation — from setting the strategy and building the culture to leveraging the game-changing insights that data analytics can bring. We are excited to become part of one of the world’s leading companies and look forward to the opportunities this will bring for our employees and clients.”

Accenture Applied Intelligence has received several recognitions from leading industry analyst firms in 2019, including being named a worldwide leader in AI vendor services by IDC. In the past several months Accenture Applied Intelligence has acquired Clarity Insights, Pragsis Bidoop and Analytics8, further enhancing its ability to meet growing client demand in the U.S., Spain and Australia, respectively.

“Our acquisition momentum in Applied Intelligence over the past six months enables us to deliver AI at scale to clients around the world across a range of industries,” said Athina Kanioura, chief analytics officer and global lead, Accenture Applied Intelligence. “By bringing new talent and capabilities into our business, we complement our ongoing organic growth strategy and increase our speed to market.”

In its 2019 fiscal year, Accenture invested nearly US\$1.2 billion on 33 acquisitions globally to acquire critical skills and capabilities in strategic, high-growth areas of the market.

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Atos completes the acquisition of Maven Wave

05 February 2020

Atos announced the completion of its acquisition of Maven Wave, a U.S.-based cloud and technology consulting firm specialized in delivering digital transformation solutions for large enterprises. With this acquisition, Atos reinforces its global leadership in cloud-solutions for applications, data analytics and machine learning in hybrid and multi-cloud platforms.

After being awarded the Google Cloud Breakthrough Partner of the Year in 2019, Atos continues to build its Google Cloud solutions capabilities, notably by welcoming more than 330 Maven Wave employees, recognized as some of the best teams globally. The company now holds ten Google specializations and is recognized as the Google Cloud North America Services Partner of the Year for the last two years running.

The addition of Maven Wave’s expertise into the Atos portfolio further accelerates the transformation and growth in North America and enforces the company’s commitment to extend and enrich its digital portfolio across the globe.

“We continue to build deep capabilities in delivery of digitalization services that enable our clients to transform and deliver the experiences their customers want and expect across all industries” said Elie

Girard, Atos CEO. “Our Cloud services expertise is second to none, as we provide a complete spectrum of specializations ranging from infrastructure and cloud migration to data analytics and machine learning. Our range of digitalization services, coupled with the relationship we’ve built with Google Cloud, makes us the number one Google Cloud partner across the globe.”

“Together, Maven Wave and Atos create the strongest Google Cloud services portfolio offered anywhere, providing customers proven expertise and knowledge in executing their digital transformation and delivering outstanding experiences to their customers,” commented Maven Wave Founders Brian Farrar, Jason Lee and Jeff Lee.

In April 2018, Atos entered into a unique global partnership with Google Cloud to accelerate the creation of secure hybrid cloud solutions, data analysis and machine learning, as well as the connected work environment. The partnership included the opening of AI labs around the world - at Atos’ offices in London, Dallas, Munich and Paris. The acquisition of Maven Wave not only strengthens Atos’ Google Cloud partnership in North America, but also in more than 20 countries where the alliance is operating.

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Koch Industries Agrees to Acquire All of Infor

05 February 2020

Infor announced that an affiliate of Koch Equity Development LLC, the investment and acquisition subsidiary of Koch Industries, Inc., has entered into a definitive agreement to acquire the remaining equity stake in Infor held by Golden Gate Capital. At the close of the transaction, Infor will become a standalone subsidiary of Koch Industries, and will continue to be operated by the company’s current management team from its headquarters in New York City.

In addition to being a key enterprise customer, Koch has been an investor in Infor since 2017. With the strength of its balance sheet and a AA corporate credit rating, Koch intends to quickly position Infor as one of the most well-capitalized companies in technology. Koch companies have made more than \$26 billion in technology-related investments in the past six years, transforming a global portfolio of businesses spanning multiple industries.

“Koch’s decision to acquire Infor is a strong endorsement of our product strategy and focus on creating innovative solutions for our customers,” said Kevin Samuelson, CEO of Infor. “As a subsidiary of a \$110 billion+ revenue company that re-invests 90% of earnings back into its businesses, we will be in the unique position to drive digital transformation in the markets we serve. We are rapidly expanding our industry-specific CloudSuites and offering customer experiences and outcomes that are well beyond what is standard in enterprise software.”

“Software is no longer an industry vertical; it is a disruptive layer that is transforming every facet of society,” said Jim Hannan, executive vice president and CEO of enterprises for Koch Industries. “As a global organization spanning multiple industries across 60 countries, Koch has the resources, knowledge and relationships to help Infor continue to expand its transformative capabilities.”

Infor has invested approximately \$4 billion in product design and development to deliver industry-specific CloudSuites that solve the most challenging operational issues for over 68,000 customers around the globe. Infor’s CloudSuites are cloud-native, industry-specific and built to help companies modernize and drive immediate, tangible impact. Infor’s key industries include manufacturing, distribution, healthcare, public sector, retail and hospitality.

“Golden Gate Capital founded and began building Infor 18 years ago,” said David Dominik, co-founder of Golden Gate Capital. “We are selling our remaining stake to Koch Industries, our partner in Infor for the past three years, because of the significant strategic value between Infor and Koch.” Golden Gate Capital Managing Director Rishi Chandna added: “Over the past several years working with Koch Industries and the management team, it is very apparent that there is a great partnership with Koch that will take the company to its next level of success. We are very proud to have worked with the management team in transforming Infor repeatedly over the years as the market has evolved.”

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Company News

3D Systems announces expanded relationship with Sanmina

03 February 2020

3D Systems announced an expanded relationship with Sanmina, a global leader in integrated manufacturing services, to manufacture certain plastic 3D printing platforms. This latest agreement builds on an existing multi-year relationship that originally included the manufacturing of 3D Systems’ Figure 4® platform, and will now expand to include all plastics hardware at its Marine Drive manufacturing facility in Rock Hill, South Carolina. Relying on Sanmina’s global scale and industry-leading manufacturing capabilities enables 3D Systems to focus more capital investments in R&D, plastics material manufacturing, software, application development, and services to accelerate innovation and maintain competitive advantage.

“Three years ago, 3D Systems set out to have world-class manufacturing capabilities for our products,” said Phil Schultz, executive vice president, operations, 3D Systems. “We’ve had an ongoing relationship with Sanmina to manufacture our Figure 4 platform, and their expertise with our products, their commitment to quality, their understanding of our operations is incredibly valuable. We’re confident that this expanded relationship with Sanmina will allow us to continue to deliver best-in-class solutions to our customers and will provide 3D Systems greater competitive advantage through a lower cost-structure.”

“We’re excited to grow our relationship with a world-leader in digital manufacturing solutions,” said Mike Giggey, SVP, business development, Sanmina. “We’re committed to applying our expertise in manufacturing to continue to exceed customer expectations and deliver the highest quality 3D printers available.”

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Accenture Opens Innovation Hub in Hyderabad to Help Clients Develop and Scale Products and Services for the Digital Economy

04 February 2020

Accenture opened a new Innovation Hub in Hyderabad, where clients can co-innovate with Accenture by ideating, rapidly prototyping and then scaling disruptive products and services for the digital economy.

The latest addition to Accenture's global innovation network, the Hyderabad Innovation Hub is spread over 300,000 square feet where clients can co-innovate and co-create solutions with more than 2,000 Accenture professionals with expertise across multiple industries and advanced technologies such as artificial intelligence, security, extended reality, automation and blockchain.

“Our research shows that organizations are struggling to achieve their innovation goals, due to the lack of an enterprise-wide strategy for technology investments and adoption,” said Bhaskar Ghosh, group chief executive, Accenture Technology Services. “Through our leading advanced technology capabilities, we help clients scale their technology investments and bridge the innovation achievement gap. Our Innovation Hub in Hyderabad has the pieces our clients require to accelerate value creation through enterprise-wide, game-changing innovation.”

One of the highlights of this innovation hub is that it houses Accenture's first Nano Lab in the Asia-Pacific region, offering clients a window into the latest breakthroughs in applied research from Accenture Labs worldwide. The Nano Lab showcases uses for a range of advanced technologies including artificial intelligence, extended reality and security, and allows clients to connect with researchers located in Accenture Labs globally through immersive sessions and workshops.

The Innovation Hub in Hyderabad will join others in Bengaluru, India; Recife and Sao Paulo, Brazil; Toronto, Canada; Shenzhen, China; Helsinki, Finland; Tokyo; Zurich; Perth, Australia; Singapore; and 11 Innovation Hubs in the United States, including Atlanta; Boston; Chicago; Detroit; Houston; New York; San Francisco; Seattle; and Washington, D.C., to seamlessly bring the best of Accenture's innovations to clients across geographies and industries.

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Altair Now Accepting Global Submissions for the 8th Annual Altair Enlighten Awards

03 February 2020

Altair is pleased to announce that the 2020 Altair Enlighten Awards is now open for submissions. Presented jointly with the Center for Automotive Research (CAR), the 8th Annual Enlighten Awards were created to acknowledge the world's best initiatives to reduce vehicle weight and meet emissions targets, inspiring breakthrough innovations to push the industry towards a more sustainable future.

Recognizing commercial automotive lightweighting achievements and technologies, the Enlighten Awards will be presented in four categories:

Full Vehicle – exceptional achievement in the lightweighting of an entire vehicle.

Module – innovation in the lightweighting of a subsystem or component.

Enabling Technology – any technology that enables lightweight innovation in a vehicle, such as a material or joining technology.

Future of Lightweighting – innovative ideas, processes, materials, and technologies that have significant potential to support lightweighting initiatives but have yet to be leveraged on a production vehicle platform.

“At Altair, when we contemplate the perils of global warming and climate change, we think ‘what can we do to help?’ We believe passionately that our solutions help customers fundamentally rethink and redesign vehicles to reduce weight without reducing performance,” said James Scapa, Altair’s chief executive officer and founder. “So, eight years ago, we introduced the Altair Enlighten Awards to recognize industry innovative ideas that drastically lower vehicle weight for emission reduction and cost saving.”

“We are once again pleased to partner with Altair for this award in conjunction with the annual CAR Management Briefing Seminars,” said Carla Bailo, president and chief executive officer, Center for Automotive Research. “The initiative offers a tremendous opportunity for entrants to be known globally for their unique approach to innovative solutions for the future of mobility. We look forward to rewarding the key contributors to this success.”

The 2019 Altair Enlighten Award recognized seven projects including:

Ferrari’s Portofino, weighing an impressive 80 kg less, while being 35 percent stiffer than the outgoing model.

FCA’s fourth generation Jeep Wrangler weighing 92 kg less than the previous generation vehicle, it employs an advanced strategy of lightweight aluminum, SMC and high strength steel.

ZF with its latest knee airbag (KnAB) design, claimed the Module category, with General Motors & Continental Structural Plastics for the CARBONPRO Pickup Box as runners up.

A feasibility study for #ULTRALEICHTBAUSITZ, a collaborative effort by Alba tooling & engineering, Automotive Management Consulting GmbH, and csi entwicklungstechnik GmbH. #ULTRALEICHTBAUSITZ aims to completely re-think car seat design from scratch through consequent use of cutting-edge generative technologies with the philosophy of “form follows force.”

Material Sciences for MSC Smart Steel, the first ever spot weldable low-density composite laminate to be used in a body application.

For more information, including information on the 2019 winners and to submit an entry please visit <https://www.altair.com/enlighten-award/>. Entries must be received by May 31, 2020. Final judging will occur in June and winners will be announced in an awards ceremony on August 4, 2020 at the annual CAR Management Briefing Seminars (MBS) held in Traverse City, Michigan.

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CAP GEMINI issues Smart Factories in Automotive Report

05 February 2020

The automotive industry is motoring ahead of its peers in terms of smart factory adoption and is set to increase investment by over 60% in the next three years, resulting in productivity gains of more than \$160bn, according to a new research report from The Capgemini Research Institute.

The “How automotive organizations can maximize the smart factory potential” report tracks deployment of smart factories by automotive Original Equipment Manufacturers (OEMs) and suppliers in 2019, compared to equivalent research from 2017/18. It found that both projected investment levels and productivity gains relating to smart factories are significant, but that only a minority of automotive firms

are fully ready to take advantage through deployment at scale. Capgemini's analysis ranks 72% of automotive firms as 'novices'[1], compared to just 10% being 'frontrunners'[2] who are ready to realize the full potential of smart factories at scale (18% of OEMs were frontrunners vs. 8% of suppliers).

Key points of the report include:

Automotive industry has exceeded previous expectations on smart factory development

In the last 18-24 months, 30% of factories in the industry have been made smart[3]; ahead of the 24% that executives said they had planned in 2017/18. Capgemini also found that almost half (48%) of executives believe they are 'making good or better than expected' progress on their smart factory roadmap, compared to 38% who responded to this same question 18 months earlier.

"There are three primary reasons why we took up the smart factory initiative," says Dr. Seshu Bhagavatula, President, New Technologies and Business Initiatives at Ashok Leyland, one of the largest heavy vehicle manufacturers in India. "The first is to improve the productivity of our old factories through modernizing and digitizing their operations. The second is to deal with the quality issues that are difficult for human beings to detect. And the third is to incorporate made-to-order or mass-customization capabilities. All these formed part of a massive internal strategic program called Modular Business Program."

Automotive is moving faster than other industries

In the next five years, the automotive industry has aggressive plans to convert further 44% of its factories into smart facilities, followed by 42% in discrete manufacturing, 41% in process industries, 40% in power, energy and utilities, and 37% in consumer products. This aggressive expansion is reflected in a 62% increase in the proportion of overall revenue the industry plans to invest in smart factories. Automotive companies will be investing into a combination of greenfield and brownfield facilities: 44% intend to take a hybrid approach, 31% to build brownfield factories (estimated to cost \$4mn-\$7.4mn per facility for a top-ten OEM), and 25% greenfield (at a cost of \$1bn-\$1.3bn per factory) – considerably more expensive, but easier to make efficient by design.

Investment in smart factories reflects a huge productivity opportunity

By 2023, the research estimates that smart factories could have delivered a productivity gain in the region of \$135bn (average scenario) to \$167bn (optimistic scenario): an annual improvement of 2.8%-4.4%, and an overall productivity gain of 15.1%-24.1% for the industry as a whole by 2023. The potential for these gains is already being demonstrated by companies such as Mercedes-Benz Cars[4], which has achieved a fourfold reduction in rejection rate on some key components through its use of advanced data analytics to create self-learning and self-optimizing production systems.

"Automotive companies have progressed better on their smart factory initiatives in the last two years and clearly plan to increase the pace of adoption from here onwards. Today, auto OEMs and suppliers are committing significant investment, and by 2023, we can expect these investments to pay off with organizations realizing annual productivity gains of at least 2.8% to 4.4%," said Markus Winkler, Global Head of the Automotive Sector at Capgemini. "However to get there, auto firms must address gaps in the talent pool, technology strategy and organizational commitment to deploy at scale, and realize the full benefits offered by smart factories. While smart factories are a critical part of the Intelligent Industry, OEMs and suppliers must also focus on smart operations including smart asset management, smart supply chain and service management to completely unlock the potential of the various technologies."

Gains are yet to be realized

While the industry has set stiff KPI targets for its smart factories, these are a long way from being fulfilled: of the 35% productivity improvement target, just 15% has been achieved so far, and there has been only an 11% improvement in Overall Equipment Effectiveness (OEE) and reduced stocks/WIP, compared to targets of 38% and 37% respectively. This demonstrates that many initiatives are yet to be scaled fully.

For automotive organizations to deploy smart factories at scale, the new report recommends them to set and commit to a vision, work hard to integrate IT solutions, and strengthen IT-OT convergence. Furthermore, they would need to build a talent base for the future and nurture a culture of data-driven operations.

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Dassault unveils Strategic Direction for coming years

06 February 2020

Dassault Systèmes unveiled its strategic direction for the coming years, focused on transforming how people are cured and helping them live a better life by making the virtual twin experience of the human body possible. Virtual twin experiences open up new possibilities for life sciences and healthcare by enabling research, medical, surgical and other health-related disciplines to understand, model, search, test and treat a human body as precisely, safely and effectively as other industrial disciplines already can with cars, buildings or airplanes.

“In 1989, we created the first virtual twin of a giant airplane, the Boeing 777. In 2012, observing that the world was shifting to an experience economy that values usage over product, we dared to imagine a platform that would use comprehensive virtual twins of things as the place to navigate, evaluate, and holistically experiment with an idea to make it reality. We named it the 3DEXPERIENCE platform. Our customers, as they adopt it, are making it the catalyst and enabler of the Industry Renaissance,” said Bernard Charlès, Vice Chairman and CEO, Dassault Systèmes. “Our ambition to harmonize product, nature and life remains the same, while its scope is broadening. It has led us to develop a new understanding of life and nature. Today, we're capable of applying the knowledge and know-how we acquired in the non-organic world to the living world, extending our focus from things to life. The virtual twin experience of the human body will enable us to invent new ways of representing life by understanding and representing the invisible, and make a lasting contribution for the benefit of all.”

From its DNA to its organs, the human body holds complex mysteries yet to be uncovered by science. Inefficiencies in today's world of research and medicine, compounded with the need for more precise, affordable patient care, have made the healthcare industry ripe for technological innovation that can transform how therapies are discovered, developed, commercialized, produced and used.

A virtual twin experience of the human body with the 3DEXPERIENCE platform integrates modeling, simulation, information intelligence and collaboration. It brings together biosciences, material sciences and information sciences to enable stakeholders to project the data for an object into a complete living virtual model that can be fully configured and simulated. Industry, researchers, physicians and even patients can visualize, test, understand and predict what cannot be seen – from the way drugs affect a disease to surgical outcomes – before a patient is treated.

To support its new ambition, Dassault Systèmes will focus on developing its leadership in the Life sciences and Healthcare sector alongside two other strategic sectors of the economy: Infrastructure and Cities, and Manufacturing industries. These sectors share similar development processes and

sustainability needs in their efforts to improve quality of life, whether through more affordable and precise therapies, optimized infrastructures, or better use of the environment. Because experience is human, experience is about enjoying art, science and technology to imagine and create a better world for all. And this world must be sustainable.

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Fujitsu Named to FORTUNE Magazine 2020 List of "World's Most Admired Companies" for Second Year Running

05 February 2020

Fujitsu announced that it has been named to FORTUNE Magazine's 2020 list of "World's Most Admired Companies" for the second year in a row.

This year, 680 companies were nominated from 30 countries as the "World's Most Admired Companies," of which 330 were selected (15 of which were Japanese companies). Fujitsu was selected in the category for the IT Services industry and was highly-evaluated in areas including Global Competitiveness, Social Responsibility and Innovation.

Conducted through a partnership between Fortune Magazine and Korn Ferry(1), the annually published "World's Most Admired Companies" list is determined based on a survey of a combined 15,000 executives, directors at global companies, and analysts. Companies are evaluated based on nine categories: Innovation, People Management, Use of Corporate Assets, Social Responsibility, Quality of Management, Financial Soundness, Long-Term Investment Value, Quality of Products/Services, and Global Competitiveness. Companies that receive high evaluations in these categories are selected for inclusion in the list.

As a truly global ICT company, Fujitsu will continue to contribute even further to the development of a sustainable planet and society, promoting corporate activities from a perspective of Environment, Society, and Governance (ESG).

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Fujitsu to Launch New DX Company "Ridgelinez Limited" Streamlining Customer Digital Transformation Journeys

03 February 2020

Fujitsu announced the establishment of a new company, "Ridgelinez Limited", dedicated to offering dynamic, comprehensive guidance to customers throughout their digital transformation (DX) journeys. Ridgelinez will officially begin operations on April 1, 2020.

As the vanguard for the Fujitsu Group's DX business, Ridgelinez will spearhead and further accelerate the development of new opportunities for growth in this exciting commercial frontier. With a new, more nimble business framework, the company will possess the flexibility and mobility vital to fully delivering on the promise of DX for enterprises small and large alike.

A New Model to Deliver Top-Class DX Innovation

Amid rapid changes in the global business environment, disruptions that transcend existing industries and business paradigms have created a need for swift and drastic change. As a transformation design firm, Ridgelinez will offer comprehensive, one-stop DX service curation for customers and society-this will range from consultation services to the implementation of advanced technologies (e.g. AI, Cloud, 5G, IoT) to maximum effect. While providing end-to-end DX support, this new venture will also

promote the creation and management of innovative businesses together with its customers.

Ridgelinez will always address fundamental issues from the customer's perspective, including management and business issues. Through partner alliances with a wide range of companies both in Japan and internationally, Ridgelinez will select and employ the most appropriate products and services to support its customers' DX journeys, even when this includes solutions from outside the Fujitsu Group.

Competitive Measures to Attract Exceptional, Diverse Talent

To realize these ambitious goals, Ridgelinez must assemble a diverse and exceptional team, introducing new personnel and compensation systems to attract top talent. This will include a flexible human resource compensation scheme, year-round hiring for both new and existing graduates, and a freelance system. With these steps and more, the new company will offer prospective talent a progressive, comfortable work environment in which they can gather and thrive professionally.

As of April 1, Mr. Toshiya Imai will begin serving as the new President of Ridgelinez. Mr. Imai, who currently serves as a Senior Partner and Vice President of PwC Consulting LLC, brings more than thirty years of experience in the consulting industry to the table, with an emphasis on IT and manufacturing industries both in Japan and overseas.

The name of the new company comes from the word "ridgeline"-the contours and crests of a mountain landscape. This name expresses an ambition to create new value by combining the creative potential of diverse personalities and talents from both inside and outside the organization to reach new heights in business and technological innovation through the power of DX.

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Open Text -Controlling eDiscovery Spend, Security, and Cloud are Top Priorities for Enterprise Legal Departments

04 February 2020

OpenText announced findings from a new report launched at Legaltech 2020 in conjunction with Ari Kaplan Advisors. The report highlights the need to take control of eDiscovery costs, with AI, cloud and security all listed as top priorities for enterprise legal departments.

“To gain advantage in litigations, successfully conclude investigations, and competently deal with regulatory matters, decision-makers must be able to cull germane information in real time,” said Serge Savchenko, Vice President, Legal Technology at OpenText. “The demand for speed – amid escalating risks and ever-growing amounts of data – is pushing legal departments and law firms to automate routine tasks and inject machine learning and AI into daily operations.”

Key findings from the OpenText 4th Annual Survey of Legal Operations Professionals include:

Controlling eDiscovery costs is the ultimate goal: Legal operations teams are focused on controlling eDiscovery costs by gaining transparency from law firms on discovery budgets and review efficiency, centralizing eDiscovery management, benchmarking success and partnering with managed review providers. Corporate legal teams are standardizing their internal process for eDiscovery, and even providing mandates to external counsel. 77 percent contract directly with eDiscovery vendors, 74 percent control which eDiscovery vendors their outside counsel uses, and 71 percent have adopted a centralized approach to managing eDiscovery data. A full 42 percent have adopted a single vendor

model.

Increasing use and spend on AI tools: The drive to improve eDiscovery efficiency, spend and outcomes is fueling AI spending and usage. 83 percent of respondents plan to increase spend in this area and 49 percent reported using predictive coding (also known as technology-assisted review) in the past year (+18 YoY).

Moving to the cloud is a key initiative to optimize operations: 69 percent of legal operations professionals saying their law departments are standardizing in the cloud.

Data security is top-of-mind: 94 percent (+3% YoY) of respondents reported they have data security concerns around distributing electronically stored information to multiple discovery vendors and law firms.

The OpenText team will also present highlights from the latest OpenText™ Release 16 Enterprise Pack 7 (EP7) during the conference. EP7 introduces powerful new features and enhancements to OpenText products in the Legal Tech portfolio, including automation, machine learning, and AI that make it easier than ever for lawyers and legal professionals to find, review, and assess information.

The OpenText Services Team will be on-site to discuss OpenText High-Efficiency Managed Review. OpenText Managed Review provides upfront budget certainty for eDiscovery and investigations document review with fixed fee pricing, reduces costs up to 80 percent and mitigates risk with measurably higher accuracy than alternatives. Specific innovations showcased this week will include:

The integration of OpenText™ Magellan™ text analytics into OpenText™ Axcelerate™ for eDiscovery, investigations, and regulatory response.

A new platform integration between OpenText™ Axcelerate™ and Veritone to automate machine translation on-the-fly, helping to reduce costs associated with manual translation and expedite the review of multi-language documents.

New enhanced templates for OpenText™ EnCase™ eDiscovery to help legal teams standardize methodology and reduce the time to create a new project by 75 percent or more.

The integration of OpenText™ eDOCS with OpenText™ MindServer™, an AI-powered search engine add-on, to provide quick and automatic search models.

A completely new UI for OpenText™ Decisiv™ reinvents the user experience and provides a mobile-responsive layout with an intuitive single search bar and robust smart filters.

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Oracle Builds on Cloud Momentum with Five New Regions Worldwide

04 February 2020

Oracle is excited to take the next step in our ambitious regional expansion plan, with five new cloud regions. We've added local regions in Saudi Arabia (Jeddah), Australia (Melbourne), Japan (Osaka), Canada (Montreal), and The Netherlands (Amsterdam). As of today, all of them are open for business and available in the Oracle Cloud Console. We've already opened 10 cloud regions in the last six months, and with these five new regions, we now have Oracle's Generation 2 Cloud available in 21 fully independent locations. We're well on our way to having 36 cloud regions available by the end of 2020.

Adding Second Sites in Countries to Meet Customer Requirements

Customers have told us that to run critical systems of record in the cloud, they need to run workloads across fully independent cloud regions for disaster recovery purposes. They also told us that those multiple sites must be in the same country to meet data residency requirements. To that end, four of these new regions—Osaka, Melbourne, Montreal, and Amsterdam—give customers a second site within the same country (or, in the case of Amsterdam in the EU, a second jurisdiction paired with Oracle's existing Frankfurt region). The fifth region, in Saudi Arabia, will be joined by a second region later this year.

Oracle plans to put a minimum of two regions in almost every country where we operate, and these new regions mark a big step toward this goal. The United Kingdom, the United Arab Emirates, South Korea, India, and Brazil will also have two regions live by the end of 2020.

Oracle Cloud has grown dramatically over the last several years. We built out our first two Gen 2 Cloud regions in the US, followed quickly by regions in London and Frankfurt. Since then, we've developed an approach that supports our plan to quickly meet enterprise requirements around the world. We've automated every step of the region building process, which lets us expand rapidly without sacrificing quality or consistency. In fact, each new region exists because of significant demand for Oracle Cloud from the leading enterprises in those countries.

We've also enabled a unique multicloud interconnection between Oracle and Microsoft Azure at an expanding list of sites. We currently offer preconfigured, high-bandwidth, low-latency links between Oracle and Microsoft cloud regions in the Eastern United States, London, and Toronto, with more expected to go live soon.

Impact in Our Latest Regions

We're seeing the impacts of these rapid launches worldwide, especially in the countries where we've built our newest regions. Japan has some of the fastest adoption patterns of any new Oracle Cloud region, with all 10 of the largest Japanese companies today using Oracle Cloud. The availability of a second region in Osaka will make it easier for customers to deploy critical systems of record in an optimized cloud, without being forced to store their data outside of Japan.

We're similarly delighted to be serving the larger Middle East region, where 87% of the top companies by revenue use Oracle, and 54% already use Oracle Cloud. The first region, in Jeddah, will be followed this year by a second region in Saudi Arabia, as well as two regions in UAE. These represent Oracle's first forays into the Gulf with Generation 2 Cloud regions, a part of the world that's been underserved by other cloud vendors. Oracle is the first public cloud vendor with a region in Saudi Arabia.

Melbourne represents the second Oracle Cloud region in Australia. We've seen significant adoption since the first region went live in Sydney in August 2019. Today, all 10 of the top enterprises in Australia use Oracle Cloud, and we expect that the in-country resiliency options provided by this second region will deepen our relationships with that business community. Given the long distances between Australia and its nearest neighbors, the second region there will solve for compliance and for the latency penalty associated with moving data long distances.

Our Toronto region went live in January 2019. It represented the first region in the expansion plan that is taking Oracle Cloud worldwide. Since then, we've seen some of the biggest names in the Canadian economy take advantage of the performance, reliability, and scale of Oracle's Generation 2 Cloud platform to power their systems of record. We're delighted to give Canada a second region, which will let organizations build disaster-resilient solutions that meet the stringent data residency requirements in Canada. We're excited to see added momentum from the second region that's now available in

Montreal.

Finally, our Amsterdam region represents our fourth independent region in Europe. We currently offer two regions in the UK, one for commercial use and one for government, as well as a commercial region in Zurich. In the EU, we now have a pair of regions, in Amsterdam and Frankfurt, that give European companies and multinational organizations options to conduct business effectively while navigating the compliance hurdles that guide their day-to-day operations.

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PROSTEP AG Is Now Member of The ASAM ASSOCIATION

06 February 2020

PROSTEP AG recently became a member of the Association for Standardization of Automation and Measuring Systems (ASAM). The leading PLM consulting and software company is thus underscoring its readiness to become involved in the work performed by committees in new business areas like autonomous driving and help develop the necessary standards. All standardization-related activities for the digital validation of autonomous driving functions converge at national level in ASAM. The standards provide the basis for uniform methods and tool chains for the validation and verification of highly automated (Level 4) and autonomous (Level 5) vehicles in urban environments, which are being developed in the sponsored projects V&V and SET Level 4to5. PROSTEP is playing a key role in both projects as a mediator between industry and the research community.

ASAM is a non-profit organization comprising leading OEMs, system suppliers and engineering service providers in the automotive industry as well as renowned research institutes. Their shared aim is to develop technical standards that will enable all the tools used for software development and the testing of control devices in vehicles to be linked together in a way that makes the end-to-end exchange of data possible. PROSTEP's experts will primarily be involved in the simulation project groups (OpenSCENARIO, OSI, etc.), the associated transfer projects and in the activities currently being established.

As Dr. Steven Vettermann, PLM V&V manager at PROSTEP, points out, the company sees autonomous driving as a key future technology and a promising market for PROSTEP's consulting and solution offerings. "We are therefore very pleased that as a member of ASAM we will be able to help develop appropriate standards together with experts from the major carmakers and system suppliers." The PLM consulting and software company also intends to use this opportunity to further expand its know-how in the fields of electronics development, software development and systems engineering.

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Revolution In Simulation Adds Digital Thread & SPDM to Growing List of Implementation Topics

06 February 2020

Revolution In Simulation ("Rev-Sim" at www.rev-sim.org), the industry collaboration and technology alliance created to accelerate innovation through the democratization of engineering simulation, announces the addition of Digital Thread and Simulation Process and Data Management (SPDM) to its growing line-up of next-generation simulation topics.

Simulation data, tools and experts are often isolated within silos in enterprises. This results in a lack of access to this valuable data in a timely manner across the enterprise. Over the next decade, many companies will want to better leverage their simulation investments by deploying SPDM tools to

manage their simulation data and processes across the enterprise. To avoid creating yet another silo, the goal is to integrate SPDM seamlessly with the enterprise product platforms that manage their Digital Threads. This new Rev-Sim topic will collate all the resources and success stories needed to implement this strategy.

“For simulation to have its desired and timely impact on the product development process, SPDM needs to be seamlessly integrated into the enterprise platform, where the Digital Thread is maintained,” explained Rev-Sim Co-Founder and Aras VP of Analysis Solutions Malcolm Panthaki. “This allows simulation data and processes to be packaged for use by the rest of the enterprise, linked to product requirements, system architecture specs, and physical test data. This is an exciting new topic area on the Revolution in Simulation online resource community.”

Advanced simulation should be safely accessible and affordable for everyone – not just the specialists. Democratized Simulation makes analysis more powerful and capable for CAE experts while accessible, safe and reliable for non-experts. RevolutionInSimulation.Org is an open and free web-based platform containing the largest repository of information related to a movement gaining momentum throughout the simulation world – the Democratization of Simulation. Here, in one location, visitors can find and access the latest news, articles, white papers, presentations, videos, webinars, case studies and reference materials. They will also have access to industry experts, organizations, and service and software providers who can help leverage the revolution in simulation and maximize the return on simulation investments.

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TCS Recognised as the Number 1 Top Employer in UK

04 February 2020

Tata Consultancy Services has been named the #1 Top Employer in the UK by the Top Employers Institute. TCS received this recognition for the third consecutive year and has been a Top Employer in the UK for the last 10 years.

The certification recognises TCS’ employee-friendly workplace practices and continued investments in building up local talent in the UK through professional development initiatives and digital skills programs. A variety of initiatives such as Rising Stars, Emerging Leaders and the Leadership Exchange, facilitate personal and professional development at every level in the organisation. These investments, initiatives and TCS’ progressive workplace policies have led to a best in class retention rate of 12.2%, over the last 12 months.

By partnering with some of UK’s largest corporations in their growth and transformation initiatives, TCS grew organically by over 20% in FY2019, making it one of the top three providers of IT and IT-enabled services in the UK. In parallel, it has become one of the largest recruiters of IT talent in the country. TCS’ UK workforce is a young and diverse one, with 54 nationalities represented. Women make up 28% of the workforce, much higher than the 17% average in the IT sector. TCS UK was named as the Best Company for Diversity and Inclusion at the 2018 Women in Technology and Data awards.

Amit Kapur, Country Head, TCS UK and Ireland, said: “We are delighted to be named the number 1 Top Employer in the UK for the third year in a row. At TCS, we recognise that our business success and continued ability to deliver the highest quality service to our customers comes from our ability to attract, retain and motivate the best talent. As one of the largest digital employers in the UK, we continue to nurture and invest in the development of our people by equipping them with the very latest, skills and expertise in the industry.”

David Plink, CEO, Top Employers Institute, said: “We are passionate about recognising and encouraging businesses that are working hard to establish and promote healthy work practices for their employees. Investing in, and enriching individuals working lives in an impactful way. To become recognised as a Top Employer, an organisation must prove that the implementation of their people strategies enriches the world of work of their employees. Tata Consultancy Services is an excellent example of dedication to people practices as they remain devoted to empowering their most valuable asset – their people.”

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Tata Technologies and PTC partner to provide digital transformation solutions to the manufacturing industry

07 February 2020

Tata Technologies has partnered with PTC to provide next-generation smart manufacturing and digital transformation solutions to the manufacturing industry worldwide. As a Platinum Global Systems Integrator (GSI) of PTC, Tata Technologies will leverage its rich domain knowledge in manufacturing and global experience in product engineering to deliver differentiated digital transformation solutions through the innovative PTC product portfolio.

Tata Technologies will support the entire suite of PTC solutions including the ThingWorx, Vuforia, Windchill, Creo, and Servigistics solutions. This collaboration will further augment Tata Technologies’ strong capabilities in Product Engineering, PLM, Product manufacturing services and strengthen the bouquet of smart manufacturing solutions including Digital Twin, AR/VR solutions thereby helping Tata Technologies develop innovative solutions to address business challenges of the manufacturing industry.

Warren Harris, CEO and MD, Tata Technologies said, “Tata Technologies with a vision of ‘engineering a better world’ enables the manufacturing industry to build and realize better products. Through this global collaboration, we aim to further accelerate our customer’s digital transformation journey by offering targeted solutions that leverage our intimate understanding of the manufacturing industry and PTC’s solution portfolio.”

“The collaboration with Tata Technologies brings together our combined market leadership and manufacturing industry solutions to support our joint customers on their digital transformation journeys. We are pleased to be working with Tata Technologies to deliver differentiated manufacturing solutions through the innovative PTC product portfolio,” said Ravi Asrani, SVP, GSI Strategic Alliances, PTC.

Doosan Bobcat, one of the first joint customers of this partnership further added, “Selecting both PTC’s PLM solutions and Tata Technologies as the ‘joint implementation partner’ assures us of an unparalleled transformation of our business and we wish this partnership the very best.”

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TECHNIA Signs SOLIDWORKS Distribution Agreement with Dassault

07 February 2020

TECHNIA are recognized for expert knowledge of Dassault Systèmes’ industry solution experiences and share Dassault Systèmes’ vision of the value of the 3DEXPERIENCE platform as a business experience platform driving innovation and enabling business transformation.

CIMdata PLM Late-Breaking News

The agreement entitles TECHNIA to the rights to distribute Dassault Systèmes' SOLIDWORKS software in EuroNorth.

TECHNIA currently distributes Dassault Systèmes' 3DEXPERIENCE platform and various applications such as CATIA, BIOVIA, DELMIA, ENOVIA, SIMULIA and more. TECHNIA also offer a wealth of Dassault Systèmes certified Platinum Partner services to their users. TECHNIA's global network of offices enables customers to find the expert service and support they require, wherever they require it.

TECHNIA's successful implementation of both the 3DEXPERIENCE platform and SOLIDWORKS applications for customers such as Vanderlande positions TECHNIA as a unique force within the SOLIDWORKS community. The #1 PLM knowledge company has built a reputation based on:

World class knowledge in global enterprise implementation and support of the 3DEXPERIENCE platform.

Leading skills in SIMULIA and DELMIA with an exceptional Centre of Excellence approach.

Supporting our customers in the development of Digital Twins to connect the physical and the virtual world.

Broad knowledge in multiple industries, such as Life Sciences, Industrial Equipment, High-Tech, Food & Beverage, Architecture Engineering Construction (AEC) and Retail/Fashion & Home and Lifestyle.

TECHNIA's complementary Software and Cloud Services enabling fast implementation with superior functionality and lower total cost of ownership.

TECHNIA will provide customers in the SOLIDWORKS ecosystem with global support and business integration knowledge between SOLIDWORKS and the 3DEXPERIENCE platform.

“With 30 years of PLM and CAD/CAM experience, offices in more than 14 countries with 680 strong professionals and subject experts, we're ready to serve the SOLIDWORKS community and to provide unique value with our knowledge of the 3DEXPERIENCE platform, SIMULIA, DELMIA and BIOVIA.

We are excited about the value creation opportunity for larger SOLIDWORKS clients where we can support the global enterprise deployment of the 3DEXPERIENCE platform alongside added value through the introduction of Simulation and Manufacturing functionality.” – Jonas Gejer, CEO TECHNIA.

With the release of SOLIDWORKS 2020 earlier this year, more than six million SOLIDWORKS users worldwide can accelerate and improve product development, from conceptual design to manufactured products, and create value for their organizations.

“We are delighted that TECHNIA have extended their partnership with Dassault Systèmes to incorporate the SOLIDWORKS portfolio into their offering. This will ultimately create an even greater experience for customers enabling them to further realise their business objectives through digital continuity”, notes James Aslin, Geo Leader, Professional Solutions, Dassault Systèmes.

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Wipro and Smart Energy Water form Strategic Alliance

03 February 2020

Wipro Limited and Smart Energy Water (SEW) announced a multi-year global strategic alliance. This partnership aims to develop and deliver joint solutions, which will accelerate digital transformation for enterprise clients in the utilities space globally.

Headquartered in California, SEW is a global energy and water cloud platform provider serving over 200 Utilities worldwide.

The joint offerings, built on SEW's industry-leading digital Customer Experience (CX), Workforce Engagement, Internet of Things (IoT), Artificial Intelligence (AI) Machine Learning (ML) and Big data analytics platforms will deliver transformational benefits to both companies' new and existing clients in this space. It will help enterprise customers adopt self-servicing capabilities, gain real-time analytics on peak load management, leakage and high-usage, and accordingly optimize workforce efficiency. It will further enable them to transform their operations for greater efficiency and customer centricity.

N.S. Bala, President and Global Head, Energy, Natural Resources, Utilities & Construction, Wipro Limited said, "The Wipro-SEW partnership is key to our Utilities marketplace as clients seek to provide enhanced experience for their customers and workforce. We will leverage our rich industry expertise, domain-specific knowledge and SEW's products with its analytics capabilities, to help fulfill the digital transformation agenda of our Utilities clients."

"We are excited to engage with Wipro as our global strategic partner," said Harman Sandhu, President, Smart Energy Water. "The Utilities industry worldwide is going through a major transformation in customer experience and operations. This partnership will help us gain access to Wipro's proven expertise and implementation experience with leading global Utilities. It will support and accelerate delivery of SEW platforms to our customers."

Wipro has invested over two decades assisting Electricity, Gas and Water Utilities across four continents, helping them bring about speedy and effective transformations. We are helping Utilities across the world build a more intelligent network that is resilient, flexible and dynamic to the proliferation of distributed energy resources (DER), electric vehicles, and advanced metering and sensors. We help Utilities harness and interpret their data to retain and grow customer revenue and ensure a more secure environment leveraging technology, analytics, and connected devices. With our proven industry expertise as leaders in driving customer experience and digital transformation initiatives, we are at the forefront in helping Utilities evolve towards digitization and innovation.

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Events

Infor Highlights Power of EAM to Transform Sectors at Dubai Event

03 February 2020

Infor is holding its 2nd annual EAM Summit in Dubai on Feb 18 to demonstrate the benefits of its latest innovations in enterprise asset management across industries, including facilities management, utilities, hospitality and healthcare.

Infor will bring together executives from some of the region's biggest employers, including the Infrastructure Asset Management Department of Abu Dhabi City Municipality and RAK Wastewater Agency (RAKWA).

The event will focus on future trends of enterprise asset management and how to extend asset life and increase organizational efficiency with Infor CloudSuite™ EAM.

The global enterprise asset management market is expected to reach a value of \$8.2 billion by 2024, up from \$5.1 billion in 2019 and representing a compound annual growth rate (CAGR) of 10%, according

to Research & Markets.

“Organizations across all verticals are increasingly coming to realize the need to improve the way they manage and control their assets over their lifecycle to increase efficiency, performance and strategic planning,” says Jonathan Wood, Infor general manager, Middle East & Africa. “A dynamic competitive landscape, rapidly changing digital technology and ever-changing customer demands make it vital for organizations across all industries to manage their assets intelligently. We look forward to discussing the key challenges that asset-intensive organizations face while updating them on the latest asset management trends and how Infor can help them continue on their transformation path.”

The event also will feature keynote addresses from senior Infor executives, including Bas Beemsterboer, Infor director of solution consulting for EAM, and Khaled AlShami, Infor director of solution consulting Middle East & Africa. Beemsterboer will speak about Infor’s EAM roadmap, while AlShami will offer insights on how EAM helps facilitate digital transformation of organizations in the Middle East.

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JETCAM showcases latest cutting room automation software at JEC World 2020

04 February 2020

JETCAM will be showcasing new versions of its nesting and composite automation software at JEC World, Paris, booth no E28 between 3rd and 5th March 2020.

The latest release of JETCAM Expert nesting software benefits from several major enhancements. Improvements to common cutting logic can further reduce nest runtime on the cutter, and several new interface enhancements such as screen macro recording and unlimited undo can drastically reduce workflow.

CrossTrack 5, JETCAM composite material management software has been expanded further, now including two mobile applications for iOS and Android. The UI within the Material Transfer Station (MTS) app has been updated to allow handheld devices to be used in cold environments (such as freezers) where capacitive touch screens are less responsive. The General Purpose Information Station (GPIS) provides live information on material and job location and life status on tablets, allowing staff to access this information from anywhere. The core CrossTrack suite benefits from dozens of minor interface enhancements, including a new stock graph that allows staff to immediately identify roll length of all stock of a given material type or batch, helping to visualise stock amounts and highlight if staff are taking new rolls from stock before existing stock is consumed.

JETCAM Orders Controller also benefits from dozens of new features and enhancements. A new ‘static order nesting’ feature allows users to see whether existing nests can be used to fulfil ply orders in a work list. Enhancements to component reprogramming allow items such as material, angles allowed or machine to be programmed for to all be modified, allowing staff to make changes to entire folders of ply component files with a few clicks of a mouse. This is extremely useful for reprogramming plies for a different material or reprogramming them for nesting on a new CNC cutter.

JETCAM will also be offering attendees of the JEC World show a free ‘nesting benchmark comparison’. A nest of supplied plies will be created using JETCAM’s high performance nesting, allowing the user to compare nesting efficiency, with material savings alone often paying for the software in a matter of months or even weeks. Companies can bring a USB stick of DXFs to the booth to request the nesting benchmark comparison.

JETCAM will again be sharing the booth with Aligned Vision, manufacturers of laser projection

systems.

All applications are available for immediate download from jetcam.com and updates are free to all customers with a current maintenance contract. Videos on new features are included in JETCAM's online University video learning library.

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Save the Date for the ASSESS 2020 Congress

06 February 2020

ASSESS Initiative, a broad reaching multi-industry initiative to facilitate a revolution of enablement that will vastly increase the availability and effectiveness of Engineering Simulation is proud to announce that the ASSESS 2020 Congress dates and location have been set. The ASSESS 2020 Congress will be held at the Chateau Elan Winery & Resort (50 miles Northeast of Atlanta) November 2-4, 2020.

The ASSESS 2020 Congress is the 5th annual congress for ASSESS organized to “enable” both strategies and relationships related to significantly increasing the use and benefit of Engineering Simulation. Key business drivers are forcing a “simulation revolution” to overcome the issue of required expertise which is limiting the expansion of Engineering Simulation usage. The theme of the ASSESS 2020 Congress is “Leading the Engineering Simulation Revolution.”

Registration for the ASSESS 2020 Congress is by invitation only and is limited to 110 attendees. Registration will close either when all available seats are taken but no later than October 28, 2020.

“The ASSESS Congress is an advanced simulation related event that is vendor neutral. Several visionary professionals get together to share perspectives, build community, and propose solutions to the challenges that our industry faces”, says Andreas Vlahinos, CTO at Advanced Engineering Solutions.

The ASSESS Initiative was formed to bring together key players, both users and developers of simulation software, to guide and influence the software tool strategies for performing model-based analysis, simulation, and systems engineering with a vision “To significantly expand the use and benefit of software tools for model-based analysis, simulation, and systems engineering in the engineering applications domain.”

The ASSESS Initiative Membership program provides the ability for the ASSESS Initiative to expand its efforts and community benefits beyond the annual congress. The ASSESS Membership Program is appropriate for all organizations engaged in Analysis, Simulation, and Systems Engineering activities related to Engineered products & processes. The ASSESS Membership Program is offered in individual or group memberships. Active ASSESS Initiative Members receive access to Members Only content on the ASSESS website and a discount on the ASSESS Congress Registration Fees.

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Financial News

Dassault announces Fourth Quarter and FYE results

06 February 2020

Dassault Systèmes announces IFRS unaudited financial results for the 4th quarter and year ended December 31st, 2019. These results were reviewed by the Group's Board of Directors on February 5th, 2020. This press release also includes financial information on a non-IFRS basis with reconciliations included in the Appendix to this communication. All IFRS and non-IFRS figures are presented in compliance with IFRS 15 and IFRS 16, which have been applied since January 1st, 2018 and January 1st, 2019, respectively.

Q4 and Fiscal Year 2019 Highlights and Financial Summary

(Unaudited, all revenue growth at constant currency)

Q4 & FY 2019: total revenue in line with guidance range

Q4 non-IFRS basis: total revenue €1.21 billion, operating margin 33.6%, EPS €1.20

FY non-IFRS basis: total revenue up 13% to €4.06 billion, EPS up 17% (13% at constant currency) to €3.65

FY non-IFRS organic basis: recurring revenue up 8%, 200 basis points uplift over 2018**

FY 3DEXPERIENCE non-IFRS software revenue up 22% for 2019

FY Cash flow from operations up 32% to €1.19 billion

Appointment of Pascal Daloz as Chief Operating Officer & Chief Financial Officer

Initiating 2020 non-IFRS financial objectives: Non-IFRS total revenue growth of 21-23% at constant currency; non-IFRS EPS growth of 14-15% to €4.15 to €4.20

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DXC Technology Reports Third Quarter Fiscal 2020 Results

07 February 2020

DXC Technology reported results for the third quarter of fiscal year 2020, representing the period from October 1 through December 31, 2019.

"We delivered third quarter results that are in-line with our plan. I am pleased with the initial progress we have made on our two key priorities, running the business and unlocking value," said Mike Salvino, president and CEO. "We are executing on our focused strategy centered on the enterprise technology stack. Our third quarter performance is a positive first step in positioning DXC for long-term success."

Financial Highlights - Third Quarter Fiscal 2020

Diluted earnings per share from continuing operations was \$0.32 in the third quarter, including \$(0.25) per share of restructuring costs, \$(0.20) per share of transaction, separation and integration-related costs, \$(0.44) per share of amortization of acquired intangible assets, and \$(0.04) per share of tax adjustment. This compares with \$1.66 in the year ago period.

Non-GAAP diluted earnings per share from continuing operations was \$1.25. This compares with \$2.23 in the year ago period.

CIMdata PLM Late-Breaking News

Revenue in the third quarter was \$5,021 million. Revenue decreased 3.0% compared with \$5,178 million in the prior year.

Income from continuing operations before income taxes was \$127 million in the third quarter, including \$(53) million of goodwill impairment, \$(74) million of restructuring costs, \$(68) million of transaction, separation and integration-related costs, and \$(146) million of amortization of acquired intangibles. This compares with \$469 million in the year ago period.

Non-GAAP income from continuing operations before income taxes was \$468 million compared with \$786 million in the year ago period.

Net income was \$90 million for the third quarter, including \$(64) million of restructuring costs, \$(52) million of transaction, separation and integration-related costs, \$(112) million of amortization of acquired intangibles, and \$(10) million of tax adjustment. This compares with \$466 million in the prior year period.

Non-GAAP net income was \$328 million.

Adjusted EBIT was \$528 million in the third quarter compared with \$840 million in the prior year. Adjusted EBIT margin was 10.5% compared with 16.2% in the year ago quarter.

Net cash provided by operating activities was \$477 million in the third quarter, compared with \$186 million in the year ago period.

Adjusted free cash flow was \$397 million in the third quarter.

Global Business Services (GBS)

GBS revenue was \$2,359 million in the quarter compared with \$2,169 million for the prior year. GBS revenue increased 8.8% year-over-year, including an unfavorable foreign currency exchange rate impact of 1.1%. GBS revenues increased 9.9% year-over-year at constant currency including the acquisition of Luxoft. GBS profit margin in the quarter was 15.0%, compared with 18.2% in the prior year, reflecting investments we are making in digital hiring as well as the slower pace of cost takeout. New business awards for GBS were \$2.5 billion in the third quarter.

Global Infrastructure Services (GIS)

GIS revenue was \$2,662 million in the quarter compared with \$3,009 million for the prior year. GIS revenues decreased 11.5% year-over-year, including an unfavorable foreign currency exchange rate impact of 0.9%. GIS revenues decreased 10.6% year-over-year at constant currency, reflecting declines in our infrastructure businesses due to run-off from a few accounts. GIS profit margin in the quarter was 8.7%, compared with 17.5% in the prior year, reflecting a slowdown in delivery cost take-out actions and the investments we are making in select customer accounts. New business awards for GIS were \$2.8 billion in the third quarter.

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Hexagon Year-End Report 1 January - 31 December 2019

05 February 2020

Net sales increased by 2 per cent to 1,058.9 MEUR (1,043.0). Using fixed exchange rates and a comparable group structure (organic growth), net sales decreased by -2 per cent

Operating earnings (EBIT1) increased by 2 per cent to 277.0 MEUR (270.7)

CIMdata PLM Late-Breaking News

Earnings before taxes, excluding non-recurring items, amounted to 271.1 MEUR (265.4)

Net earnings, excluding non-recurring items, amounted to 222.3 MEUR (217.6)

Earnings per share, excluding non-recurring items, amounted to 0.60 EUR (0.60)

Operating cash flow, excluding non-recurring items, decreased to 234.4 MEUR (267.6)

The Board of Directors proposes a dividend of 0.62 EUR (0.59) per share, an increase of 5 per cent

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OpenText Reports Second Quarter Fiscal Year 2020 Financial Results

03 February 2020

Open Text Corporation announced its financial results for the second quarter ended December 31, 2019.

“With the addition of Carbonite, we have a strategic market-opportunity to bring Information Management (IM) to all sizes of customers, from the largest of enterprises, governments, mid-size companies, small companies, and consumers. We are excited and energized to write the next chapter for OpenText as our vision expands and advances to Information Management, helping customers to migrate into the cloud and reinvent their businesses processes”, said Mark J. Barrenechea, OpenText CEO & CTO. “We are a partner-oriented company with the talent and culture to make an SMB channel wildly successful.

With Carbonite this partner opportunity gets significantly stronger and deeper as we leverage OpenText’s proven expertise and successful track record of building powerful global partner programs.”

“Our Q2 results reflect an increasing demand for OpenText products as we delivered strong top-line growth. In constant currency, total revenues grew to \$781.8 million, up 6.3% year-over-year, Annual Recurring Revenues (ARR) grew to a record \$570.8 million, up 7.8% year-over-year, representing 73% of total revenues, driven by Cloud Services and Subscriptions revenues of \$250.2 million, which increased significantly by 14.1% year-over-year," said Barrenechea.

"OpenText demonstrated solid operational performance during the second quarter, delivering to our Total Growth Strategy. We put our capital to work, while maintaining a strong balance sheet with a net leverage ratio of 2.3x, 2 and generated solid operating cash flows of \$207.2 million, supported by equally strong A-EBITDA results", said OpenText EVP, CFO, Madhu Ranganathan.

“The Carbonite transaction closed efficiently, financed by our internal cash and existing revolver. The integration has kicked off with strength and we remain on target to complete the Carbonite integration by the end of Fiscal 2021.”

As OpenText integrates the acquisition, we anticipate a one-time deferred revenue adjustment that will result in a reduction in Carbonite revenue. In addition to this deferred revenue adjustment impact, we expect Carbonite revenue contribution to be down for the next few quarters due to typical integration activities, and then normalize to historical levels thereafter. OpenText is also announcing a restructuring plan that will impact our global workforce and consolidate certain real estate facilities to further streamline our operations, inclusive of Carbonite.

The anticipated cost is expected to be approximately \$26 million to \$34 million. These restructuring activities are anticipated to be completed by the end of Fiscal 2021, and once completed, OpenText anticipates annualized cost savings of approximately \$37 million to \$41 million. We expect any savings realized during the remainder of Fiscal 2020 to be largely offset by one-time Carbonite integration costs.

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Nemetschek Group exceeds revenue and profitability targets in 2019 financial year

05 February 2020

According to preliminary figures, the Nemetschek Group had an extremely successful 2019 financial year with marked double-digit revenue growth and over-proportional increase in earnings. The ambitious revenue and profitability targets (EBITDA margin) for 2019 were even exceeded slightly.

In the 2019 financial year, Group revenue rose by 20.7% to EUR 556.9 million (2018: EUR 461.3 million). Group revenue was thus slightly higher than the forecast corridor of EUR 540 to 550 million. Currency-adjusted, it was possible to increase total revenue by 18.0%. Throughout all four quarters, the software group demonstrated its capacity for sustainable growth with double-digit rates of increase. The rise in revenue is attributable to dynamic organic growth of around 16% (currency-adjusted: approximately 13%) as well as to the strong business development of the newly acquired Spacewell brand.

The operating Group earnings before interest, tax and depreciation and amortization (EBITDA) increased over-proportionally to revenue in 2019. With a plus of 36.6% compared to the previous year (EUR 121.3 million), EBITDA rose to EUR 165.7 million. Thus, the EBITDA margin (including positive effects arising from foreign currencies and from the initial application of the new IFRS 16 standard concerning the accounting of leases) rose from 26.3% in the previous year to 29.7%. The margin, therefore, was above the forecast range of 27% to 29%. Without the special effects, the EBITDA margin was also up on the previous year at 26.8%.

“Nemetschek continued on its course of profitable expansion in 2019 and achieved record revenue and operating result figures for the tenth year in a row,” said Dr. Axel Kaufmann, Executive Board Spokesman and CFO of the Nemetschek Group. “As a result of the outstanding business development and strong positioning in our corresponding customer segments, we are well aligned for further sustainable and profitable growth.”

The detailed and audited financial statements for the 2019 financial year together with the 2019 annual report and forecast for 2020 will be published on Tuesday, March 31, 2020. For further information on the company, please contact

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SEMI Reports 2019 Global Silicon Shipments remained Stable above \$11 Billion

06 February 2020

Worldwide silicon wafer area shipments in 2019 declined 7 percent from the 2018 record high while revenue remained above the \$11 billion mark despite a global silicon revenue slip of 2 percent over the same period, the SEMI Silicon Manufacturers Group (SMG) reported in its year-end analysis of the silicon wafer industry.

Silicon wafer area shipments in 2019 totaled 11,810 million square inches (MSI), while the industry logged shipments of 12,732 million square inches in 2018. Revenues in 2019 totaled \$11.15 billion, edging down from the \$11.38 billion posted in 2018.

“The 2019 decline in worldwide semiconductor silicon volume shipments resulted from memory market softness and inventory normalization,” said Neil Weaver, Vice President of SEMI SMG, and Director, Product Development and Applications Engineering, at Shin-Etsu Handotai America. “Despite the volume dip, silicon revenue remained resilient.”

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Implementation Investments

ebebek Bolsters Growth with Centric Retail PLM

05 February 2020

ebebek, the Turkish mother-and-baby retailer, has selected Centric Software®’s Product Lifecycle Management (PLM) solution, marking Centric Software’s expansion into Turkey. Centric Software provides the most innovative enterprise solutions to fashion, retail, footwear, outdoor, luxury, consumer goods and home décor companies to achieve strategic and operational digital transformation goals.

Based in Istanbul, ebebek covers all the needs of mother and baby with quality products, friendly staff, high service standards and affordable prices. ebebek sells clothing, food and drink accessories, skincare, toys and more through its e-commerce site and chain of 150+ stores across Turkey.

ebebek is growing rapidly, with the majority of growth coming from its textile department. The company needed a new system to support employees.

“Our staff faced challenges with their workload,” explains Alper Tekin, CIO at ebebek. “The system we were using didn’t suit our needs, so we wanted to adopt a PLM solution that would empower our teams and streamline internal product-related processes. We believe it is important to utilize the newest and best technologies to manage our organization effectively and make the right decisions quickly as to not slow things down.”

Centric Retail PLM impressed ebebek from the start and following a series of onsite demos, the company decided to invest in the solution.

“We chose Centric Retail PLM because it has a user-friendly interface and includes all of the modules we need to cover our business processes,” says Tekin. “When we saw the solution, we knew we didn’t want any other PLM. The decision was also thanks to Centric’s highly professional team who facilitated the process with their outstanding expertise and industry knowledge.”

As Tekin says, “With Centric Retail PLM, our goal is to manage a larger volume of sales while supporting our teams with innovative technology.”

“We would like to welcome ebebek,” says Chris Groves, President and CEO of Centric Software. “We look forward to working with the ebebek team to build a digital foundation that will streamline operations as the company continues to grow.”

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Vilmers fast-tracks customization with second Furniture On Demand by Lectra solution

05 February 2020

Lectra is proud to announce that Vilmers has chosen to add a second Furniture On Demand by Lectra solution to its suite of Lectra technology. Gains in time savings due to direct integration between the ERP system and the cutting room, as well as improvements in efficiency and waste reduction were key factors in the company's decision.

Founded in 1997, Vilmers initially mass-produced leather furniture. The company's decision to transition to producing modular, fabric sofa systems has yielded tremendous success, with annual revenue growth of 25%. Vilmers's customers—primarily in the Scandinavian, Benelux and French markets—can choose from over 85 modular sofas, and more than 250 fabrics and colors. They can customize the dimensions, armrests, stitching, and number of seats to create a sofa that is uniquely theirs, and delivered in only 3 to 6 weeks.

“Currently, we produce 170 seats per day, 85% of which are for customized orders. We would like to increase that to 100%. Furniture On Demand by Lectra helps us shorten lead times and offer even more customization options, enabling us to reach this strategic goal,” explains Ovidijus Jalonskis, CEO, Vilmers.

The trailblazing solution—comprised of a cloud-connected Digital Cutting Platform and a single-ply fabric cutting solution—integrates Industry 4.0 technology that bolsters the agility, throughput and cost-efficiency of Vilmers's production process. Automated order reception and processing, possible through full integration between the Digital Cutting Platform and the company's ERP system, accelerate and error-proof the lengthy, complex planning and preparation phases. This powerful combination of connectivity and automation has allowed Vilmers to reduce order processing time by an entire day and the rate of waste by 3%.

As the company strives to enhance its customization offer while maintaining its short lead times, Virga®, the single-ply cutting solution, ensures reduced cutting cycle time with simultaneous scanning, cutting and offloading. With a connected cutting line, Vilmers has increased efficiency by 25% compared to the previous cutting technology it used.

Furniture On Demand by Lectra is also an integral element in the organization's journey to Industry 4.0. “We are heavily investing in production solutions that will help us implement Industry 4.0 production processes. We think that it is critical for the future of our company. Lectra's Furniture On Demand solution is the first step for Vilmers to become an Industry 4.0 company,” says Ovidijus Jalonskis.

“Its willingness to reevaluate and reinvent itself in response to market demand shows that Vilmers is an ambitious, forward-looking company. We are convinced Furniture On Demand by Lectra will help Vilmers flourish in this new age of furniture manufacturing and achieve its Industry 4.0 vision,” says Céline Choussy, Chief Marketing and Communications Officer, Lectra

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Wipro wins multi-year deal with Marelli

06 February 2020

Wipro Limited announced that Marelli has awarded it a multi-year, global, strategic IT deal.

This partnership will help Marelli to standardize, simplify and further enhance their IT services at a global level and consolidate several current vendors across applications management services & workplace end user services. Marelli is a leading global Tier-1 automotive technology supplier.

As part of this partnership, Wipro will help Marelli by leveraging its global service delivery model and automotive domain expertise and hyper-automation powered by the Wipro HOLMESTM platform.

Dario Castello, Senior Vice President - Chief Information Officer, Marelli said, “We are consolidating and further developing our IT services at a global level. This consolidation and standardisation will provide an important pillar of integration within the company. Technology will be used as a key enabler in improving operational efficiency and driving synergies across the globe. We found in Wipro the right partner for the future to enable us to drive this.”

Vinay Firake, Senior Vice President – Manufacturing Business Unit, Wipro Limited said, “We are delighted to be selected as Marelli’s strategic partner and look forward to supporting them in their challenges. Our strong capabilities, backed by extensive global experience in working with some of the biggest automotive suppliers in the world, will enable us to deliver this high value engagement for Marelli. This partnership endorses the value we bring to the automotive industry and bears testimony to our growing footprint in Italy and Japan which are strategic markets for us.”

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Product News

AVEVA Expands into The Discrete Manufacturing Market

06 February 2020

AVEVA has unveiled its new Discrete Lean Management software to support digital transformation in the discrete manufacturing market¹. The new offering improves operational efficiency through the digitalization of lean work management for both manual and automated production lines. AVEVA’s quick-to-deploy and easy to use digital tools enable access to production information, KPIs and notifications on dashboards, workstations and mobile devices to improve overall equipment and labor effectiveness, and to facilitate data-driven continuous improvement.

AVEVA Discrete Lean Management is designed to address the issues faced by operating manufacturing plants still using paper-based systems for lean and work order management, work instructions and data collection procedures. It enables physical records to be replaced with digital tools that mitigate the risk of manual processes and provides real time visibility into production performance allowing team collaboration in response to production issues.

“AVEVA Discrete Lean Management is the result of our close collaboration with Schneider-Electric and has been already successfully deployed as a digital lean system to many of their plants globally. We are excited to be able to announce the general availability of these proven lean and industry best practices to all our customers to help improve their manufacturing productivity and profitability, and also jumpstart their smart manufacturing and digital transformation journeys,” commented Harpreet Gulati, Senior Vice President, Planning and Operations at AVEVA.

The AVEVA Discrete Lean Management software solution is used in Schneider Electric’s manufacturing plants and has been successfully deployed in more than 70 smart factories globally

resulting a 10% productivity increase due to downtime mitigation and 70% improved response-time due to automated escalation of production issues.

The World Economic Forum has commended four of Schneider Electric's Smart Factories for comprehensively deploying a wide range of Fourth Industrial Revolution technologies and use cases at scale, while keeping people and sustainability at the heart of their innovation strategies.

“We are delighted at the results we've achieved to date by deploying the AVEVA Discrete Lean Management solution in our manufacturing plants, as part of our Smart Factory initiative,” commented Hany Fouda, VP Systems Portfolio, Process Automation, Schneider Electric. “Our Smart Factory program is focused on deploying technology that is easy to implement and scale quickly, including our EcoStruxure solutions, to deliver efficiency and sustainability. AVEVA's solution helped us achieve those goals by facilitating downtime mitigation and improving response time. We are confident that AVEVA is entering the Discrete Lean Management market at exactly the right time as demand accelerates for software solutions that can yield these kinds of results.”

The solution also helps to minimize the number of manual production and lean data collection tasks leveraging the full range of AVEVA's connectivity to IoT devices and over 200 plant automation systems. AVEVA's global presence and partner ecosystem enable manufacturing companies to execute their Industry 4.0 and manufacturing operations transformation strategies. It is available as a part of the AVEVA Flex subscription program, designed to give customers complete flexibility in the procurement, design, management and utilisation of their industrial control systems, empowering customers to adopt transformative technologies quicker and easier than ever.

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AVEVA Unveils Operations Portfolio to Deliver Increased Connectivity and Interoperability

07 February 2020

AVEVA unveiled its latest Operations portfolio delivering a new level of technology and commercial flexibility. These releases across its full HMI SCADA portfolio bring connectivity, interoperability, and expanded visibility to drive enhanced business performance.

“Together, these combined software offerings deliver superior enterprise visibility and control supporting any organization's operational transformation as part of its digital transformation journey,” commented Rashesh Mody, Senior VP, Head of Monitor and Control Business Unit, AVEVA.

AVEVA's Operations portfolio, is designed to deliver a new cloud and mobile experience driving collaboration and enabling frictionless workflow and multi-experience 'Access when you want, the way you want, with the device you want'. By combining its Edge to Enterprise approach and AVEVA™ Unified Operations Center with AVEVA™ Flex licensing, AVEVA offers full enterprise visibility and decision support that further integrates operational data from across the business with prebuilt industry application templates.

The combined releases enhance AVEVA's customers' experience in 4 key areas:

Connectivity: across the portfolio. AVEVA is enhancing capabilities for Edge computing, IIoT architectures, and Cloud connectivity. Users will be able to remotely manage and control edge devices on the cloud, provision HMI on the cloud, and read/write to web-based applications

Interoperability: from the Edge to site/plant, multi-site and Enterprise capabilities, each software release within AVEVA's full spectrum of HMI SCADA software will introduce enhanced seamless interoperability with compatible AVEVA products.

Expanded Visibility and upgradeability: with common industrial graphics across the portfolio from Edge to Enterprise with a 'Build Once and Deploy Anywhere' cloud-based approach. User will be able to realize implementation efficiency and enterprise standardization across their operations.

Flexible Licensing: the introduction of AVEVA Flex subscription licensing for its HMI SCADA + complimentary portfolios, lowers the traditional barriers and cost of entry for adopting new technologies that help provide business agility and drive transformation.

"Our customers are increasingly demanding improved flexibility and agility as well as the ability to collaborate seamlessly from their technology deployments. We have worked closely with them to address their growing and everchanging requirements and with the latest releases our focus is to deliver software that can be deployed to seamlessly enhance their business operations," Rashesh Mody concluded.

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SAP Extends Its Innovation Commitment for SAP S/4HANA, Provides Clarity and Choice on SAP Business Suite 7

05 February 2020

SAP SE announced a maintenance commitment for SAP S/4HANA until the end of 2040. At the same time, SAP will provide mainstream maintenance for core applications of SAP Business Suite 7 software* until the end of 2027 followed by optional extended maintenance until the end of 2030.

"Our customers show us that SAP S/4HANA is their future direction and that they expect a long-term commitment from SAP to this platform," said Christian Klein, Co-CEO and Member of the Executive Board, SAP SE. "We know that our customers have deep business transformations underway using the unique capabilities of the solution. Our user groups confirm this. A recent survey from the Americas' SAP Users' Group did not show a single customer not planning to migrate to SAP S/4HANA. In addition, the German-Speaking User Group indicates in their lately published survey that customer investments in SAP S/4HANA are increasing significantly. In response to this and to our customers' demand for choice, SAP will provide additional flexibility to fully embrace the groundbreaking opportunities of SAP S/4HANA that reflects the individual pace and complexity of our customers' projects."

Thomas Saueressig, Member of the Executive Board, SAP Product Engineering, SAP SE, added: "SAP S/4HANA is the architecture and platform of the future for our customers. SAP is committed to our customers' success and choice. Offering these maintenance periods is further delivering on transparency and trust. The significant growth in 2019 confirms our SAP S/4HANA strategy and demand."

Strong Momentum and Flexibility

SAP S/4HANA is the next-generation intelligent suite, enabling the move to a digital intelligent

enterprise based on next-generation best practices and artificial intelligence-enabled automation. At the same time, it is paving the way to the cloud and hybrid architectures, driving a substantial level of landscape simplification and TCO reduction. Over 13,800 customers have already chosen SAP S/4HANA, and thousands are actively deploying the solution to reshape their businesses and become intelligent enterprises. Recent surveys from both the Americas' SAP Users' Group (ASUG) and the German-Speaking User Group (DSAG) show a significant growth in investments from customers in SAP S/4HANA. DSAG reports that over 49 percent of customers plan to migrate to SAP S/4HANA within the next three years while the ASUG report shows that the number of customers who have no plans of moving to SAP S/4HANA has dropped to zero.

SAP supports this move with a full program of offers, services and tools along with a vast ecosystem of IT service providers who represent over four decades of continuous success, innovation and growth in introducing SAP solutions.

As a result of collaboration with customers, user groups and partners, as well as with other industry stakeholders, SAP offers a commitment to SAP S/4HANA until 2040 combined with longer support for SAP Business Suite 7. This will help customers unlock the potential for innovation so they can revolutionize business processes with optimal flexibility while protecting their existing investments.

“Customers making the commitment to SAP S/4HANA for their digital transformations need a partner that is equally committed to supporting innovation across their businesses and processes. Providing maintenance for SAP S/4HANA until 2040 represents a commitment to SAP customers that should give them the confidence to plan for the future,” said Joshua Greenbaum, principal, Enterprise Applications Consulting. “These customers also need the flexibility to plan their transformations carefully and with a minimum of disruption to their ongoing business processes. The additional maintenance timeframe for SAP Business Suite 7 is an important recognition from SAP that the pace of change will vary from customer to customer and that supporting existing SAP Business Suite software processes in sync with customers' business transformation is important for customer success.”

Choice and Investment Protection

SAP gives final clarity on maintenance for SAP Business Suite 7. It will provide two more years of mainstream maintenance for core applications of SAP Business Suite 7. During this offboarding phase, SAP will continue to deliver the strong mainstream maintenance features that customers need. There will be no contractual change nor will any additional fees apply. Following this phase, SAP will offer customers a choice of how they would like to continue with the maintenance for core applications of SAP Business Suite 7 from 2028 onwards:

Customers needing support for their applications in longer conversion phases to SAP S/4HANA can leverage the proven extended maintenance offering. This comes with a premium of two percentage points on the existing maintenance basis for core applications of SAP Business Suite 7 for all support offerings. It will be available for three additional years beginning at the start of 2028 and ending at the close of 2030.

Customers who do not decide for the extended maintenance level of support by the end of 2027 but choose to carry on with their SAP Business Suite 7 software systems will automatically be transferred to the customer-specific maintenance model. This includes problem solving for known issues at unchanged fees.

“At ASUG, we have maintained all along that if you're an SAP customer who wants to grow and accelerate your business, remove inefficiencies, reduce technical debt and take advantage of the latest capabilities of SAP software, then you need to move to SAP S/4HANA. With today's news, we still

CIMdata PLM Late-Breaking News

believe SAP customers should move forward as far in advance of any deadline as possible,” said Geoff Scott, CEO, Americas’ SAP Users’ Group (ASUG). “The decision about a company’s ‘ERP of the future’ should not just center on a technical upgrade to SAP S/4HANA. It should be about how best to prepare a company’s business for the future. This announcement is not a signal to slow down. This is now the time to commence plans and move forward so that SAP customers can harness business value from what is the most significant technology change in SAP’s recent history.”

Michael Kleinemeier, Member of the Executive Board, SAP Digital Business Services, SAP, said: “We are determined to make our customers successful. The extended commitment to SAP Business Suite 7 and the long-lasting support for SAP S/4HANA is at the core of this, providing our customers choice and flexibility in planning for the right path to the future. We thank our customers and especially our user groups for the strong collaboration to make this happen.”

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