

Contents

<i>CIMdata News</i>	3
CIMdata Publishes Executive PLM Market Report	3
CIMdata Publishes PLM Trends Market Report	4
<i>Acquisitions</i>	6
Accenture Completes Acquisition of Capabilities from Trancom ITS.....	6
IBM Aims to Capture Growing Market Opportunity for Data Observability with Databand.ai Acquisition....	6
IFS acquires ULTIMO.....	7
Nemetschek Group: Strategic Investment in Startup SymTerra.....	8
Sandvik completes the acquisition of Preziss, a solutions provider for aluminum and composite machining..	9
<i>Company News</i>	9
‘Sargassum Detector’ from University of Orléans wins 11th edition of the Atos IT Challenge	9
Atos Scaler onboards 5 new start-ups to accelerate innovation in security and quantum for its clients.....	11
Mark Moffat appointed Chief Customer Officer at IFS	12
Mastercam’s 2022 Wildest Parts Competition Now Accepting Entries	13
<i>Event News</i>	14
CONTACT Open World 2022 – shaping a sustainable industry with PLM and IoT	14
Discover Top Trends For GIS Professionals at the 2022 Esri User Conference	15
Meet ZWSOFT at MTA Vietnam 2022.....	15
<i>Financial News</i>	16
Simulations Plus Reports Third Quarter Fiscal 2022 Financial Results.....	16
<i>Implementation Investments</i>	17
Catharina Hospital selects HPE Ezmeral to power data-first modernization and improve accuracy and speed of diagnosis.....	17
DXC and Manchester United Stand ‘Shoulder to Shoulder’ in Multiyear Technology Partnership	18
GAMA Weaves Collaboration and Transparency into Supply Chain with Infor	20
Keyou speeds up development of emission-free engines with CONTACT Cloud.....	20
Leading Online Retailer Cabinets.com Selects Dassault Systèmes’ 3D planner “HomeByMe for Kitchen Retailers” to Transform the Kitchen Market	21
Lely Optimizes Cloud Environment with Infor	22
Outokumpu Partners with TCS on its Cloud-First Transformation Journey	23
Paulig Adds Flavour with Infor	24
Q&L Industrial Services to Support Logistics Processes with Infor	24
Samsung Adopts Ansys’ Simulation Portfolio to Create Semiconductor Designs to Optimize High-Speed Connectivity.....	25
<i>Product News</i>	25
Ganister v2.6 is released	25
Hexagon cuts costs of wheelset inspection and brings predictive maintenance to the rail industry	27
IBM to Expand Services to Enhance the Security of the Department of Defense (DoD) Microelectronics Supply Chain	28
Introducing Project Pro: The Evolution of Construction Risk Mitigation.....	29
Latest IFS assyst Release Automates and Enhances Visibility into Complex Enterprise-Wide Cloud Environments to Drive ROI.....	30

CIMdata PLM Industry Summary

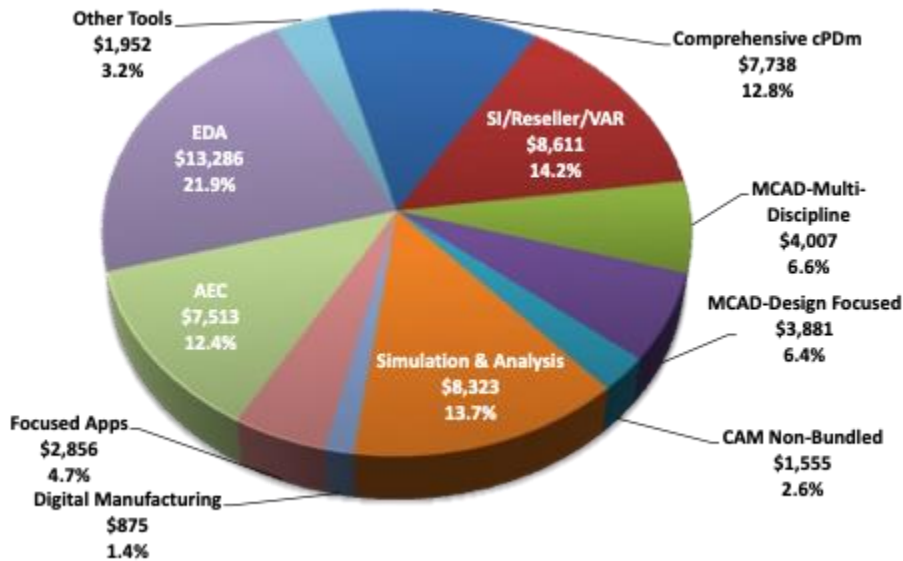
New: exaKT Hydraulik launches one of the first product configurators for hydraulic power units with Multi CAD output.....	31
Siemens takes Xcelerator beyond software to connect the real and the digital worlds	32
TCS Launches ESG Integration Solution on AWS to Accelerate Sustainable Investing	33
TCS Launches Servitization Engine to Help Customers Embrace Subscription-First Business Models	34
Touchplan Introduces Ticket Import	35

CIMdata News

CIMdata Publishes Executive PLM Market Report

6 July 2022

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the release of the CIMdata 2022 Executive PLM Market Report. This report provides an executive-level view of CIMdata's comprehensive analysis of the PLM market, with summary charts on the overall market and specific PLM solution segments (including the chart below). It also includes perspectives on current trends in the PLM industry and how they may affect current suppliers and investments.



Distribution of 2021 PLM Revenue by Market Sector in US\$ Millions

The PLM Economy, as measured in CIMdata's PLM market analysis, continues to grow even in the face of COVID-19. In the calendar year 2021, the PLM market grew to nearly \$60.6 billion overall (11.9% growth over 2020). "The PLM market saw really strong results in 2021, beating our forecast," said Mr. Stan Przybylinski, CIMdata's Vice President. "Electronic Design Automation (EDA) led the pack with a year-on-year growth of 15.9%, driven by market leaders Cadence and Synopsys. However, according to the Electronic System Design Alliance, the whole market grew faster than its leaders. Autodesk's results also contributed to strong growth in Architecture, Engineering, and Construction (AEC) at 14.7%. Finally, simulation and analysis (S&A) returned to strong growth at 11.3%. We expect the move toward smart, connected products to continue growth in S&A, software development tools, and electronic design automation (EDA)."

This report is the first of five modules of the CIMdata 2022 Market Analysis Report Series. The MAR Series provides detailed information and in-depth analysis on the worldwide PLM market for the calendar year 2021. It contains analyses of major trends and issues, revenues of leading PLM providers, and revenue analyses for geographical regions, industry sectors, and historical and projected data on market growth.

The CIMdata PLM Market Analysis Report Series comprises five modules:

1. The CIMdata 2022 Executive PLM Market Report provides an overview of CIMdata's complete global analysis. It includes key charts on PLM market investment statistics through 2021,

CIMdata PLM Industry Summary

forecasts of investments for 2022 through 2026, and a summary of PLM solution providers' performance in 2021.

2. The CIMdata 2022 PLM Industry Review and Trends Report is mainly qualitative and focuses on key issues facing the global PLM ecosystem of solution providers and end-user organizations. It highlights changes that occurred in 2021, what effects those changes may have in the short and medium term, and what is on the horizon in the coming years.
3. The CIMdata 2022 PLM Market and Solution Provider Analysis Report details measures of and forecasts for the overall PLM market and its key segments in 2021, including Tools, cPDM, and Digital Manufacturing. The Tools section has additional details on sub-segments, including MCAD, NC, S&A, EDA, and AEC. It also includes CIMdata's estimates of PLM solution provider revenues in these segments and sub-segments for 2022 through 2026.
4. The CIMdata 2022 PLM Market Geographic Analysis Report provides an additional view of the 2021 market results by major geography. CIMdata's 2021 estimates and market forecasts for PLM and the major PLM market segments are provided for the Americas, EMEA, and Asia-Pacific. In addition, the report includes estimates and forecasts for the cPDM segment within specific European and Asia-Pacific countries and regions.
5. The CIMdata 2022 PLM Market Industry Analysis Report provides an industry segmentation view of the 2021 market results. CIMdata's 2021 estimates and market forecasts for PLM and cPDM are provided for ten industry sectors: aerospace and defense, automotive and other transportation, electronics/telecommunications, fabrication and assembly, process-packaged goods, process-petrochemical, utilities, construction, infrastructure, and shipbuilding.

The CIMdata PLM Market Analysis Report Series is available as a five-module set, or each module can be purchased separately. Selected modules are also available as part of the CIMdata Community Memberships. Further details and pricing information about the report and Community Memberships are available at www.cimdata.com.

CIMdata Publishes PLM Trends Market Report

7 July 2022

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the release of the CIMdata PLM Industry Review and Trends Report, the second of five modules of the CIMdata 2022 Market Analysis Report Series. The MAR Series provides detailed information and in-depth analysis on the worldwide PLM market during 2021. It contains analyses of major trends and issues, revenues of leading PLM providers, and revenue analyses for geographical regions, industry sectors, and historical and projected data on market growth.

The 2022 PLM Industry Review and Trends Report focuses on “The Sustainability Imperative.” The planet Earth evolved over billions of years, surviving multiple Ice Ages and natural disasters—meteor impacts, tectonic and volcanic events—before humanity inhabited large swaths of the planet. Humans had little significant impact on the natural world until their numbers, extractive capabilities, and production means evolved.

Today's Industry 4.0 vision was developed, in part, to address the negative impacts of Industry 3.0 and the eras that preceded it. Much of this degradation results from product creation, logistics, use, and disposal. This precisely maps to CIMdata's product lifecycle management (PLM) definition. Thus, PLM is essential to a systemic response. Industry 4.0 is inherently a system of systems problem that can leverage the same techniques, methods, processes, and solutions that developing smart, connected

CIMdata PLM Industry Summary

products increasingly requires to compete in an Industry 4.0 world.

Leading software and service providers are defining the needed metrics, measurement approaches, and enabling technologies for their industrial clients. CIMdata sees its efforts reflected in the requirements and actions of our industrial consulting clients. Many of those clients are leveraging ideas like the Circular Economy to help ensure minimum environmental impact. Companies need new ways to capture the needed data and measure their results and potential impacts. CIMdata believes that the PLM Economy—the software and services firms that define and enable industrial PLM strategies and implementations—has a key role to play in this global crisis. In this report, CIMdata describes how we got to this point and leverages some primary research with industrial companies and the PLM Economy to understand the drivers for their sustainability efforts and what challenges they face in meeting their sustainability objectives.

This report also provides an update on two important CIMdata initiatives: multi-view bill of material (BOM) and our Enterprise Application Architecture™.

The CIMdata PLM Market Analysis Report Series comprises five modules:

1. The CIMdata 2022 Executive PLM Market Report provides an overview of CIMdata’s complete global analysis. It includes key charts on PLM market investment statistics through 2021, forecasts of investments for 2022 through 2026, and a summary of PLM solution providers’ performance in 2021.
2. The CIMdata 2022 PLM Industry Review and Trends Report is mainly qualitative and focuses on key issues facing the global PLM ecosystem of solution providers and end-user organizations. It highlights changes that occurred in 2021, what effects those changes may have in the short and medium term, and what is on the horizon in the coming years.
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4. The CIMdata 2022 PLM Market Geographic Analysis Report provides an additional view of the 2021 market results by major geography. CIMdata’s 2021 estimates and market forecasts for PLM and the major PLM market segments are provided for the Americas, EMEA, and Asia-Pacific. In addition, the report includes estimates and forecasts for the cPDM segment within specific European and Asia-Pacific countries and regions.
5. The CIMdata 2022 PLM Market Industry Analysis Report provides an industry segmentation view of the 2021 market results. CIMdata’s 2021 estimates and market forecasts for PLM and cPDM are provided for ten industry sectors: aerospace and defense, automotive and other transportation, electronics/telecommunications, fabrication and assembly, process-packaged goods, process-petrochemical, utilities, construction, infrastructure, and shipbuilding.

The CIMdata PLM Market Analysis Report Series is available as a five-module set, or each module can be purchased separately. Selected modules are also available as part of the CIMdata Community Memberships. Further details and pricing information about the report and Community Memberships are available at www.cimdata.com.

Acquisitions

Accenture Completes Acquisition of Capabilities from Trancom ITS

1 July 2022

Accenture has completed its acquisition of digital engineering and operational technology capabilities from Trancom ITS, a Japanese logistics technology services provider. Terms of the transaction, which Accenture announced on March 28, 2022, were not disclosed.

Approximately 190 Transcom ITS engineers have joined Accenture Industry X in Japan as part of the transaction. They specialize in cloud-based logistics systems and optimizing warehouse operations with IoT and sensor technology. The acquisition strengthens Accenture's digital engineering, manufacturing and logistics capabilities to offer hyper-automation solutions at scale, which manufacturing and logistics companies in Japan are increasingly demanding.

IBM Aims to Capture Growing Market Opportunity for Data Observability with Databand.ai Acquisition

6 July 2022

IBM announced it has acquired Databand.ai, a leading provider of data observability software that helps organizations fix issues with their data, including errors, pipeline failures and poor quality — before it impacts their bottom-line. Today's news further strengthens IBM's software portfolio across data, AI and automation to address the full spectrum of observability and helps businesses ensure that trustworthy data is being put into the right hands of the right users at the right time.

Databand.ai is IBM's fifth acquisition in 2022 as the company continues to bolster its hybrid cloud and AI skills and capabilities. IBM has acquired more than 25 companies since Arvind Krishna became CEO in April 2020.

As the volume of data continues to grow at an unprecedented pace, organizations are struggling to manage the health and quality of their data sets, which is necessary to make better business decisions and gain a competitive advantage. A rapidly growing market opportunity, data observability is quickly emerging as a key solution for helping data teams and engineers better understand the health of data in their system and automatically identify, troubleshoot and resolve issues, like anomalies, breaking data changes or pipeline failures, in near real-time. According to Gartner, every year poor data quality costs organizations an average \$12.9 million. To help mitigate this challenge, the data observability market is poised for strong growth.¹

Data observability takes traditional data operations to the next level by using historical trends to compute statistics about data workloads and data pipelines directly at the source, determining if they are working, and pinpointing where any problems may exist. When combined with a full stack observability strategy, it can help IT teams quickly surface and resolve issues from infrastructure and applications to data and machine learning systems.

Databand.ai's open and extendable approach allows data engineering teams to easily integrate and gain observability into their data infrastructure. This acquisition will unlock more resources for Databand.ai to expand its observability capabilities for broader integrations across more of the open source and commercial solutions that power the modern data stack. Enterprises will also have full flexibility in how to run Databand.ai, whether as-a-Service (SaaS) or a self-hosted software subscription.

The acquisition of Databand.ai builds on IBM's research and development investments as well as

CIMdata PLM Industry Summary

strategic acquisitions in AI and automation. By using Databand.ai with IBM Observability by Instana APM and IBM Watson Studio, IBM is well-positioned to address the full spectrum of observability across IT operations.

For example, Databand.ai capabilities can alert data teams and engineers when the data they are using to fuel an analytics system is incomplete or missing. In common cases where data originates from an enterprise application, Instana can then help users quickly explain exactly where the missing data originated from and why an application service is failing. Together, Databand.ai and IBM Instana provide a more complete and explainable view of the entire application infrastructure and data platform system, which can help organizations prevent lost revenue and reputation.

"Our clients are data-driven enterprises who rely on high-quality, trustworthy data to power their mission-critical processes. When they don't have access to the data they need in any given moment, their business can grind to a halt," said Daniel Hernandez, General Manager for Data and AI, IBM. "With the addition of Databand.ai, IBM offers the most comprehensive set of observability capabilities for IT across applications, data and machine learning, and is continuing to provide our clients and partners with the technology they need to deliver trustworthy data and AI at scale."

Data observability solutions are also a key part of an organization's broader data strategy and architecture. The acquisition of Databand.ai further extends IBM's existing data fabric solution by helping ensure that the most accurate and trustworthy data is being put into the right hands at the right time – no matter where it resides.

"You can't protect what you can't see, and when the data platform is ineffective, everyone is impacted – including customers," said Josh Benamram, Co-Founder and CEO, Databand.ai. "That's why global brands such as FanDuel, Agoda and Trax Retail already rely on Databand.ai to remove bad data surprises by detecting and resolving them before they create costly business impacts. Joining IBM will help us scale our software and significantly accelerate our ability to meet the evolving needs of enterprise clients."

Headquartered in Tel Aviv, Israel, Databand.ai employees will join IBM Data and AI, further building on IBM's growing portfolio of Data and AI products, including its IBM Watson capabilities and IBM Cloud Pak for Data. Financial details of the deal were not disclosed. The acquisition closed on June 27, 2022.

IFS acquires ULTIMO

5 July 2022

IFS, announces it has signed a definitive agreement to purchase Ultimo Software Solutions, the Netherlands based provider of cloud Enterprise Asset Management (EAM) software. ULTIMO has been widely acknowledged for building a strong reputation for the completeness, flexibility, and configurability of its SaaS EAM solutions.

IFS boasts a deep and long-standing heritage in asset management and provides end-to-end industry specific EAM software to companies with complex needs and looking to manage their assets' efficiency from cradle to grave.

ULTIMO complements the IFS Cloud EAM offering with a proven track record of delivering faster time to value within the industries they serve, and providing an EAM point-solution widely accredited for its rapid deployment and ease of use.

Founded in 1988, ULTIMO'S customers base sits primarily in Europe with some US presence. The

CIMdata PLM Industry Summary

company is Headquartered in the Netherlands, has 180 employees, and over 2000 customers, including London Gatwick Airport, BASF, VTTI, Ravago, Vion Food Group, Argent Energy, and Hutchison Ports ECT Rotterdam.

The combination of IFS and ULTIMO means that IFS stands out against competitors as the only vendor that is now able to offer Cloud native EAM solutions that cater for every company with either complex end-to-end business needs or as a standalone point solution.

IFS CEO, Darren Roos, commented, “This acquisition puts IFS in a uniquely strong position as we now offer the most complete set of EAM capabilities in the market. The flexibility and configurability of ULTIMO is a great complement to the end-to-end capabilities of IFS Cloud”. Roos added: “Helping our customers deliver on their Moment of Service goals by turning assets and the services they require, into a business differentiator has been central to IFS’s success in EAM, and this is something that we know resonates equally well with ULTIMO customers.”

Willem-Jan Scholten, CEO of ULTIMO commented: “I am proud that we have successfully established ULTIMO as a well-respected provider of Enterprise Asset Management software in our core industries. The market is ripe for disruption, and we have a lot more to achieve, so being part of the IFS family means we can capitalize on our joint ambitions even faster.” He concluded: “Now as part of the industry’s #1 provider of EAM software, we have found a company in IFS that shares our values and provides the backing we need to take what’s so special about ULTIMO – with our product, customers, people and partners – to the next level.”

Earlier this month, Gartner recognized IFS as #1 in EAM market share by revenue – compared to SAP, IBM, Infor and Oracle – with 18% share, that grew 29.1% YoY. In addition, IFS’s commitment to customer success was also seen by Gartner Peer Insights awarding IFS with the Customers’ Choice accolade. The company believes this achievement is evidence that its continued focus on bringing to market composable technology with industry-specific capabilities is resonating with customers.

IFS expects the acquisition of ULTIMO to complete in Q3 2022.

Nemetschek Group: Strategic Investment in Startup SymTerra

5 July 2022

The Nemetschek Group, one of the leading software providers for the AEC/O and media & entertainment industries, announced to have invested in the UK-based start-up SymTerra, a construction site communications platform. The investment underlines the Nemetschek Group venture strategy of driving digitalization and efficiency in the construction industry.

Over 30% of construction costs are directly related to re-work and delays, because of miscommunication on site. SymTerra’s communication platform allows easy, instant, and intuitive communication across multiple contractors to the same project. Clients, contractors and subcontractors can now document works via images and video, cross reference assets and activities, and share information instantly with who they need to.

As the founders come from construction themselves, SymTerra is set to resolve a unified pain-point across all construction sites: poor communication. “We’ve lived the pain of the re-work issue due to poor information and communication on our projects. Unlike existing software where information is siloed, we allow site teams to communicate and share updates through flexible pricing and user permissions that reflect how work is actually delivered. Our users have helped refine SymTerra to be a tool that site teams want to use”, explains John Ryan, SymTerra Co-Founder and CEO.

CIMdata PLM Industry Summary

“Miscommunication in construction generates spendings of 280 billion USD globally. SymTerra’s innovative solution is aimed at avoiding those unnecessary costs”, says Yves Padrines, CEO of the Nemetschek Group. “We are excited to be working more closely with the inspiring team. Our global reach can support SymTerra bringing their solution to a large number of customers, making the industry more efficient and productive.”

Tanja Kufner, Head of Startups & Venture Investments at the Nemetschek Group adds that “investing in SymTerra perfectly aligns with our strategy of driving innovation and digitalization throughout the entire value chain of construction.” The cash infusion from several investors will enable SymTerra to significantly grow their team and expand upon their features so that the platform becomes further accessible to the whole supply chain.

The results speak for themselves: The use of SymTerra on the Liverpool Street Project allowed the project team at MTREL to achieve real-time reporting and obtain live updates from site on over 500 planned activities during a critical 10-day Easter blockade. The project for the platform extension and renovation of the London Liverpool Street Station involved installing a new crossing, platform widening, improved lighting and upgrades to signal renewals. “We were able to update the hour-by-hour program in real-time, identify any change to the critical path and effectively re-sequence works or re-allocate resources to ensure completion on time. The app allowed us to obtain comprehensive visibility over what was happening on site and enabled us to confidently report back to stakeholders on progress”, says Matthew Stimson, MTREL Project Manager.

The investment in SymTerra is the first for the Nemetschek Group in a UK-based startup and a continuation of the strategy of supporting young and innovative entrepreneurs to shape the future AEC/O market and drive innovation. See also our recent announcements regarding investments in the start-ups Imerso, Reconstruct, and Sablono.

Sandvik completes the acquisition of Preziss, a solutions provider for aluminum and composite machining

4 July 2022

Sandvik has completed the previously announced acquisition of the Spain-based company Preziss, a cutting tools and solutions provider within high-precision drilling, reaming, milling and tooling systems. The company will be reported in Sandvik Coromant, a division within Sandvik Manufacturing and Machining Solutions.

In 2021, Preziss had revenues of approximately 10 MEUR and an EBITA margin that is neutral to Sandvik Manufacturing and Machining Solutions. Impact on Sandvik’s earnings per share will be limited, yet positive.

Company News

‘Sargassum Detector’ from University of Orléans wins 11th edition of the Atos IT Challenge

6 July 2022

Atos announces the winners of its international student competition, the Atos IT Challenge. The 3 winning teams were presented with their awards this afternoon during a Ceremony which took place virtually, with the Atos Scientific Community at Atos’ headquarters in Bezons and with the finalists

online.

Now in its eleventh year, the competition received over 100 entries from teams from 19 countries around the world compete on the theme “**To the Moon... to Mars... and to the stars**”.

The goal of this year’s challenge was to explore how data can be used from space within digital data driven ecosystems in order to advance humanity’s progress, both in space and on Earth. They were encouraged to develop space-related applications, with a particular emphasis on (though not restricted to) the Atos Mundi platform which hosts Copernicus Earth satellite imagery.

From the 19 shortlisted teams which were selected to develop their applications under the supervision of Atos Scientific Community coaches, 13 of these made it through to the final judging. From this the Atos IT Challenge Jury, made up of experts and Atos executives[1], chose three finalists. These are:

- **1st prize and competition winner: “Sargassum Detector” from the University of Orléans, France**

This app manages the large expanses of the Sargassum seaweed. It detects floating islands of algae with satellite images, then estimates on which coasts they will be stranded. The objective is to be able to warn local authorities in advance in order to promote a rapid collection of algae and a low impact on the coasts. The project also includes an app which allows users to participate in the collection of algae, by putting them in touch with partner associations or collection services. The team won €10,000.

- **2nd prize: “Lumø”, from the National University of Singapore**

This app primarily targeted at firefighters provides a range of descriptive statistics, such as GIS maps and dashboards containing charts and reports, that allow for quick decision making when it comes to wildfires. In addition to the descriptive statistics of the current situation, it also has two additional features: a real-time analysis of a location’s vulnerability to a spontaneous wildfire, and a simulation that can model wildfire spread. The team won €5,000.

- **3rd prize: “RiverEye”, from the University of São Paulo, Brazil**

Protecting the vegetation alongside rivers with general wildlife is crucial for the subsistence of the ecosystem and the well-being of human life. This web platform inspects and automatically detects vegetation areas that should be preserved alongside rivers using satellite imagery together with Machine Learning and Computer Vision techniques. It also includes a tool for users to compare a region across different times of acquisition. The team won €3,000.

Each of the finalist students will have the opportunity to complete an internship at Atos or be able to discuss other opportunities.

Commenting on these results, **Sophie Proust, Group Chief Technical Officer, Atos** said: *“There is no denying that this year’s topic was a big hit - using the power of earth observation satellite data to advance humanity’s progress. We had over 100 entries covering areas of deforestation, agriculture, climate, energy and pollution. The winners of the Atos IT Challenge this year have shown real originality and creativity with their innovative solutions that meet some of today’s greatest real-world challenges we are facing in our ecosystem, such as the destruction of natural habitats and solutions which help protect them. A big congratulations to our winners and to all of our contestants!”*

Since its creation in 2012, the Atos IT Challenge has empowered students from around the world to develop applications connected to major trends in the digital revolution, such as smart mobility, connected cars, interactive media, connected life, the “right to be forgotten”, blockchain and artificial intelligence. Students are mentored by members of Atos Scientific Community who provide technical and practical support, advice, and encouragement.

Atos Scaler onboards 5 new start-ups to accelerate innovation in security and quantum for its clients

7 July 2022

Atos announces that 5 new start-ups are joining “Scaler, the Atos Accelerator” program, an open innovation accelerator program for startups and SMEs. These new start-ups have a specific focus on digital security and quantum. Scaler creates added value for Atos’ customers, as the start-ups enrich its portfolio with innovative solutions and, in turn, Atos supports their business development and helps them grow internationally, accelerating their access to its customers and partner ecosystem.

Joining the Scaler program today, Atos is pleased to welcome the following startups - focused in the ‘Digital Security’ and ‘Advanced Technology’ categories:

- ColibrITD: innovative quantum computing software platform to manage and optimize access to quantum computing by any enterprise within a hybrid classical & quantum HPC environment,
- Cycognito: External Attack Surface Management SaaS platform that detects, prioritizes, and can exploit critical exposure points by offering remediation guidance,
- DuoKey: technology that protects data on the cloud through Multi Party Computation (MPC) and encryption. It overcomes known security risks, by encrypting valuable data with different keys shares based on MPC,
- Digitalberry: an orchestrator of cryptographic assets such as digital certificates, tokens and keypairs. Digitalberry secures and simplify the large-scale use of digital certificates within non-expert organizations,
- GitGuardian: a code security platform that enables developers, cloud operations, security, and compliance professionals to work together for secure software development.

For this third wave of start-ups, the Atos Scaler team conducted the pitch sessions in the Metaverse. Start-ups had to provide a 100% immersive and realistic experience in a virtual universe. Additional pitch sessions for the ‘Decarbonization’ and ‘Digital’ categories will be held in H2 2022.

Each year, new startups are selected to develop their projects according to specific customer interests. They stay in the program, where Atos helps them accelerate their development and grow internationally, for a period of 18 months accessing Atos’ clients and partners and benefitting from Atos’ technology expertise as well as from its global brand and visibility. Since its launch in 2020, Atos Scaler has fostered many open innovation projects supporting customers’ business needs.

To date, Atos Scaler has onboarded more than 20 start-ups from across the globe and around 20 client deals have already been signed with customer engagements accelerating: Atos Scaler’s key performance indicators (KPI) have more than doubled since the beginning of 2022.

*“Digital security and quantum computing are complex and multi-faceted domains which have become critical in today’s business world. It is essential to foster innovation and collaboration in these sectors in order to support businesses now and in the future.” said **Zeina Zakour, Vice President, Global CTO Digital Security at Atos.** “Atos Scaler is fantastic in that it truly nourishes innovation, meaning that together, through this program, we can address very specific customer needs with original and pertinent solutions, whilst at the same time reinforce our leadership position in cybersecurity and quantum.”*

Some examples of Atos Scaler delivering on its promises – accelerate business growth and portfolio open innovation - include:

CIMdata PLM Industry Summary

- **Grow business**, such as with France Télévision in the decarbonization of its new media NOWU with Greenspector and EcoAct;
- **Develop Open innovation**, such as a sustainable finance solution called ‘Decarbonized Investment Brain’ with DreamQuark; using start-up ProvenRun’s security certified operating system ProvenCore to secure its BullSequana S and BullSequana Edge servers for consistent security from Edge to HPC and Cloud; and using Carbon Minds’ environmental life-cycle data to enrich Atos’ Product Carbon Footprint (PCF) Platform ;
- **Expand Atos’ strategic ecosystem** by developing IoT and OT security solutions for clients in the energy sector with OTORIO, which has also been selected as Atos’ strategic partner for its own next generation of OT industrial cybersecurity and digital risk management solutions; and partnering with start-up Circular Computing to propose carbon neutral, remanufactured laptops as part of Atos’ Digital Workplace offering.

The full list of start-ups currently in the program now includes:

- Digital Security: ProvenRunOtorio - DuoKey- Digitalberry - GitGuardian - CyCognito
- Advanced Technology: IQMIptoki - ColibrITD
- Manufacturing: Carbon Minds
- Resources & Services: Woop
- Financial Services & Insurance: ai
- Public Sector & Defense: Cerbair
- Decarbonization: Circular Computing
- Alumni: United
Biometrics – Claroty- DreamQuark – Synchronized – Opinum – Greenspector – Tier 1

Mark Moffat appointed Chief Customer Officer at IFS

4 July 2022

IFS announces the appointment of Mark Moffat as Chief Customer Officer. In his role, Moffat will ensure that all aspects of IFS’s Customer Experience and Success Services strategy support the growth plans of the company, specifically in relation to our customers’ experience with IFS and in realizing value from IFS’s technology in their business with IFS Success Services.

Creating outstanding Moments of Service™ for its customers has been the company’s true north since its inception Moffat’s appointment shows the company’s unwavering commitment to this goal. IFS has created momentum by being recognized as a Gartner Peer Insights Customer Choice across a number of categories over the years, demonstrating that its strategy is paying off.

Commenting on the appointment, Darren Roos, CEO at IFS, said: “Mark is a leader with a strong reputation for developing outstanding customer relationships; they value his empathy and visionary mindset in helping them achieve transformational results no matter their levels of maturity.” Roos added: “There could not be a tighter alignment with our own customer success strategy and our unrelenting goal to deliver a great experience and help all our customers realize value from their investment in our technology. I am delighted to have Mark join us and bring his strong multinational and industry expertise to IFS”.

Mark Moffat, Chief Customer Officer at IFS, added: “I have been following IFS’s amazing growth and transformation journey over the last three and half years; the results are inspirational. Being given the

CIMdata PLM Industry Summary

opportunity to shape IFS's customer experience and focus further as the company targets further growth is truly exciting. I very much look forward to building on the great foundations that have been established and to working closely with customers everywhere to elevate the value IFS delivers and help companies grow their business in turn".

Moffat brings to IFS a wealth of experience working with customers across multiple sectors in some of the largest global multinationals, advising on technology strategy, M&A, and business transformation. In his most recent role, as CTO and UK & EMEA Technology Consulting Leader for PwC, Moffat was responsible for bringing technology at the heart of the PwC organization across service lines, sectors and markets.

Mastercam's 2022 Wildest Parts Competition Now Accepting Entries

30 June 2022

Mastercam, CAD/CAM software developed by CNC Software, LLC, is proud to sponsor a competition to inspire students and professionals in the manufacturing arena. The Mastercam 2022 Wildest Parts Competition is now accepting entries.

The challenge is simple. Create a bold, original item using Mastercam. The competition challenges students and professionals to create something that shows off imaginative design and exciting machining.

Participating in the Wildest Parts Competition is a great opportunity for instructors and students to get inspired in the classroom and motivated to expand their CAD/CAM abilities by the spirit of competition. Entrants are expected to create high quality parts that either haven't been done before or add a new twist to an existing concept.

Now until October 31, 2022, entries will be accepted in two divisions:

Education (1st, 2nd, 3rd) – open to individual students at high school and college/university level of education.

Professional (1st, 2nd, 3rd) – open to anyone with professional manufacturing experience; instructors are encouraged to enter parts in this division.

"Last year we received a lot of amazing and creative parts from students and professionals around the world," said Peter Mancini, Education Product Manager at CNC Software. "For example, Wes Bruski from Capital High School in Helena, MT, was the winner in our Secondary division with a Domino and Dice Cup Game Set, and Gus Bronk from Washington State University made a keyboard from exotic materials for our Postsecondary division. The parts they submitted were extremely impressive, and we look forward to seeing what entries are submitted this coming year!"

All entrants receive a Mastercam t-shirt for participating. Winning entries receive cash, \$3,000 for first place; \$1,500 for second place; and \$700 for third place, in addition to certificates of achievement and more. Anyone interested in a manufacturing and design challenge to break the mold, think outside the box, cut outside the lines, and share their creativity is encouraged to enter.

For more information about the Mastercam Wildest Parts Competition, visit <https://www.mastercam.com/community/competitions/wildestparts/>.

Event News

CONTACT Open World 2022 – shaping a sustainable industry with PLM and IoT

5 July 2022

Together with international customers and partners, CONTACT Software will present from September 14 to 15 under the motto "Shape the sustainable future now!" strategies, technologies and best practices that enable companies to drive forward their digital transformation in a future-proof and sustainable way.

Ecological and social changes are increasing the pressure on industry to transform. Digitization, new business models and the responsible use of resources are more crucial than ever in global competition. At Open World 2022, CONTACT Software will show how companies can develop, manufacture and operate smart products, services and infrastructures - and integrate sustainability in their value creation.

At the two-day conference in Bremen, Germany, renowned customers will provide exclusive insights into their successful digitization strategies based on the CONTACT Elements platform. The keynote from thyssenkrupp Dynamic Components, a leading global automotive supplier, will highlight, in particular, the benefits of data-driven production control in real time. In its keynote, the Norwegian shipbuilding company Ulstein will show how an efficient variant management can contribute to more sustainability.

Another highlight will be the customer presentations focusing on PLM in the cloud, project management, quality and compliance, and the Industrial Internet of Things (IIoT). Here, HBC-radiomatic, Kiekert, Mann+Hummel, Manthey, PCI Augsburg, Van Raam and other well-known companies will report on how they are using CONTACT's solutions for end-to-end Product Lifecycle Management (PLM), the smart factory and digital services to successfully master the increasing requirements in their industries.

CONTACT Software opens the Open World 2022 with an outlook on business development and presents its innovation roadmap as well as the company's future strategy. The software company will also be showcasing the latest enhancements to its modular low-code platform Elements and presenting new PLM & IoT applications that support companies on their path to more sustainable business.

These include, for example, a new software module for CIM Database PLM, which enables transparent, quality-assured materials management throughout the company that can be verified at any time. As well as the new ticket system from CONTACT Elements. This app provides service teams with all information on customer inquiries digitally and searchable in one place: from problem description through communication to documentation of the solution.

In addition to practical hands-on workshops on topics such as virtual reality or Universal Classification and an extensive partner exhibition, an inspiring speech by Alfred Prey, manager of the first division ice hockey team Fischtown Penguins, completes the wide range of offerings at this year's Open World. On the day before the event, interested visitors can also take part in a PLM Leadership Workshop by Peter Bilello, CEO of CIMdata.

[Here](#) you can find further information about the program and how to participate in the Open World 2022 in Bremen.

CIMdata PLM Industry Summary

Discover Top Trends For GIS Professionals at the 2022 Esri User Conference

27 June 2022

EagleView is excited to be taking part in this year's [Esri User Conference](#) in San Diego. Come join us and thousands of users from around the globe to reconnect and discover the latest advances in geographic information system (GIS) technology.

We'll be sponsoring the [Imagery Summit](#) on Sunday, July 10th at the Marriott Marquis San Diego Marina, and will also be at booth #519 at the main user conference during show hours to share how government departments are leveraging GIS capabilities to solve problems, create shared understanding, and map common ground.

Be sure to join EagleView's own Alex Rodd, Regional Technical Manager for Government, on Wednesday, July 13th from 3-3.30 pm PT for an in-depth session on Oblique and Orthogonal Aerial Imagery for GIS Professionals.

EagleView offers certified high-resolution orthogonal and oblique aerial imagery, combining GIS data with geo-referenced, natural looking imagery from multiple angles to help government agencies improve efficiency, accuracy, and decision-making.

Our turnkey integrations with Esri software help GIS professionals visualize and validate GIS data to share critical context with government stakeholders, helping them work more effectively and make better, data-backed decisions.

Register For the Esri User Conference

Esri User Conference 2022

July 11-15, 2022

San Diego Convention Center

EagleView Booth #519

<https://www.esri.com/en-us/about/events/uc/overview>

We look forward to seeing you there!

Won't be able to attend? [Contact us](#) to learn how you can integrate EagleView into your Esri applications.

Meet ZWSOFT at MTA Vietnam 2022

5 July 2022

ZWSOFT will attend MTA Vietnam 2022 held in Saigon Exhibition & Convention Center, Ho Chi Minh City from July 6th to July 9th. ZWSOFT Vietnam Team will join this exhibition and showcase our powerful all-in-one CAD/CAE/CAM solutions for product design, mold design and machining. Also, we will have a lucky draw with plenty of amazing gifts including Samsung Galaxy Tablets. Come and see how ZWCAD & ZW3D bring your products to market faster and win big gifts!

Details as below

Expo Name	MTA Vietnam 2022
Expo Date	06 July - 09 July, 2022

CIMdata PLM Industry Summary

Venue	Saigon Exhibition & Convention Center, Ho Chi Minh City, Vietnam
Booth No.	AG2-1
Expo Website	https://mtavietnam.com/?lang=en
Exhibitors	ZWSOFT

Financial News

Simulations Plus Reports Third Quarter Fiscal 2022 Financial Results

6 July 2022

Simulations Plus, Inc., a leading provider of modeling and simulation software and services for pharmaceutical safety and efficacy, reported financial results for its third quarter of fiscal 2022, ended May 31, 2022.

“While the growth trend in our software business continued during the third quarter, our services business showed a strong recovery with 19% growth,” said Shawn O’Connor, chief executive officer of Simulations Plus. “The services backlog we built over the past few quarters set up this recovery, driven by PBPK and PKPD projects. PBPK was especially strong as we saw deeper penetration of modeling resulting from expanded use cases and perceived value. Looking at our software business, our efforts to expand our addressable market continued to pay off as we saw increased upsells, continued expansion in Asia, and deeper penetration of modeling and simulation with smaller biotech firms.”

Third Quarter Fiscal 2022 Financial Highlights (compared with the corresponding period last fiscal year):

- Total revenue increased 17% to \$15.0 million;
- Software revenue increased 16% to \$9.7 million, representing 64% of total revenue;
- Services revenue increased 19% to \$5.3 million, representing 36% of total revenue;
- Gross profit increased 20% to \$12.4 million; gross margin was 83%;
- Net income and diluted EPS of \$4.1 million and \$0.20, compared to \$3.8 million and \$0.18, respectively;
- Adjusted EBITDA of \$6.3 million, representing 42% of total revenue.

YTD Financial Highlights (compared with the corresponding period last fiscal year):

- Total revenue increased 15% to \$42.2 million;
- Software revenue increased 20% to \$26.8 million, representing 63% of total revenue;
- Services revenue increased 8% to \$15.4 million, representing 37% of total revenue;
- Gross profit increased 18% to \$34.0 million; gross margin was 81%;
- Net income and diluted EPS of \$11.5 million and \$0.56, compared to \$9.5 million and \$0.46, respectively;
- Adjusted EBITDA of \$18.7 million, representing 44% of total revenue.

Fiscal 2022 Outlook

“Now that we’ve completed our third quarter and have one quarter remaining in the fiscal year, we are reiterating our full-year revenue guidance at \$52-53 million, and tightening the growth rate to 12-15%. Our fourth quarter has historically been impacted by seasonality related to our industry in the summer months and we expect this year to be no different. For services, there tends to be slower engagement on projects during the summer months. For software, growth tends to be skewed towards the first half of our fiscal year, which coincides with new calendar year budgets for many of our customers. Based on the successful performance of our software business through the third quarter, we expect software revenue to exceed 60% of total revenue for the fiscal year,” concluded O’Connor.

Quarterly Dividend

The company’s Board of Directors declared a cash dividend of \$0.06 per share of the company’s common stock, payable on August 1, 2022, to shareholders of record as of July 25, 2022. The declaration of any future dividends will be determined by the Board of Directors each quarter and will depend on earnings, financial condition, capital requirements, and other factors.

Environmental, Social, and Governance (ESG)

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

Webcast and Conference Call Details

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

Implementation Investments

Catharina Hospital selects HPE Ezmeral to power data-first modernization and improve accuracy and speed of diagnosis

6 July 2022

Hewlett Packard Enterprise announced that Catharina Hospital, the largest hospital in the Netherlands’ Eindhoven region, providing care for over 150,000 patients, has selected the HPE Ezmeral software portfolio to build a cloud-native analytics and data lakehouse to provide more accurate diagnosis, early detection and injury prevention for patients.

Every year, approximately 40,000 patients are diagnosed with heart failure in the Netherlands. Heart disease can develop without any noticeable symptoms. Cardiologists hope that artificial intelligence can significantly contribute to the management of heart disease and provide better treatment for patients.

“The new data lakehouse that we’ve created using HPE Ezmeral will enable us to help accelerate model training and detect cardiogram anomalies among the 500,000 electrocardiograms (ECGs) already available for data analysis with higher precision and to identify the correct diagnosis and treatment,” said Thomas Mast from the cardiology department at Catharina Hospital. “The development of these algorithms based on artificial intelligence may deliver more accurate diagnoses and move toward a more

CIMdata PLM Industry Summary

preventative approach to patient care. This may also relieve some of the pressures on our healthcare system and ensures patient data remains in the hospital and is not moved to the public cloud.”

Like many other healthcare institutions, Catharina Hospital has faced tremendous pressure caring for patients throughout COVID-19, and has focused specifically on making better use of its existing data, leveraging it to gain insights that can improve patient care and drive better health outcomes. In order to accomplish this, the hospital looked to HPE Ezmeral ML Ops and HPE Ezmeral Unified Analytics to create a single, central data lakehouse to securely collect and analyze anonymized patient data from disparate sources across or outside of the hospital and accelerate model training.

The HPE Ezmeral open-source architecture also allows the hospital greater choice when selecting software because it can easily integrate with the HPE Ezmeral platform through the open-source Kubernetes and the growing number of validated ISV partners in the HPE GreenLake Marketplace, resulting in faster time-to-value.

“HPE has been working with the hospital for a number of years to deliver technology solutions, and we are pleased with the smooth implementation of HPE Ezmeral to unite its disparate data sources into a single data lakehouse,” said Clemens Esser, Chief Technologist at HPE. “With this single, standardized data platform, the AI and data science teams within the hospital will be able to truly harness the value of their data and have a direct impact on improving patient care. The partnership is a common use case scenario for medical institutions across the world, and illustrates the strength of data innovations in the medical field.”

Catharina Hospital joins a fast-growing number of enterprises spanning multiple industries turning to HPE Ezmeral for their analytics initiatives. The HPE Ezmeral software portfolio is a purpose-built, hybrid cloud platform for data science and analytics workloads for enterprises to build and accelerate their modern data analytics initiatives at scale. It is composed of a complete orchestrated Kubernetes container platform along with a built-in data fabric persistent storage layer and ML Ops for data science workflows. Today, the entire HPE Ezmeral portfolio, HPE Ezmeral Runtime Enterprise, HPE Ezmeral Unified Analytics, HPE Ezmeral ML Ops, and HPE Ezmeral Data Fabric are available to customers globally, providing frictionless access to data edge to cloud.

DXC and Manchester United Stand ‘Shoulder to Shoulder’ in Multiyear Technology Partnership

6 July 2022

DXC Technology and Manchester United have signed a major, multiyear partnership agreement as the football club turns to technology to transform its operations and enhance the football experience for its global fanbase.

Through the agreement, DXC will become principal partner of Manchester United focussed on the club’s digital transformation and innovation. As principal shirt sleeve partner, DXC will have a global presence on the shoulder of the team’s home, away and third kits. DXC will also become a partner of Manchester United Foundation, collaborating on the care it gives to the community.

“We are proud to welcome DXC as our principal partner for digital transformation, Manchester United Foundation and shirt sleeve in this exciting new era for the club,” said Victoria Timpson, Manchester United’s CEO of Alliances and Partnerships. “We are two organizations with a shared belief in the power of technology to win.”

As one of the world’s most globally recognized sports teams, Manchester United will work with DXC to become more data driven and optimize its digital offering to fans, helping to improve the way they

engage and interact with the club.

“Through this partnership, Manchester United is turning to DXC for its experience in enterprise transformation as it strives to engage fans and inspire young people,” said Chris Drumgoole, Chief Operating Officer, DXC Technology. “Whether it’s running one of the most popular and successful sports teams in the world, or transforming business for Fortune 500 organizations, Manchester United and DXC are experts in running mission-critical activities. We stand united in delivering excellence.”

The agreement, which commences July 2022, covers the following areas:

Manchester United’s Digital Presence

DXC will deliver and develop Manchester United’s digital presence including the club’s website and media platforms, bringing a global community of 1.1 billion fans and followers closer to the heart of the club. Starting immediately, DXC will manage Manchester United’s app, which has users in 214 global territories and is the top downloaded sports app in 68 global markets. For example, DXC will streamline analytics data helping the club to deliver a more personalized experience for fans across the club’s digital channels.

Data Driven

With its experience in data analytics and engineering, DXC will help Manchester United to harness the power of data to enhance fan experience and certain business operations. In a first step, DXC and United will deliver a new data platform that will aggregate data across the club and enable new insights to inform strategic business planning and performance.

Partner to Manchester United Foundation

DXC will also become the Presenting Partner of Manchester United Foundation. The partnership will focus on how technology can have a positive impact on people, the environment, and society, working together to educate and inspire a new generation of STEM students, through digital workshops, programs and in-person seminars.

Digital Transformation Roadmap

DXC and Manchester United will work together to set a digital vision and strategy to help the club benefit from powerful emerging technologies as it prepares for opportunities of tomorrow. For example, DXC will work with the Man Utd Academy to support coaching staff with data analysis, tracking and reporting technologies.

Shirt Sleeve Partner

As principal shirt sleeve partner for the 2022/23 season, DXC will be visible on the club’s home, away and third kit, for the men’s, women’s and youth teams, receiving worldwide brand exposure to football’s expansive global audience. DXC joins Teamviewer and adidas as principal partners on the new kit which will be launched later this week.

“DXC’s technological expertise will help put Manchester United at the forefront of digital transformation, providing effective ways of working and new and exciting opportunities to interact with fans. The possibilities are endless, and we are looking forward to working with DXC on our future digital offerings,” added Victoria Timpson.

GAMA Weaves Collaboration and Transparency into Supply Chain with Infor

30 June 2022

Infor, the industry cloud company, announced that plastic recycler and yarn manufacturer GAMA Recycle Sustainable Technologies has selected Infor CloudSuite Industrial Enterprise. The platform is expected to help accelerate value streams and reduce lead times, as well as help GAMA expand market share and increase transparency and productivity.

Established in Gaziantep, Turkey, in 1997, GAMA has grown to be the largest recycled-plastic yarn and fiber producer in the world. Recycling textile products and R-PET (polyethylene terephthalate) flakes, its production process is riskier, and more complex, than others that use virgin materials.

This complexity, combined with supply chain volatility following Brexit and the pandemic, led to the requirement for a modern ERP to support enhanced end-to-end collaboration across GAMA's supply chain. Crucially, the ERP needed to streamline operations through reducing errors and operational failures, ensure quality consistency, and improve the customer experience.

Following a market evaluation, GAMA selected Infor CloudSuite Industrial Enterprise powered by Amazon Web Services (AWS), based on its simplified and preconfigured business processes, developed in line with industry-specific experience and expertise. The multi-tenant cloud application will be deployed by Infor partner Enigma Business Solutions and is set to go live in October 2022.

“Increased demand for customized goods produced in a sustainable way has created a need for enhanced transparency across the whole supply chain,” comments Zafer Kaplan, president of GAMA. “In responding to the needs of a rapidly changing and dispersed market, it is important that we foster collaboration across the entire value chain, from suppliers to customers. In doing this, we can be agile in assessing and addressing market changes, and deliver the product and service quality our customers expect.

“Through leveraging the capabilities of Infor CloudSuite Industrial Enterprise, we are able to connect all of our processes digitally, which allows us to work more sustainably and effectively, optimize our organizational structure, and improve our product and service delivery model.”

“Due to digital advancements and increasing consumer expectations in the market, our customers feel the need for more exceptional speed and adaptability in their business,” comments Reslen Eroğlu, Enigma Business Solutions managing partner. Building an organisation that can respond rapidly and appropriately to new challenges and opportunities requires the right strategy and, crucially, the right digital infrastructure that can flex and scale proportionately, to capitalise on new market demands, and instill a culture of resilience.”

Keyou speeds up development of emission-free engines with CONTACT Cloud

28 June 2022

The Munich-based startup develops innovative solutions for hydrogen engines. With end-to-end processes, Keyou can quickly react to customer requirements in a highly competitive market. The innovation leader benefits from CONTACT's scalable and secure SaaS solution.

While battery-electric drives are becoming increasingly popular in passenger cars, they still come with heavy trade-offs in commercial vehicles. Operators are faced with significantly higher initial costs. At the same time, the vehicles' payloads and ranges decrease, since batteries have a significantly lower energy density than fossil fuels. The German startup Keyou has identified hydrogen as the energy carrier to bridge the gap between economic efficiency and zero local emissions. Hydrogen stores almost three

CIMdata PLM Industry Summary

times as much energy per kilogram as diesel or gasoline and reacts during combustion to harmless water vapor.

Since 2015 Keyou develops software and hardware components that transform diesel and gasoline engines into hydrogen engines. To make them fit for hydrogen operation, they are modified with an efficient injection, exhaust gas recirculation, turbocharging, and an H₂-specific ignition system. Special combustion processes, developed by Keyou, reduce pollutants from the combustion of nitrogen and lubricating oil. Keyou's technology is vendor-neutral and can be transferred to existing engine designs with little effort. It paves the way for emission-free vehicles and represents an important step towards climate-friendly mobility.

Keyou's growth and the increasing number of projects make product development more complex. With CIM Database PLM from the Cloud, Keyou ensures efficient and secure processes throughout the entire product development. Users can store CAD and Office files in the CONTACT Cloud and quickly retrieve them at any time. CIM Database is connected to the existing multi-CAD environment and, with its integrated project management, enables smooth collaboration between all project participants.

The scalable Cloud solution can be expanded with additional functionality. In order to minimize efforts for implementation and maintenance of the PLM system, Keyou chose CONTACT's Software as a Service (SaaS) option. "SaaS relieves us of many tasks that are typically associated with implementing and operating a PLM system," says Markus Schneider, COO of Keyou. "This allows us to focus our energy on our main goal: To develop hydrogen engines and provide operators with an emission-free drive solution that's economically viable today."

Leading Online Retailer Cabinets.com Selects Dassault Systèmes' 3D planner "HomeByMe for Kitchen Retailers" to Transform the Kitchen Market

7 July 2022

Dassault Systèmes announced that Cabinets.com, the largest online retailer of U.S.-manufactured and assembled cabinets, has selected Dassault Systèmes' "HomeByMe for Kitchen Retailers" to disrupt the kitchen market with a fully online business model that transforms how consumers shop for all their kitchen cabinet needs.

Cabinets.com can leverage the digital disruption underway in other e-commerce sectors and enhance the user experience by integrating this cloud-based 3D planning solution into its website. Consumers can choose from one of the largest selections of kitchen cabinets and design their dream kitchens online without having to visit a physical store.

"As a purely online company, providing an easy-to-use, web-based user experience was essential. We were impressed with the ease of use and intuitive flow of the 'HomeByMe' solution. We will be able to offer our customers an effective and easy-to-use tool to digitally design their kitchen with the latest styles and trends," said Jeff Robertson, President, Cabinets.com.

In 2021, total e-commerce sales in the U.S. reached \$871 billion, an increase of 14.2% over 2020. Although digital technologies, coupled with the COVID-19 pandemic that shuttered brick and mortar stores, have transformed the way consumers shop, purchasing kitchen cabinets online is still new for many homeowners and renovators. Cabinets.com is aiming to transform this market and make this process easier for consumers by becoming a purely online hub for all kitchen cabinet needs.

With "HomeByMe for Kitchen Retailers," Cabinets.com can deliver a personalized design experience that draws consumers closer to its brand. The solution combines 3D space planning, automation and intelligence. This offers capabilities to automatically highlight potential planning and design errors in

CIMdata PLM Industry Summary

real time, guarantee the precision of customized options, propose design alternatives in seconds, and ensure up-to-date products and pricing while enabling efficient collaboration with its designers. Customers can create and modify door styles and colors, accessories and a wide array of custom options according to their needs and budgets, and make faster, better decisions based on high quality 3D renderings of the expected finished look. The experience will be made available on the company's website to all customers at no charge.

"The pandemic has significantly transformed the market and the consumer decision-making process. Individuals have been investing in their homes to improve their day-to-day quality of life, and e-commerce for home furnishings has become the new normal. Kitchen and bath, but also home and decor retailers and manufacturers, need to fundamentally transform the way they engage with their customers," said Vincent Picou, CEO, 3DVIA, Dassault Systèmes. "HomeByMe for Kitchen Retailers' is the omnichannel solution that boosts retailers' business by bringing game-changing 3D experiences directly to consumers."

Lely Optimizes Cloud Environment with Infor

6 July 2022

Infor, the industry cloud company, announced that Lely has deployed its Infor CloudSuite Equipment enterprise resource planning (ERP) solution to enhance growth and innovation in its production of milking robotics. The future-proof, flexible solution offers improvements in areas such as tracking capabilities, quality management and supply chain management.

Lely is a Dutch family-owned company in the agricultural sector founded in 1948. The company designs and manufactures automated systems for dairy farmers around the world to enable them to excel in sustainable milk production to feed the world. With the new cloud-based Infor ERP, powered by Amazon Web Services (AWS), Lely wants to increase flexibility to support innovation in milking robotics.

The agricultural world is changing. The growing world population and shortage of raw materials require more insight. Through automation and robotics, agricultural entrepreneurs can perform simple analyses to, for example, monitor their livestock and increase productivity. The Infor CloudSuite application supports the necessary flexibility.

"I am very proud of the way we did the implementations as a team with Infor's alliance partner Apex Systems and Infor. We made it a team success. The requirements were that it should be implemented in a short time, that the users and customers would not feel it and that there would be no downtime in production. Every requirement was met. The servers were replaced and the new system switched over during the weekend, so by Monday morning, the cloud applications were already working perfectly. The ultimate measure was our customers never felt any disruption," says Bart Kuijpers, Lely's head of data, value & IT. "A huge advantage is we no longer need to do any system updates or maintain any servers. Everything is looked after by Infor. The ERP is at the centre of our IT landscape, and now we can take advantage of regular functionality updates and the Infor Data Lake as a central data repository."

"The Infor solution provides the flexibility to manage the most complex value chains, such as supply chain management, procurement insight and more efficient production processes. With the ERP solution, organisations can quickly adapt as industry trends change. This optimizes their operations and helps to increase revenue opportunities," said Hein Kivits, Infor's senior sales director in Benelux. "We are pleased to provide Lely with a solid foundation that will help them achieve their ambition to remain the market leader in the agricultural sector."

In the next phase of the implementation, Infor's cloud-based application will be deployed in the other countries where Lely is active in 2022 and 2023. The focus is to improve the supply chain and financial processes.

Outokumpu Partners with TCS on its Cloud-First Transformation Journey

5 July 2022

Tata Consultancy Services has been selected by Outokumpu, the global leader in sustainable stainless steel, to transform its IT landscape with an agile and secure cloud-based digital core to reduce its carbon footprint and support its strategic aspirations.

Headquartered in Finland and operating in more than 30 countries with around 9,000 employees, Outokumpu aims to strengthen its industry leadership and competitive differentiation. Towards this goal, it has embarked on a cloud transformation journey, entering into a multi-year strategic partnership with TCS to build a next-generation hybrid cloud platform.

TCS will use its deep industry knowledge of the steel sector to support Outokumpu in building a new digital core using advanced digital technologies such as cloud, data analytics and Artificial Intelligence (AI). It will transform and migrate the steel-maker's mission-critical manufacturing operations systems and core SAP systems to a new hybrid cloud architecture using Azure.

Additionally, TCS will deploy new digital end-user services that will cater to the differentiated needs of each of Outokumpu's business units and help them derive the full benefit of the transformation. TCS will leverage its Machine First™ approach to simplify production management using Cognix™ for Workplace, its AI-driven human-machine collaboration suite. This will help create an intuitive, immersive, and intelligent workspace, offering delightful employee experiences.

The new cloud-based digital core will help enhance operational resilience, scalability and agility across the enterprise. Easier access to next-gen technologies as part of the cloud stack is expected to accelerate innovation across the organization and advance Outokumpu's digital manufacturing objectives. Further, the transformation will reduce Outokumpu's carbon footprint and help achieve its objective of being the customer's first choice in sustainable stainless steel.

“We have chosen TCS as our partner to deliver a resilient and scalable digital core that meets the needs of our business operations. TCS' deep and contextual understanding of the steel industry and cloud-first approach enables us to improve our productivity and profitability as well as achieve our sustainability targets. With its built-in security governance and identity access on all service levels, TCS' automation solution ensures the stability and reliability of our key operations and offers capabilities for service modernization,” said **Stefan Erdmann, Chief Technology Officer, Outokumpu**.

“We are delighted to enter into this strategic partnership with Outokumpu to accelerate their digital transformation and help realize their business vision. TCS' deep contextual and industry knowledge, expertise in cutting-edge digital technologies, and innovative cloud-first solution will help Outokumpu gain agility, enhance user experience, reduce their carbon footprint, and establish competitive differentiation,” said **Subhadipta Samantray, Country Head, TCS Finland**. *“This partnership represents an expansion of TCS' footprint in the Finnish manufacturing sector, further strengthening our position as a growth and transformation partner in the region.”*

Paulig Adds Flavour with Infor

1 July 2022

Infor, the industry cloud company, today announced that Paulig, an international, family-owned food and beverage company, has selected Infor CloudSuite Food & Beverage. The industry-specific suite of Infor applications, delivered in the multi-tenant cloud, will support Paulig's business transformation to harmonize processes and streamline its operating model internationally.

Paulig is a Finnish family-owned food and beverage company that provides primarily coffees and beverages, Tex Mex and spices, snacks and plant-based choices to an international market. Its brands are Paulig, Santa Maria, Risenta and Poco Loco. The company has 2,300 employees in 13 countries.

"Paulig chose Infor based on its deep industry-specific functionality and having a true modern cloud solution that is always up to date. The solution enhances productivity and visibility through all operations at Paulig," says Marika Lindström, Paulig's CIO.

The solution consists of core ERP (Infor CloudSuite Food & Beverage), product life cycle management (Infor PLM for Process), production scheduling (Infor Supply Chain Planning), and warehouse mobility (Infor Factory Track). Like other Infor products, the solution will be running on the Infor OS digital platform, residing on Amazon Web Services.

"Choosing Infor as a partner for our business transformation program will help our organization work as One Paulig. We need to have increased visibility into our processes, which is something that Infor provides with their modern, cloud solution in a trustworthy, industry-specific manner," says Juha Väre, Paulig's CFO. "We believe Infor's capabilities help Paulig reach a new level of efficiency in our organisation and improve services to our customers."

Malin Petterson, Infor EMEA North general manager, says, "We are thrilled to welcome Paulig as a new customer in the Infor family. Infor respects Paulig's strong heritage and brands in Europe."

Juha Levo, Infor country manager for Finland, continues, "With strong roots in Northern Europe for both companies, Infor will serve Paulig with a wide local ecosystem for cooperation and support in all the Paulig operating countries."

Q&L Industrial Services to Support Logistics Processes with Infor

5 July 2022

Infor, the industry cloud company, announced that Q&L Industrial Services, a third-party logistics (3PL) provider headquartered in Slovakia, is migrating to the **Infor WMS** warehouse management cloud solution to improve performance of stock operations. Q&L expects the new system to provide additional benefits in speed and accuracy for its customers.

With its current system, Q&L got to a vendor-lock situation with long lead times while needing to improve flexibility quickly with the current volatile and unpredictable markets. The Infor cloud solution will provide a complete, functional system with faster implementation and time to value.

Q&L is planning the initial Infor WMS go-live at a pilot warehouse in mid-summer. The next big warehouse deployment will follow in the autumn. Infor WMS will cover all processes from receiving and put-away to picking, loading, and shipping. The company also is going to integrate Infor WMS with its AGV (automated guided vehicles) systems.

"We were looking for an easily scalable and flexible system that can be customized by ourselves," said Štefan Homza, CEO of Q&L Industrial Services. "Infor WMS provides the necessary scalability and

implementation speed we need for adding new customers. We also appreciate its ability to smoothly integrate with existing logistics systems and operations.”

Samsung Adopts Ansys’ Simulation Portfolio to Create Semiconductor Designs to Optimize High-Speed Connectivity

7 July 2022

Samsung Foundry will engage Ansys’ industry-leading electromagnetic (EM) simulation tools to develop ultramodern designs, including 5G/6G, on the most advanced chips, nodes, and process technologies. Ansys’ simulation solutions will deliver a comprehensive EM-aware design flow with greater capacity, speed, and integration capabilities for Samsung’s most advanced semiconductor technology, accelerating on-chip design cycle times to boost high-speed connectivity while helping to reduce design error and risk.

Samsung designers will leverage Ansys’ EM design tools, Ansys RaptorX, Ansys VeloceRF, and Ansys Exalto, to help reduce time to market by two to three weeks on smaller designs and up to two months for complex designs. With automation capabilities that optimize calculations and modeling, coupled with larger capacity, Ansys’ software will allow the Samsung team to design at faster speeds with higher fidelity.

“Electronic systems and process technologies are constantly evolving and therefore require leading-edge EM design capabilities,” said Sangyun Kim, corporate vice president of the Foundry Design Technology Team at Samsung Electronics. “We believe that Ansys’ simulation solutions meet these challenges and will deliver the highest level of proficiency for our design needs, while reducing design time, cost, and risk.”

By integrating Ansys’ EM solutions, Samsung designers can model complex on-chip scenarios, including dummy tiles, which comprise millions of metal pieces in a fraction of the time. Additionally, Ansys’ near real-time modelling capabilities safeguard designs from EM interference, which helps significantly lower the risk of chip failure.

“EM is a primary challenge for chip designers as connectivity demands increase and technologies advance worldwide,” said John Lee, vice president and general manager of the electronics, semiconductor, and optics business unit at Ansys. “At Ansys, we ensure that our simulation solutions not only meet these rising demands but remain ahead of them. We are confident that Ansys’ EM design portfolio is well-equipped to serve the Samsung team with the tools they need to optimize their on-chip designs.”

Ansys and Samsung have a long history of collaboration that delivers advanced solutions, including power integrity and electromigration signoff solutions for low-power mobile and high-performance computing applications.

Product News

Ganister v2.6 is released

6 July 2022

Performance

Performance is key not only when you have millions of nodes but also when you just get started. We were already very happy with the performances. If you have the correct hardware Ganister will be the

CIMdata PLM Industry Summary

most performant graph-based low-code platform on the market. But still, we look at the metrics, we measured the milliseconds that annoyed us and came up with some cache mechanisms to improve Ganister's performance and user experience.

Cache

A cache is the capability to save some data in a place that is very fast to access usually without having to fetch data from the database. The tradeoff is that if you cache once and only read from it, any change will not be visible. The whole strategy lies in when you need to update this cache. On a blog engine, once a blog post is published, it is pretty easy to handle, as long as you don't update the post, the server caches it and user request will not trigger a database query. In a graph-based system this is a bit more complicated. In Ganister you can also have information in a node coming from other nodes, therefore caching is tricky. We decided to enable cache on two key elements: users and relationships.

Users

For security we are checking user existence at each server query. We know cache the users because it is very easy for us to know when a user is update or removed. Therefore it is very easy to update the cache.

Relationships

Some of our customers have decided to create a lot of tabs in some nodes. It triggers a lot of data fetching. Some of these relationships never get updated and will greatly benefit from this new cache mechanism.

Server-side Sorting

We usually limit the amount of information you can fetch at once to prevent network overload. In most systems with the same limitation, if you sort the result of a query, it only sorts the content of the grid. It is risk because you quickly forget that there might be some missing records in your sorted list. We implemented the sort mechanism server side. So know when you sort by name a list with a 50 nodes limit out of hundreds, you are not missing any record in the list. The remaining results are either before this list or after when sorted by name.

Upgrade

You can upgrade you own instances running `npm run upgrade`.

Change Log

- [Main Client] Remove CAD Exchanger
- [Main Client] Add a default 'For' tab in assignment to attach to any nodetype
- [Main Client] Allow multi-directions tab
- [Main Client] Allow Switching graph direction and expanding just up or down
- [Main Client] Allow to define a pre-warning message before lifecycle promotion
- [Main Client] Save tab grids configuration in the browser (use to be only main listing)
- [Main Client] Allow to open a node specified by type and id on Ganister client loading
- [Main Client] keep parent selected on customtreegridview when deleting a node
- [Main Client] Update markdown conversion in grids to support github flavor markdown
- [Main Client] Fix Full screen mode to prevent modals to be hidden
- [Main Client] Fix node property relationship updates
- [Main Client] Fix displaying related nodes in reverse relationships

CIMdata PLM Industry Summary

- [G-Config] Refresh datamodel on graph update
- [G-Config] Fix setting default values in coreItems
- [G-Config] Fix creating nodetypes with duplicated lifecycle roles and states
- [Ganister Server] Set relationship read right based on the readability of both ends
- [Ganister Server] List of values and Method do not require server restart on change anymore
- [Ganister Server] Introduction of a CopyNode() function in the exposed methods
- [Ganister Server] Enable Server Side cache for relationships (requires activation in .env)
- [Ganister Server] Caches User as long as they are not changed, reduces load on DB
- [Ganister Server] Fix filesize reading back
- [Main Client & API] Sort grid columns server side
- [Utilities] Replaces MongoDB backup by a GIT backup mechanism for the datamodel changes
- [Documentation] Update documentation template
- [Documentation] Add an Access documentation

Looking forward

Lot of work on the customer side. Very interesting extended-enterprise use cases came on our way. We should be able to run CAD-related webinars after the summer.

Hexagon cuts costs of wheelset inspection and brings predictive maintenance to the rail industry

5 July 2022

Hexagon's Manufacturing Intelligence division announced the launch of CALIPRI X, a fully automated on-track wheelset measurement system that delivers significant productivity gains and operational cost savings to the rail sector. Combined with the analytical capabilities of the cloud storage and analysis tool CALIPRI Predictor, CALIPRI X allows rail operators to safely run their trains with longer, more predictable maintenance intervals, less downtime and reduced lifecycle costs.

Safety is paramount in rail. Regular wheelset measurements must be made to meet stringent safety requirements and ensure safe operation and passenger comfort. However, measurement of wheels and wheelsets is still typically performed manually, which is labour intensive, time-consuming and costly. CALIPRI X removes this need for manual measurement by effortlessly delivering precise results in seconds from an automated permanently installed optical scanning system designed for 24/7 operation.

"We've really pushed back the boundaries with this integrated solution," says Peter Lehofer, CALIPRI Product Manager at Hexagon. "It's a genuine market first that meets rail industry needs for fully automated wheelset measurement without the sacrifices of precision and reproducibility that are commonly seen in products available today. The combination of highly accurate and reliable data, ease of use and the analytics provided by CALIPRI Predictor will save our customers a lot of money and bring peace of mind as they maintain their rolling stock over its lifecycle."

With CALIPRI X, the measurement process couldn't be simpler: a train drives slowly over a sensor unit where laser and camera modules automatically measure and record the profile of the wheels. The system measures all wheelset parameters according to the European standard EN 15313 – including wheel profile, diameter, back-to-back distance, equivalent conicity, camber and wheel toe.

CIMdata PLM Industry Summary

The most important parameters and variables are known in seconds, and out-of-tolerance areas immediately identified. Combined with CALIPRI Predictor, measurements are automatically and instantly stored in the cloud and wear evolution is evaluated to enable planned downtime based on the as-is and forecasted condition of wheels – unplanned downtime caused by wheel condition is eliminated.

The system is the latest development from NEXTSENSE, part of Hexagon’s Manufacturing Intelligence division. CALIPRI X builds upon Hexagon’s proven CALIPRI non-contact optical laser measurement technology. CALIPRI handheld devices are well-known and recognised across the rail industry for providing quick, exact and reliable wheel profile measurement with unmatched repeatability.

CALIPRI X is easily installed on existing tracks and is designed for 24/7 all-season operation. A rugged sensor unit with no moving parts ensures the system withstands the harsh railroad environment and requires minimal maintenance. Temperature compensation allows operation in any weather to ensure reliable results year-round. For the best productivity, the system is designed for installation on tracks where trains frequently run – in front of depots, workshops, washing facilities, or in sidings. This allows frequent measurements to be made without extra effort or costs. With no start-up delay, it is always ready to go.

Making more measurements means more data on wheel wear is available for analysis, allowing CALIPRI Predictor to accurately forecast wear levels. Rail operators can plan their maintenance based on the wheelsets’ actual condition, allowing trains and entire fleets to be operated with longer, more precise maintenance intervals and less downtime, resulting in significant operational cost savings. CALIPRI Predictor ensures full traceability of measurement results and allows secure access to data and analytics for fleet technicians, workshop owners, maintenance workers and other company personnel in the workshop or office, or even on the road.

CALIPRI X and CALIPRI Predictor are available for immediate order – visit our web product section or contact your local Hexagon representative for more information.

IBM to Expand Services to Enhance the Security of the Department of Defense (DoD) Microelectronics Supply Chain

6 July 2022

IBM announced a new 33-month work order under its contract with the Defense Microelectronics Activity (DMEA) to provide security services designed to enhance the Department of Defense’s (DoD) microelectronics supply chain for critical mission platforms. As part of the *Trusted Foundry Access II* program, IBM Consulting will continue to establish secured microelectronics manufacturing flows at commercial state-of-the-art fabrication facilities.

In a time when global supply chains have become increasingly fragile and the U.S. is facing diminished secure microelectronics supply, IBM Consulting’s work can help DMEA increase domestic capacity of advanced, secured, and trusted semiconductors for key military and national security programs.

The DMEA Trusted Access Program Office (TAPO) has administered the Trusted Foundry Program since 2003 and is responsible for sourcing cost effective and trusted access to critical microelectronics for the U.S. government. In 2015 this mission was transferred from the National Security Agency to the DoD’s DMEA.

“Supply chain challenges for secure microelectronics are a serious national security concern. Microelectronics are at the heart of all critical systems and IBM Consulting is pleased to continue to provide the DoD security and technical services to help safeguard the ongoing supply of U.S.-made microelectronics critical to national security systems,” said Susan Wedge, managing partner, U.S. Public

and Federal Market at IBM Consulting.

IBM has provided secured microelectronics and supply chain services in support of the Trusted Foundry program for 20 years, helping DMEA to enable the manufacture of U.S. based advanced microelectronics following stringent federal government security standards.

“Since the inception of the TAPO at DMEA, IBM has been an important partner, providing trust to advanced ASIC semiconductor technologies for the DoD’s most advanced weapon systems platforms,” said Aman Gahoonia, Acting Director, DoD Trusted Access Program Office. “This engagement is just one step the DoD is taking to ensure the U.S. has continued secure access to advanced microelectronics manufacturing capabilities.”

Introducing Project Pro: The Evolution of Construction Risk Mitigation

30 June 2022

With so many stakeholders and countless moving parts, construction lending is an inherently risky business. In fact, construction lending is perceived to be *so* risky that some lenders choose to avoid construction loans altogether. Construction risk mitigation frameworks were created in a world without the internet, and “best practices” have long been defined by manual processes, duplicative data input, and lack of transparency. When performed manually, basic risk mitigation tasks, like managing contractor acceptance criteria or monitoring for involuntary liens, can put a serious burden on loan administration teams—pulling them away from other duties and adding unnecessary stress. In addition, if contractor or lien issues aren’t identified quickly, they can result in costly delays and friction between the lender, the borrower, and the builder.

Fortunately, construction finance is evolving. With the right digital solution, lenders can grow their construction business without exposing their overall loan portfolio to unnecessary risk or burdening their staff with increased workloads.

What is Project Pro?

Built has set out to redefine construction risk best practices with Project Pro—a revolutionary digital solution that empowers lenders to mitigate risk on their construction projects through automated risk monitoring, robust contractor management, and best-in-class project visibility.

Today, Project Pro consists of three main pillars: Contractor Management, Project Monitoring, and the Project Pro Dashboard. Each component has been carefully designed to enhance lenders’ existing construction loan administration (CLA) workflows and proactively mitigate risk at each stage of the project lifecycle. These elements come together as a whole to form the most innovative and holistic approach to construction risk mitigation in the industry today.

What Issues Does Project Pro Solve?

When developing Project Pro, Built worked closely with dozens of the nation’s top lenders to analyze key industry data and create solutions for some of the biggest challenges associated with construction financial risk today:

Challenge	Solution
Risk mitigation processes are currently done in siloes using fragmented, manual workflows. It can be very challenging for lenders to piece together a cohesive picture of a loan or share information with others	Project Pro gives lenders easy, centralized access to all of the data and documentation needed for a given project, including contractor statuses, compliance documentation, liens, and overall project health. This information is

involved with the loan.

It's important to finish construction projects on time and within budget, but it can be challenging for lenders to proactively identify red flags like involuntary liens and contractor issues. Unfortunately, if these issues are not caught early, they can be very costly and cause serious delays.

It can be difficult to determine the trustworthiness of contractors who don't have a proven track record. Firing contractors can be very costly, as they are unlikely to refund any money they've already been paid. In addition, any unsatisfactory work that has already been completed may need to be redone.

Most modern risk mitigation software bills lenders every time a specific action is performed. This can add up quickly and compound the time spent managing invoices.

How Does Project Pro Fit Into the Built Ecosystem?

Today, Project Pro lives as a standalone product within Built's Marketplace. Lenders can take full advantage of everything Project Pro has to offer, even if they aren't using Built's construction loan administration (CLA) technology.

Latest IFS assyst Release Automates and Enhances Visibility into Complex Enterprise-Wide Cloud Environments to Drive ROI

7 July 2022

IFS, the global cloud enterprise software company, announced the launch of IFS assyst 11.5. With new automated cloud discoverability functionality, the release will help organizations better manage their Configuration Management Databases (CMDBs), giving them a comprehensive view of all technology in use across the enterprise and full control of their IT infrastructure.

As organizations become more reliant on the cloud, IT environments are growing in complexity, making it difficult for teams to track all technology deployed within the enterprise. This can lead to outdated, incomplete, or inaccurate data being held in CMDBs, creating a number of key challenges for the wider business, including wasted IT budgets, silos, poor user experiences, as well as compliance and security issues.

“With the new 11.5 release, we are directly addressing the obstacles organizations face when it comes to

presented clearly for all key stakeholders, allowing for unprecedented visibility and reduced back-and-forth.

Project Pro streamlines risk mitigation with automated risk monitoring for the life of the project—providing a safety net for lenders. With Project Pro's direct integrations with title data providers, credit, and risk reporting agencies, lenders receive proactive risk alerts for common red flags—helping them quickly identify and resolve issues before they escalate.

With Project Pro, lenders are able to determine contractor eligibility in minutes based on specific contractor acceptance criteria—making it much easier to register reputable contractors for the job. Contractors are also monitored for the life of the project and can be easily managed from a user-friendly dashboard. Project Pro also allows contractors to upload documentation directly into the system for easy access and compliance tracking.

Project Pro simplifies the billing structure by consolidating services into one flat fee per active project for full risk mitigation.

CIMdata PLM Industry Summary

managing CMDBs in complex environments,” said Martin Schirmer, President, Enterprise Service Management, IFS assyst. “By providing enterprises with enhanced visibility through a single automated solution, they will be better placed to understand and take full advantage of their assets, ensure compliance, improve processes, and ultimately transform services for customers and employees.”

The release is also used to support the replacement of IFS internal employee and IT Service Management (ITSM) portals and external partner portals, bringing all capabilities into one platform. All the features have been developed to match the requirements of large-scale deployments and are now available to all IFS assyst customers.

As IFS assyst customers increasingly migrate to new releases, the company has also launched the assyst Community. This new channel will provide an engaging platform for customers and developers looking to create frictionless user experience with IFS assyst. Customers can now engage with other users to jointly solve problems and propose enhancements that can be voted on by the rest of the community, as well as contributing content and best practices.

Key capabilities of IFS assyst 11.5 include:

- Ability to discover applications running in Azure cloud and other cloud native applications, i.e. containers on Kubernetes running on AKS
- Automatic discovery of deployed software and effortless population of the CMDB
- Quick access to information to eliminate silos
- Self-service for end users to easily resolve their own problems
- New service-level agreement (SLA) tracking capabilities <
- Ability to customize self-service portal layout and content based on users or user groups and show or hide offerings
- Hard segregation capabilities in terms of access and visibility of data, depending on user groups e.g. this is a key requirement for HR use cases involving sensitive information
- Improvement in accessibility of the self-service portal

All features are included in a universal pricing and licensing model, as well as a simplified deployment model giving customers access to ITSM, ITOM and ESM capabilities. Not only is this a single license for all of IFS assyst’s capabilities, but it also ensures business value is delivered within weeks of adoption.

“In today’s competitive landscape, it is becoming more important to create a total experience for customers and employees,” Schirmer continued. “Through continually updating our ESM solution, we are dedicated to helping our customers provide seamless experiences across all digital touchpoints. Ultimately, with efficient processes, visibility, and automation we can enable everyone to do their best work, no matter where they are based.”

New: exaKT Hydraulik launches one of the first product configurators for hydraulic power units with Multi CAD output

5 July 2022

Easy customization of hydraulic power units with new tool based on CADENAS technology

The new 3D CAD product configurator from exaKT Hydraulik GmbH is one of the first fully comprehensive configurators for hydraulic power units with multi CAD output. Engineers and plant

CIMdata PLM Industry Summary

constructors can now assemble the DAVID compact power pack according to their requirements and then download it free of charge in more than 150 native and neutral CAD formats, including delivery times and customs tariff numbers. The exaKT sales team also benefits enormously from the new online service, which significantly reduces the internal effort required to prepare quotations.

Configuration of valve structure, tank size, volume flow and many extras

The rule-based 3D CAD configurator guides the user step by step through the various components of the DAVID compact unit, which delivers high performance with small dimensions. First, the user determines the basic data such as tank size, solenoid voltage, volume flow or maximum pressure and the accessories (e.g. tank feet, damping ring, temperature switch and display). Up to six valve stations can then be set up. Each of these valve stations can in turn be equipped with a maximum of 3 intermediate plate valves (e.g. pressure reducing valve, check valve, preload and load holding valves) and a shut-off valve. In the final summary, the user can check the entries again before sending the product specifications to the manufacturer for quotation. The configuration can also be checked in the product viewer in a 2D or 3D product view. In this way, customers are optimally instructed and in the end receive a customized serial power unit that fits perfectly into the respective application.

Siemens takes Xcelerator beyond software to connect the real and the digital worlds

29 June 2022

Siemens announced Siemens Xcelerator – an open digital business platform that will accelerate digital transformation and value creation for customers of all sizes across industry, buildings, grids and mobility by making it easier, faster and more scalable.

Of course, the Xcelerator name is not new to our Siemens Digital Industries Software community. In 2019 we integrated our portfolio of engineering software, services and application development platform as Xcelerator to bring together the industry's broadest and deepest solutions to help our industrial customers transform. Now, as part of its transformation into a technology company, Siemens is applying that same approach across all parts of the business and expanded Siemens Xcelerator from a portfolio into a unique digital business platform for the entire company.

In the last three years, organizations from startup companies to household brand names have used Xcelerator in ways we never imagined. From mapping our oceans with autonomous self-guided drones to exploring the stars with the next generation spaceplane, Xcelerator has become a foundational set of solutions for innovators, leaders and pioneers across (and in orbit around) the globe. We extended Xcelerator to the cloud last year with the introduction of Xcelerator as a Service and, together with our customers, Xcelerator has continued to blur the boundaries between engineering domains and speed digital transformation at companies around the world.

Expanding the Xcelerator vision

Xcelerator as you know it will remain – it still represents a portfolio of digital offerings, but now that portfolio is getting much, much bigger. In addition to the curated portfolio of internet of things (IoT)-enabled hardware, software and digital services from Siemens and certified third parties, Siemens Xcelerator also includes a growing ecosystem of partners; and an evolving marketplace to facilitate interaction between Siemens, our customers, partners and developers.

Our goal is to bring together the physical and digital worlds, combining the realms of Information Technology (IT) and Operational Technology (OT) to break down the silos between industry, buildings, transportation and grids. We will continue to offer the industry's most comprehensive digital twin, but now with the addition of solutions from across the company and from our partners, we can more closely

CIMdata PLM Industry Summary

connect the real and the digital worlds — from the factory control software and automation to edge computing devices, from chips to cities and all points in between.

A growing portfolio

New offerings will be added to our portfolio as we deliver on this vision for Siemens Xcelerator. Today, we showcased our plans to deliver a next generation industrial internet of things (IIoT) solution as part of Siemens Xcelerator. Industrial Operations X will bring together solutions and applications from sensor to edge to cloud, IoT as a service and low code development capabilities, as well as a wide range of ready-to-use apps. This will enable the fusion of data from the real world of automation with the digital world of information and engineering technology, enriched by our comprehensive vertical IT/ OT integration knowledge and services.

Siemens Xcelerator has always been flexible and modern, and this approach will continue, and we will empower the development of new offerings on top of Xcelerator to solve a greater number of customer challenges through personalized solutions.

We recognize that digital transformation is an ongoing effort that takes a massive network of partners and developers to succeed. One of the newest additions to the open and growing Xcelerator ecosystem is NVIDIA as part of an expanded partnership between our companies. As part of the effort to build an industrial metaverse, we will connect the Siemens Xcelerator and NVIDIA Omniverse platforms to usher a new era of AI enabled, photorealistic, physics-based digital twins that drive efficiency and transform industries taking industrial automation to a new level. The first pilot will be a solution for BMW's showcase electric vehicle manufacturing site in Debrecen, Hungary.

Transforming the future, together

As our customers are seeking transformation to better address the future and the challenges it represents, we at Siemens are transforming as well. Our software, hardware and our partners are at the very core of Siemens Xcelerator platform and represent the core of the future of Siemens. We hope you are as excited as we are to expand the boundaries of what is possible and build the future with Siemens Xcelerator.

TCS Launches ESG Integration Solution on AWS to Accelerate Sustainable Investing

6 July 2022

Tata Consultancy Services (TCS) has launched its ESG Integration Solution on the Amazon Web Services (AWS) platform to help financial institutions more easily and accurately measure the impact of environmental, social, and governance (ESG) factors in their investment analysis. Consisting of a cloud-native ESG data ingestion platform and custom ESG scoring model, the solution is integrated with AWS Data Exchange and allows more transparency and flexibility to align investment portfolios with ESG criteria and measure them against quantifiable and standardized sustainability benchmarks.

Despite the rising interest in incorporating non-financial factors, such as greenhouse gas emissions, into investment evaluation, a study found that 66% of asset managers reported data as an impediment to ESG integration. Often, financial institutions face a costly and resource- and time-intensive process—sourcing and standardizing siloed data from a variety of third parties and proprietary measurements to be able to analyze the value of ESG factors.

TCS' ESG Integration Solution enables investment managers to procure non-financial data quickly and easily from leading data sources—including ESG data providers on the AWS Data Exchange—and set and track key performance criteria unique to their needs and evolving regulatory requirements. The solution leverages the AWS analytics, artificial intelligence, and machine learning services and helps

CIMdata PLM Industry Summary

uncover new insights at sectoral, regional, and corporate levels, allowing users to create a portfolio of strong ESG performers. Offered as a microservice, asset managers can access the latest versions of the ESG datasets and scale it up or down to meet demand with no additional infrastructure management.

“Progressive financial managers increasingly use environmental, social and governance factors to identify risk, monitor performance, and create differentiated investment propositions,” said **K Krithivasan, Business Group Head, Banking, Financial Services, and Insurance, TCS.** *“Cloud can act as a driver for sustainability. By providing an integrated 360-degree vision of the ESG performance of companies and insight into the real-world impact of investments in terms of the United Nations’ Sustainable Development Goals, asset managers are afforded the transparency today and flexibility tomorrow to adapt to future changes to create differentiated investment products, services and customer experiences.”*

Celent called out the TCS ESG Integration Solution’s differentiated abilities to sanitize data from leading data providers, provide much-needed transparency across the ESG data ratings process, and create a 360-degree view of the ESG performance of investments.

TCS is an AWS Premier Tier Services Partner and Managed Cloud Services Provider with the AWS Financial Services Competency. TCS’ AWS Business Unit is a full-stack, multidisciplinary group that offers enterprise customers end-to-end services and solutions around cloud migration, application and data modernization, managed services, and industry-specific innovation leveraging AWS. TCS is an AWS Premier Consulting Partner, AWS Public Sector Partner, AWS Solution Provider Partner and AWS Public Sector Solution Provider. TCS’ large pool of AWS cloud-ready professionals leverage their domain knowledge and AWS technology building blocks to create transformational solutions contextualised to specific industry sub-verticals.

TCS Launches Servitization Engine to Help Customers Embrace Subscription-First Business Models

30 June 2022

Tata Consultancy Services (TCS) has launched the TCS Servitization Engine on Oracle Cloud to help customers create subscription-first business models and provide outcome-based solutions with intelligent service capabilities. The engine offers an industry package with bundled combinations of products, services, support, self-service, and knowledge base that companies can leverage to add value to their core product offerings, along with robust front-end customer-facing solutions.

Changes in consumer behavior are driving organizations to switch from one-time product sales to subscription-based, as-a-service business models, a trend known as servitization. As product-centric business models often involve high procurement, operational costs, and high capex, organizations are adopting new technologies to enable servitization models, which can offer better margins, increased customer lifetime value for providers, and lower total cost of ownership to customers, with flexible consumption of products and services.

The TCS Servitization Engine offers a combination of a service-centric approach, data monetization, and product personalization to enable pay-as-you-go services. Built on TCS Crystallus™ for Oracle Cloud, the preconfigured model office framework leverages emerging technologies powered by TCS Research & Innovation, including predictive and prescriptive analytic insights and digitally interpretable knowledge for performance enhancement. The services can be coupled with TCS’ Conversational Services products, which are enriched by contextual AI components.

With a focus on building recurring customer relationships, the TCS Servitization Engine solution helps

CIMdata PLM Industry Summary

by launching products across pricing models, integrating front- and back-office operations, and driving insights to the front office. Working with Oracle Cloud offerings, it enables business agility by accelerating time to market, growing and measuring the recurring revenue, and increasing the lifetime value of a customer by cross-selling, upselling, and improving customer retention.

“TCS’ Servitization Engine solution leverages our functional knowledge with Oracle Cloud technologies and our deep expertise in evolving innovative business models, to help organizations reimagine their business strategies and embrace an outcome-based approach,” said **Prashant Shirgur, Global Head, Enterprise Application Services, TCS.**

“TCS’ Servitization offering allows Oracle’s customers to better configure new subscription or industry-specific services,” said **Rob Tarkoff, Executive Vice President and General Manager, Oracle Advertising and Customer Experience.** *“This helps add streams of repeatable revenue income by tying together process flows and achieving a cleaner line-of-sight into revenue and service operations.”*

TCS’ Oracle services include design thinking, advisory, innovation consulting, implementation, and other digital support services. With over three decades of a relationship built on a powerful framework for joint innovation and delivery, TCS and Oracle have been helping their clients apply innovation so they can anticipate and prepare for the next wave of technology disruption.

TCS is a member of Oracle PartnerNetwork and has had more than 600 successful cloud engagements across industries. TCS takes a consulting-led approach to solve issues of board relevance and drive customers’ perpetual transformation journey through contextual, innovative last-mile solutions built in collaboration with Oracle and innovation partners.

Touchplan Introduces Ticket Import

7 July 2022

Touchplan, an award-winning collaborative construction planning software platform that helps make construction project outcomes more predictable and profitable, today announced a bulk ticket import capability

The feature allows the bulk import of tickets using an excel template. The tickets can be created from a bulk list of work or from existing schedules that need to be transferred into Touchplan.

Ticket Import will allow users to keep Touchplan and the master schedule granularly aligned at the major activity/milestone level.

Touchplan’s innovative daily project planning and analytics platform is trusted by more than 51,000 design and construction professionals worldwide. More than 4,000 project teams have used Touchplan successfully to optimize the delivery of more than \$76.4 billion in construction.

“Converting master schedules into Touchplan for project start-up is a crucial reason to use the new Ticket Import feature,” said Touchplan Chief Technology Officer Dan Feldman. “While Ticket Import is not meant to replace a master schedule, it makes it much easier to enter information vital to daily planning into Touchplan and create a better synergy between the construction and master plans.”