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## CIMdata News

### *CIMdata Celebrates 40 Years of Driving Innovation and Excellence in Product Lifecycle Management*

7 September 2023

CIMdata, Inc., the leading global research, consulting, and education firm specializing in Product Lifecycle Management (PLM) and the Digital Transformation it enables, is proud to announce its 40th anniversary. For four decades, CIMdata has been at the forefront of shaping the PLM industry, fostering innovation, and enabling organizations to achieve excellence in their product development, manufacturing, and other lifecycle processes.

Since its founding in 1983, CIMdata has continuously provided insights, expertise, and guidance to its diverse clients, helping them navigate the complex landscape of PLM technologies and strategies. With its strong commitment to research, analysis, and education, CIMdata has become a trusted partner for industrial organizations looking to optimize their product lifecycles, reduce time-to-market, and enhance collaboration across their global operations, digital technology solution providers, and investment firms worldwide.

Over the years, CIMdata's contributions have been instrumental in defining best practices, standards, and methodologies in the PLM economy. CIMdata has helped many organizations adapt to evolving market demands, emerging technologies, and changing business models through its thought leadership, market analysis reports, education and leadership programs, and consulting services. This legacy of innovation and thought leadership has cemented CIMdata's position as a driving force in the PLM economy.

"As we celebrate our 40th anniversary, we reflect on the remarkable journey that has brought us to this milestone," said CIMdata's President & CEO Peter Bilello. "Our success is a testament to our team's dedication, our client's trust, and the nature of the industries we serve. Looking ahead, we remain committed to advancing PLM, embracing emerging technologies, and guiding organizations towards sustainable growth."

CIMdata will host a series of events, webinars, presentations, and thought leadership initiatives to commemorate this significant achievement. These activities will provide a platform for industry experts, thought leaders, and practitioners to come together, exchange insights, and envision the future of the industry.

For more information and to explore how CIMdata can accelerate your enterprise's success, visit us at [www.CIMdata.com](http://www.CIMdata.com) or contact us at [info@CIMdata.com](mailto:info@CIMdata.com) or +1 734.668.9922.

### *CIMdata to Co-host Industry Roundtable on Artificial Intelligence and Machine Learning in Simulation*

5 September 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces its co-hosting of an industry roundtable titled "Artificial Intelligence and Machine

Learning in Cutting-Edge Simulation.” The virtual event, presented in collaboration with REVOLUTION in Simulation and Digital Engineering 24/7, takes place on Wednesday, 27 September, at 11:00 AM EDT.

A panel of experts from leading industry and end-user companies will delve into three areas where Artificial Intelligence (AI) and Machine Learning (ML) are poised to bring about groundbreaking transformations:

1. Enhancing accessibility and the democratization of simulation. How can AI/ML make sophisticated simulation programs more accessible through natural language processing, bypassing the menus and parameter-centric dialog boxes required to set up standard and complicated simulations?
2. Accelerating efficiency. How can AI/ML speed up simulation jobs and cut costs by analyzing past simulations to narrow down the calculations to a small set of parameters that significantly impact the design’s performance?
3. Improving accuracy and turnaround time. How can AI/ML improve simulation accuracy and turnaround time by leveraging pattern recognition to identify repetitions in commonly executed simulations on families of products?

Panel experts from Microsoft, Altair, and Neural Concept will share their ideas and practical, real-world examples illustrating how AI and ML can improve the simulation process. They will also discuss potential challenges and pitfalls associated with these approaches.

To reserve your spot at this enlightening industry roundtable, please visit <https://revolutioninsimulation.org/industry-roundtable-ai-and-ml-in-simulation/>.

## Acquisitions

### *Accenture Acquires Leading Digital Healthcare Consultancy Nautilus*

5 September 2023

Accenture has acquired Nautilus Consulting, a leading digital healthcare consultancy in the U.K. that specializes in Electronic Patient Record (EPR) solutions. The acquisition will enhance Accenture’s digital transformation, implementation, and optimization capabilities across the U.K. and global healthcare space.

Nautilus joins Accenture’s Health Strategy & Consulting team in the U.K., bringing expertise in strategic and operational consulting services and assisting clients in implementing and optimising their digital solutions. Headquartered in London, the team is made up of experienced staff with technical, managerial and commercial backgrounds from the NHS and private sector. These skills help to bridge the gap between clinical users and IT solution suppliers, improving the patient experience and health outcomes while driving cost and operational efficiencies.

Ashish Goel, a senior managing director who leads Accenture’s Health industry practice in EMEA, said, “With a proven track record in delivering EPR transformation projects, Nautilus has

the right talent, digital capabilities, and strategic insights to further harness the data and technology needed to improve the access, experience and outcome of healthcare services. Together, our combined expertise will enable healthcare providers to accelerate their digital transformation, drive better outcomes for all – and help us on our journey to becoming a leading healthcare transformation partner of choice.”

Simon Evans, managing director at Nautilus, said, “For over a decade, Nautilus has been dedicated to supporting healthcare providers to achieve maximum value from their digital investments. With increasing costs, resourcing challenges and greater demand than ever, now is the right time for us to unleash our potential with Accenture and make an even bigger difference to the healthcare ecosystem.”

Nautilus has vast experience in procurement and implementation of Oracle Health’s Millennium platform (formerly Cerner), a leading provider of digital record systems in the healthcare space. This acquisition allows Accenture to build on its strategic relationship with Oracle Health, further enhancing its ability to deliver a unique end-to-end digital transformation experience at scale.

Terms of the transaction were not disclosed.

### *AMETEK Acquires United Electronic Industries*

6 September 2023

AMETEK, Inc. announced the acquisition of United Electronic Industries (UEI), a leading provider of data acquisition and control solutions for the aerospace, defense, energy and semiconductor industries.

UEI specializes in the design and manufacture of high-performance test, measurement, simulation and control solutions that enable customers to build smart, reliable, flexible and rugged systems. The company's products are used in a variety of mission critical applications, including flight simulation and training, machine health and usage monitoring, and automated testing.

"We are excited to welcome United Electronic Industries to the AMETEK family," said David A. Zapico, AMETEK Chairman and Chief Executive Officer. "UEI is an excellent strategic fit with our Power Systems and Instruments Division. Their innovative solutions nicely complement our existing testing and data acquisition expertise helping broaden our presence serving attractive market segments and applications."

UEI is headquartered in Norwood, Massachusetts and has annual sales of approximately \$35 million. UEI will join AMETEK as part of its Electronic Instruments Group (EIG) - a leader in advanced analytical, monitoring, testing, calibrating and display instrumentation.

### *Cadence Completes Acquisition of PHY IP Assets from Rambus*

7 September 2023

Cadence Design Systems, Inc. announced that it has completed the previously announced acquisition of the SerDes and memory interface PHY IP business from Rambus Inc. With the

continued proliferation of AI, data center and hyperscale applications, CPU architectures, and networking devices, the technology asset purchase enriches Cadence's established IP portfolio and augments the company's Intelligent System Design™ strategy, which drives design excellence. The acquisition also comes with the addition of experienced PHY engineering teams in the United States, India and Canada, further expanding Cadence's domain-rich talent base.

### *IFS to acquire Falconry AI*

31 August 2023

IFS, the global cloud enterprise software company, announced it has signed a definitive agreement to acquire Falconry, Inc. a California-based Industrial AI software company that provides automated, high-speed data analysis to the manufacturing and defense industries. The AI-based, self-learning solution continuously monitors large volumes of data for assets, machines, systems, and industrial processes to discover and analyze unusual behavior and causes of failures.

Over the past two decades, the growing scale of assets, machines, and fleets has generated unprecedented amounts of data, making real-time operational monitoring highly complex and hindering immediate operational enhancements, such as maintenance and process adjustments. By leveraging Falconry's automated and self-learning AI, organizations can democratize intelligence, enabling operational users to take timely actions to prevent asset downtimes, quality issues, and emission violations and automate process and workflow improvements.

The addition of Falconry's self-learning anomaly detection solution to IFS's existing enterprise simulation and AI-based scheduling and optimization capabilities further evidences the company's strategy to use AI pervasively to provide end-to-end intelligent insights in EAM (Enterprise Asset Management) across ERP (Enterprise Resource Planning), MES (Manufacturing Execution System), PSO (Planning, Scheduling, Optimization), FSM (Field Service Management) and ESM (Enterprise Service Management) technology to increase people and asset productivity.

Headquartered in California, USA, and regional presence in Mumbai, India, Falconry was founded in 2012 by CEO Nikunj Mehta. The company has customers across North America, South America, and Europe, including the US Navy and Air Force, Ternium, North American Stainless, Harbour Energy, and SSAB, demonstrating its focus on industries in industrial manufacturing and Defense agencies.

**IFS CEO, Darren Roos, commented:** "Falconry is unique in the market because its technology is agnostic and also it does not require data scientists. These are great differentiators for Falconry that mean the solution is both scalable and low-cost to implement – two fundamental attributes that very much align to our own values." **Roos added:** "Falconry's technology can be applied in all industries, and while the team has some hugely impressive references in IFS's focus markets on asset performance management, manufacturing execution systems, servitization, and configurable workflows, we see a really broad addressable market to capitalize on."

**Nikunj Mehta, CEO of Falconry, commented:** “The convergence of artificial intelligence and industrial processes has become increasingly crucial for organizations seeking to enhance productivity through data”. **He added:** “We are thrilled to join forces with IFS and looking forward to combining our unique strengths to provide a truly compelling value proposition to our existing customers as well as IFS’s customers.” **He concluded:** “Becoming part of IFS will enable us to further innovate and extend the value we create for our customers.”

“Today’s enterprise is continuously collecting asset performance data, making it a challenge across a multitude of industries from manufacturing to service to put it in the right context and take action in real-time. Organizations using artificial intelligence and machine learning models with their data for self-learning asset performance anomaly detection will generate critical insights faster, boosting productivity and business performance,” **said Brian O’Rourke, IDC Research Manager, EAM and Smart Facilities.**’

This acquisition follows soon after IFS’s acquisition of Poka, a provider of connected worker technology that empowers factory and field operatives to work smarter, safer and drive productivity. The combination of Falconry and Poka with IFS Cloud makes IFS the most compelling vendor for organizations wanting to establish the most progressive and effective Smart Factories of the future.

IFS expects the acquisition of Falconry to complete in Q4 2023.

Union Square Advisors LLC served as exclusive financial advisor to Falconry in connection with the transaction.

### *Infosys Completes Acquisition of Danske Bank’s IT Centre in India*

1 September 2023

Infosys, a global leader in next-generation digital services and consulting, announced that it has completed the acquisition of Danske Bank’s IT centre in India. Danske Bank selected Infosys as a strategic partner to accelerate digital transformation initiatives with speed and scale, and this follows the announcement of the strategic collaboration with Danske Bank made on June 26, 2023.

Headquartered in Denmark, Danske Bank provides banking services to personal and business customers, as well as large corporate and institutional customers. In a bid to accelerate the bank’s technology transformation, optimise their access to talent and capabilities, and to further develop customer-facing digital solutions Danske Bank chose Infosys as its strategic partner. This collaboration will help Danske Bank achieve its strategic priorities towards better customer experiences, operational excellence, and a modernised technology landscape, powered by next-gen solutions.

Danske Bank’s IT centre in India employs over 1,400 professionals. With its global expertise and industry-solutions, Infosys will accelerate the bank’s digital agenda by significantly enhancing their IT operations and capabilities, powered by Infosys Topaz, an AI-first set of services, solutions and platforms, experience design, and services that support operations.

This collaboration reaffirms our commitment to Nordics, a strategic market for Infosys, and underlines Infosys' leadership position and expertise in Financial Services across Europe.

Infosys is excited about this collaboration with Danske Bank and welcomes employees joining our team as part of this journey.

### *Kontron acquires Hartmann and W-IE-NE-R*

28 August 2023

**Kontron has announced the acquisition of Hartmann and W-IE-NE-R, a group of rugged computing systems manufacturers based in Germany and the United States, from Phoenix Mecano AG. The companies generated revenues of around EUR 18 million and an EBITDA of approximately EUR 3 million in 2022. The purchase price is EUR 22.1 million subject to adjustment depending on the balance sheet upon closing. The closing of the transaction is expected by Q4. This acquisition drives our strategy to strengthen our fast-growing high-margin segment "Software + Solutions" enabling solutions in the areas of avionics and security.**

Hartmann designs and manufactures integrated modular VPX computing systems for ultra-high speed and harsh environments resilient to radiation and external influences. W-IE-NE-R complements the portfolio with redundant VPX power supplies. The biggest markets are United States, Germany, and Switzerland. This impressive portfolio is based on 50 years of experience and driven by a total of 77 employees located in Germany and the United States. In 2022, total revenues were about EUR 18 million at an attractive gross margin of over 50% and an EBITDA of approximately EUR 3 million.

This acquisition generates high synergies and supports our strategic program "Shape" to enlarge the product portfolio with vertical market solutions offering higher margins. Together with our VPX blade systems and our US avionics systems, Kontron will become a leading global player in the areas of avionics and security. Including this acquisition, we plan to achieve more than EUR 100 million revenues in these markets in 2024. Margins in these areas are strong. We expect a gross margin of over 50% and an EBITDA above 15%.

For Kontron, this acquisition is the next step up the value chain of its fast-growing high-margin business segment "Software + Solutions". The Avionics and defense business will together with Kontron's transportation business and susietec® turn "Software + Solutions" into the biggest segment by 2025 and will achieve an expected revenue share of more than 50% by 2027.

### *Logility Acquires AI Forecasting Pioneer Garvis*

7 September 2023

Logility, Inc., a leader in prescriptive supply chain planning solutions, announced it has signed a definitive agreement to acquire Garvis, a visionary SaaS startup that combines large language models (ChatGPT) with AI-native demand forecasting. The combined organization will enable a new supply chain planning paradigm with DemandAI+ that moves beyond conventional methods to plan demand and inventory at the speed of the market.

Instead of relying on traditional models, Garvis designed from the ground up an AI-first forecasting solution now called DemandAI+. Fusing Generative AI with machine learning algorithms, DemandAI+ creates a modern, more inclusive, and intuitive planning paradigm that quickly digitizes supply chain relationships and exposes that data to any stakeholder across the organization. By simply asking questions planners, executives, and non-planners alike get answers to unanticipated queries in real-time, providing transparency for more informed decisions that saves precious planning time.

DemandAI+, built for the cloud, will be embedded into the Logility® Digital Supply Chain Platform as the solution for demand forecasting. The acquisition, which is expected to be accretive within 12 months, advances Logility as the only supply chain planning platform leveraging Generative AI, advanced AI-driven algorithms, and machine learning. This innovative approach addresses base demand, promotional lift, causal forecasts, external data, and user insights within a single solution improving forecast accuracy and aligning organizations in today's dynamic market.

"We are at the precipice of a significant transformation in supply chain planning with advancements in technology, generational shifts of planners, and the significant speed of market changes and disruptions," said Allan Dow, president of Logility. "With an AI-driven approach at their core, Garvis revolutionized the way companies forecast demand in very dynamic market. We're bringing them into Logility's portfolio to accelerate our shared vision to break the boundaries of traditional myopic supply chain planning solutions."

Proven over 70 implementations, clients have been translating buying behavior, market dynamics, and other events into forecasts across products, locations, and customers. DemandAI+ allows companies to understand how to react to changes as they happen – ultimately improving forecast accuracy and service levels, even for heavily promoted, highly seasonal, or intermittent products.

"Our clients have realized epic results by using AI-driven algorithms and natural language interfaces to gain insights into the peaks and troughs of demand and quickly communicate that knowledge to the rest of the organization," said Piet Buyck, CEO, Garvis. "Results have included a 70% savings of weekly planning time, 15-30% reduction in forecast error and improved inventory management – all with ridiculously fast implementation times," continued Buyck.

Logility clients have the immediate opportunity to leverage the ability of AI-driven insights for supply chain planning.

## *LUXION ENHANCES ITS DIGITAL CAPABILITIES THROUGH ACQUISITION OF DIGIZUITE*

29 August 2023

Luxion Group ApS (Luxion), the company behind KeyShot, the industry-preferred 3D visualization software, is thrilled to announce its acquisition of Digizuite A/S (Digizuite) a leading provider of Digital Asset Management (DAM) solutions. This strategic move marks a significant step towards revolutionizing the digital supply chain landscape, offering innovative products

that empower businesses to streamline asset management, collaboration, and content delivery across all channels.

With the acquisition of Digizuite, Luxion aims to deliver even greater value to its current and future customers by integrating cutting-edge DAM capabilities into its portfolio. As 3D visualization tools continue to evolve and play a crucial role in diverse industries, Luxion recognizes the importance of effective asset management in enhancing business efficiency, productivity, and output.

**Claus Thorsgaard, CEO of Luxion**, commented on this development, stating, "The benefits of 3D visualization are no longer limited to art and product design. These tools now serve an integral business purpose, improving the operations of companies worldwide. By adding Digizuite to Luxion's suite of products and services, we are empowering our customers with another essential tool: digital asset management."

For over two decades, Digizuite has been instrumental in helping global clients reduce costs, increase customer lifetime value, and create meaningful digital experiences. With headquarters in Denmark, a subsidiary in the United States and presence in UK, Belgium, and Ukraine, Digizuite brings a wealth of experience and expertise to Luxion's expanding portfolio.

In the coming months, Luxion and Digizuite will integrate operations in order to bring our valued customers enhanced products and services uniquely designed to solve our customers' biggest content management challenges.

Claus Thorsgaard further elaborated, "The merging of Luxion and Digizuite reflects two significant trends. Firstly, there is a growing demand for effective digital asset management across various departments, covering everything from CAD files to AR/VR content. Secondly, 3D visualization is becoming integral to the entire product development process, from concept to the final photorealistic presentation on e-commerce platforms. Combining the capabilities of Digizuite and Luxion is a smart move, tailored to the needs of today's most successful and innovative companies."

Thorsgaard continued, "In a fully digital world, the creation of a unified digital supply chain is imperative. This encompasses intelligent automation, cross-team collaboration, and targeted delivery of omnichannel content, all powered by multipurpose 3D assets. This is the path to competitiveness."

### *Rockwell Automation signs agreement to acquire autonomous robotics leader Clearpath Robotics*

5 September 2023

Rockwell Automation, Inc., the world's largest company dedicated to industrial automation and digital transformation, announced it has signed a definitive agreement to acquire Ontario, Canada-based Clearpath Robotics Inc., a leader in autonomous robotics for industrial applications. Autonomous mobile robots (AMRs) are the next frontier in industrial automation and transformation, and this acquisition will supercharge Rockwell's lead in bringing the Connected Enterprise to life.

Transporting parts and materials to assembly lines and between manufacturing cells is one of the industry's most complex and inefficient tasks, often resulting in production bottlenecks. Autonomous production logistics will transform the workflow throughout a manufacturing plant, enabling substantial reductions in cost and greater operational efficiency. Clearpath's OTTO Motors Division offers AMRs and fleet management and navigation software, which dramatically increase throughput and reduce costs by ensuring components and subassemblies are in place when needed and by transporting finished goods to a truck or warehouse upon completion.

Combined with Rockwell's strong continuing partnerships in fixed robotic arms, solutions such as Independent Cart Technology, and traditional leadership in programmable logic controllers (PLCs), the addition of OTTO Motors' AMR capabilities will create a complete portfolio of advanced material handling solutions unmatched in the industry.

According to Interact Analysis, the market for AMRs in manufacturing is expected to grow about 30% per year over the next five years, with an estimated market size of \$6.2 billion by 2027. This acquisition is expected to contribute a percentage point to Rockwell's fiscal 2024 revenue growth.

"Rockwell and Clearpath together will simplify the difficult and labor-intensive task of moving materials and product through an orchestrated and safe system to optimize operations throughout the entire manufacturing facility," said Blake Moret, Chairman and CEO, Rockwell Automation. "The combination of autonomous robots and PLC-based line control has long been a dream of plant managers in industries as diverse as automotive and consumer packaged goods. With Clearpath, Rockwell is uniquely positioned to make that dream a reality across virtually all discrete and hybrid verticals, optimizing planning, operations, and the workforce."

Data from Rockwell's offerings and OTTO Motors' AMRs will be harnessed in artificial intelligence-powered Software as a Service information management applications, such as those by Rockwell's Plex and Fiix businesses. With this, Rockwell will deliver a unified solution for manufacturing, enabling autonomous execution and optimization to increase efficiency and allow for traceability and real-time adjustments. The combined technology will also amplify Kalypso's production logistics consulting practice.

"Industrial customers are under ever-increasing pressure to do more with less. Autonomous production logistics is becoming a necessity to meet targets and stay competitive. We are excited to join Rockwell and help expand their leadership position in advanced material handling," said Matt Rendall, co-founder and CEO of Clearpath. "Together, we will create safer and more productive workplaces with autonomous technology."

Founded in 2009, Clearpath got its start offering robotics technology to global research and development markets, and in 2015, launched its OTTO Motors Division.

The acquisition will be funded by a portion of the proceeds from the sale of Rockwell's investment in PTC. It is subject to customary regulatory approval and is expected to close in the first quarter of Rockwell's fiscal year 2024. At close, Clearpath will report to Rockwell's

Intelligent Devices operating segment. Goldman Sachs & Co. LLC served as Rockwell's financial advisor.

## *SAP to Acquire LeanIX, Delivering Customers a Comprehensive Solution Suite for Continuous Business Transformation and a Foundation for AI-Enabled Process Optimization*

7 September 2023

SAP SE and LeanIX GmbH announced that SAP has entered into an agreement to acquire LeanIX, a leader in enterprise architecture management (EAM) software.

The planned acquisition helps SAP expand its business transformation portfolio, giving customers access to the full suite of tools required for continuous business transformation and facilitating AI-enabled process optimization. LeanIX, a privately held company, has been a strategic partner of SAP and for SAP Signavio solutions for 10 years. Many CIOs rely on LeanIX's offerings as part of their digital transformation with the RISE with SAP solution.

The transaction is expected to close in the fourth quarter of 2023, subject to customary closing conditions and regulatory approvals. Terms of the transaction were not disclosed.

With the intended acquisition, SAP is extending its comprehensive transformation suite to help customers navigate change more easily and permanently improve their business processes. LeanIX complements the transformation capabilities of SAP Signavio solutions and will give SAP customers the unique clarity on IT landscapes that they need to reap the full benefit of business transformation. The combined offering will provide a comprehensive foundation for AI-enabled process optimization.

LeanIX's software-as-a-service offering enables more than 1,000 customers globally to visualize their entire IT application landscape, uncover applications in danger of becoming obsolete, facilitate the design of a target state and help plan new architectural road maps. LeanIX has also recently launched an AI assistant that unlocks the power of generative AI for enterprise architecture management. It increases automation today and sets the foundation for an intelligent recommendation engine for IT landscape transformation in the future.

"Systems and processes go hand in hand," said Christian Klein, CEO and Member of the Executive Board of SAP SE. "Together with LeanIX, we want to offer a first-of-its-kind transformation suite to provide holistic support to our customers on their business transformation journeys. Building on our decades of expertise, we'll embed generative AI to offer self-optimizing applications and processes that can help businesses achieve key goals such as maximizing cash flow while minimizing their environmental impact."

SAP's new business transformation solution suite will give customers a comprehensive view of business processes and applications, including overlaying process dependencies and mapping the impact of potential transformations on the IT landscape. LeanIX's IT landscape transformation capabilities – together with SAP Signavio Process Transformation Suite, RISE with SAP, and SAP Business Technology Platform – will enable SAP customers to create a

culture of continuous adaptability and improvement. In addition, LeanIX will continue to serve non-SAP landscapes.

“For more than a decade, we have pursued a relentless customer-centric approach, a commitment to superior usability and seamless ecosystem integration and have become a leader in the enterprise architecture management category,” said André Christ, CEO and co-founder, LeanIX. “Our strategy is to empower organizations to continuously transform in a rapidly changing business environment. With an integrated, comprehensive view of IT applications and business processes we speed up modernization and reduce transformation risks for our customers, and also secure their ability to adapt to technology shifts such as cloud and AI.”

## Company News

### *Addnode Group has appointed Kristina Elfström Mackintosh as new CFO*

5 September 2023

**Kristina Elfström Mackintosh has been appointed CFO in Addnode Group. Kristina will take up the position no later than February 2024 and will then also be part of Addnode Group's Group Management team.**

Kristina has solid experience as CFO for both listed and international groups, as well as fast growing companies with a strong acquisition focus. Most recently, Kristina comes from a role as CFO for ChargeAmps, a growth company in electric vehicle charging, before that Kristina was, among other things, CFO for Lagercrantz Group. Kristina holds a BSc in Business and Economics from Uppsala University and has been an authorized accountant.

*"I have a great interest in the potential of digital transformation, and I think we have only seen the beginning of what Addnode Group can achieve. I now hope to contribute to Addnode Group's continued development with my experience and knowledge,"* says Kristina Elfström Mackintosh, incoming CFO, Addnode Group.

*"I am very happy to welcome Kristina to Addnode Group. Kristina's extensive experience as CFO in listed, decentralized and acquisition-intensive businesses will be a valuable support to me and the rest of Addnode Group,"* says Johan Andersson, President and CEO, Addnode Group.

As previously announced, the current CFO Lotta Jarleryd will leave Addnode Group.

### *Altair Names Matogen Applied Insights Channel Partner in South Africa*

6 September 2023

Altair, a global leader in computational science and artificial intelligence (AI), announced Matogen Applied Insights will join Altair's growing channel partner network. Based in Stellenbosch, South Africa, Matogen Applied Insights will offer Altair RapidMiner, Altair's data analytics and AI platform, to its customers in South Africa. Solutions include market-leading products such as Altair® RapidMiner® and Altair SLC™.

"Our regional customers will gain value by having a local partner with expertise in data analytics for the banking, financial services, and insurance industry", said Ariel Hadar, managing director and country manager, Altair Israel and Altair South Africa. "We are excited that Matogen Applied Insights will now offer our solutions to help maximize customer business opportunities and help them realize the value of their data."

"We have always partnered with our clients to solve problems by combining business knowledge with the most advanced tools, techniques, and technology," said Jacobus Eksteen, chief executive officer and co-founder, Matogen Applied Insights. "This partnership with Altair will enhance our service offerings to provide clients with effective and advanced technologies and allow us to serve them better. Whether they're using the cloud or on-premises technologies or leveraging Python, R, SQL, the SAS language, or even spreadsheets, Altair's data analytics and AI solutions help companies eliminate friction and advance their digital transformation efforts."

Matogen Applied Insights was founded in 2018 and leverages international best practices in statistics and AI for predictive modeling while embracing the power of human intelligence. It offers services and solutions in financial services, agriculture, health, mining, asset management, real estate and neuro-psychology.

### *Altair Names Matrix Channel Partner in Israel*

1 September 2023

Altair, a global leader in computational science and artificial intelligence (AI), announced Matrix will join Altair's growing channel partner network. Based in Herzliya, Israel and with 11,200 employees worldwide, Matrix will offer Altair's data analytics and AI portfolio – including market-leading solutions such as Altair® RapidMiner® and Altair SLC™ – to its customers in Israel.

"As Altair expands its data analytics and AI offering, it's key to engage with leading technology providers in Israel," said Ariel Hadar, managing director and country manager, Altair Israel and Altair South Africa. "By partnering with Matrix, we will extend our coverage to help customers eliminate bottlenecks associated with the SAS language, all while providing them the latest machine learning and AI technologies."

"This great partnership significantly enriches our data portfolio, resulting in our ability to offer even more cutting-edge AI solutions," said Juan Ruber, data, DevSecOps, and open-source group manager, Matrix. "By harnessing the strength of both organizations, we present a compelling alternative to traditional SAS solutions, aligning seamlessly with the enterprise modernization strategy. Altair's advanced products, along with Matrix's extensive range of applications, enable us to provide customers with exceptional solutions."

Matrix specializes in implementing and developing leading technologies, software solutions, and products. It provides its customers with infrastructure and consulting services, IT outsourcing, offshore, training, and assimilation, and represents some of the world's leading software vendors. With vast experience in both the private and public sectors, including finance, telecommunications, health, high-tech, education, defense, and security, Matrix's

customer base includes the largest organizations in Israel and a steadily growing client base worldwide.

### *Altair Names Neyond Channel Partner for Portugal*

5 September 2023

Altair, a global leader in computational science and artificial intelligence (AI), announced that Neyond has joined Altair's growing channel partner network and will offer Altair® RapidMiner® – Altair's data analytics and AI platform in Portugal. Founded in 2004 and with offices in Lisbon and Porto, Portugal, and Madrid, Spain, Neyond provides consulting services focused on big data analytics, business intelligence, software engineering, and business process automation across several industries.

"We welcome Neyond to our channel partner community, which expands the availability of our best-in-class data analytics and AI solutions," said Stefano Deiana, vice president of Spain and France, Altair. "United by the vision to empower businesses through data analytics and AI technology, we are ready to conquer new horizons together."

"We are extremely pleased to partner with Altair, following our previously successful partnership with RapidMiner," said André Queiroz, associate partner, Neyond. "We look forward to empowering our clients with Altair's leading data analytics and AI solutions and expertise throughout the lifecycle of technology projects and our clients' digital transformations."

### *AVEVA Accelerates Progress on Decarbonizing Operations and Delivering Software that Advances Net Zero, according to New Sustainability Report*

5 September 2023

AVEVA, a global leader in industrial software, has met its Scope 1 and 2 greenhouse gas (GHG) emissions targets for 2025 early and accelerated investment in software solutions that help customers in the UK and beyond to decarbonize.

The results, communicated in the new AVEVA 2023 Sustainability Progress Report, reveal significant progress across all three pillars of the company's sustainability framework, encompassing product strategy, operations and culture.

AVEVA has achieved four out of 15 ESG goals for 2025:

- Reduce GHG emissions across operations (Scopes 1 & 2) by 90% (actual 93%) from FY20 baseline.
- Cut GHG emissions associated with business travel (Scope 3) by 20% (actual 43%) from FY20 baseline.
- Remain in the top 25% of security benchmarks (BitSight)
- Increase employee confidence in reporting unethical behavior to top 25% for industry

Looking to next year, we will continue our work to maintain these results and will focus on achieving our other 2025 ESG targets.

**Caspar Herzberg, CEO of AVEVA, said:** “Our third sustainability report reflects the tremendous progress we have made over the past year to reduce our own environmental footprint, enhance our sustainability handprint with our customers, and strengthen our culture at AVEVA. I'm proud of our whole team for the focus and commitment to drive meaningful change. These gains will inspire us as we continue to pioneer software that enables industry to be at the center of delivering a more socially just, low-carbon future.”

The report marks AVEVA’s third year of reporting on the progress and learnings it has made against its strategic environmental, social and governance (ESG) framework and pledges. The first report established guiding commitments to environment and gender for 2030, while the second launched 15 ESG targets for 2025.

### **Sustainability gains across product, operations and culture**

As part of delivering across its holistic ESG strategy, AVEVA has embedded sustainability more deeply into the company’s core product strategy under its “technology handprint” pillar. Beyond building in new sustainability-specific capabilities into its software portfolio, the company is investing in global sales enablement aligned to growing the green economy.

Additional product-related sustainability highlights include:

- 115+ innovative sustainability concepts delivered during hackathons
- 750+ universities worldwide incorporate AVEVA software into curricula and research
- Pilot impact study on contribution of industrial software to advancing net-zero goals

AVEVA’s “operational footprint” pillar focuses on advancing ethical best practices and environmental stewardship across AVEVA’s own operations and value chain.

Results delivered in FY23 include:

- AVEVA’s net-zero commitments validated by the Science Based Targets initiative (SBTi)
- AVEVA was recognized by the Financial Times as a Europe Climate Leader
- AVEVA launched its Supplier Code of Conduct and responsible sourcing program

AVEVA depends on its employees to promote sustainable change internally and for local communities. As part of its inclusive culture pillar, AVEVA is infusing diversity, equity, inclusion and wellbeing (DEIW) considerations into every stage of employees’ careers.

This year, AVEVA ensured:

- 37.2% of new hires in FY23 were women
- 200+ employees were given leadership training
- 36% of employees participated in an Action for Good event

The company also committed to several vital equity movements, becoming a signatory to Change the Race Ratio and the Race at Work Charter.

**AVEVA's Global Head of Sustainability Lisa Wee** underscored the benefit of a clearly defined sustainability strategy for businesses. She said: "By establishing a clear, strategic and ambitious sustainability framework and program at AVEVA, we have been able to set direction for our organization, drive alignment and measure impact. Customers and partners are also looking for opportunities to collaborate with those that share their values, understand their challenges and boast a robust sustainability track record of their own."

More information on AVEVA's sustainability targets and accomplishments can be found in the full report, including a mapping of our sustainability solutions, a deep dive into gender representation and pay parity within the company, and a look at alignment with the UN's Sustainable Development Goals (SDGs).

### **How AVEVA software facilitates industrial sustainability**

AVEVA has been supporting several customers in unlocking sustainability gains. These include:

#### **US:**

- Kellogg's - \$3.3M per year in energy and water cost savings at Battle Creek plant, plus \$1.8M in rebates.
- Schneider Electric - 26% drop in energy consumption and a 20% water use reduction at Lexington Smart Factory.

#### **Europe:**

- Henkel - 16% cut in YoY energy consumption, with +€37M in energy costs savings across laundry and home care unit.
- Heineken - 40% emissions and 25% water use reduction achieved at Seville brewery.
- Toyota - 35% cut in energy consumption and 28% drop in CO2 emissions across 8 plants in the EU.

#### **Turkey:**

- Oyak - 30% fossil fuels replaced with renewables, saving €5-7M with every 1% decrease in energy use.

#### **Asia:**

- Nestlé - 3% energy use reduction or 10% cost savings at 4 sites in Thailand

## ***Bluebeam Announces New Executive Leadership Appointments***

5 September 2023

Bluebeam, a leading developer of solutions and services for architecture, engineering and construction professionals worldwide and brand subsidiary of Nemetschek Group, is welcoming two new talents into its executive suite.

- Usman Shuja joins Bluebeam as Chief Executive Officer (CEO) and will also serve as Nemetschek Group Chief Division Officer of the Build & Construct Division.

- Miekie Liebenberg joins Bluebeam as Chief Operating Officer (COO).
- Jon Elliott has chosen to pursue personal endeavors after serving as CEO of Bluebeam for more than six years. He will remain with the company in an advisory capacity to ensure a smooth transition.

“I am delighted to welcome Usman and Miekie, two technology industry experts, into Bluebeam and the Nemetschek Group,” said Yves Padrines, CEO of the Nemetschek Group. “Both will help deliver the ongoing transition of Bluebeam’s business model to software as a service (SaaS) while focusing on customer needs and continuous innovation at global scale. They will also contribute to the long-term strategy of delivering more innovations across the Nemetschek portfolio. I would like to thank Jon Elliott, who has played a leading role in developing significant growth at Bluebeam and within the Build & Construct Division over the years.”

“Being able to serve our customers, who are the creative and hard-working people who build our world, has been the greatest pleasure of my entire career.” said Elliott. “There is a massive opportunity in front of Bluebeam and the Nemetschek Group, and I look forward to seeing the great things the team will accomplish under Usman’s leadership.”

Most recently, Usman Shuja led Honeywell’s Connected Buildings, one of Honeywell’s largest software businesses, as Vice President and General Manager. He originally joined as Chief Commercial Officer for Honeywell Connected Enterprise, where he was responsible for organic and inorganic growth of its software portfolio. Before joining Honeywell, Shuja worked for the Boston Consulting Group, IBM and Dell and was a founding member of the AI unicorn SparkCognition.

“I am grateful to take the reins of Bluebeam, a company with passionate customers and an incredible track record and reputation in the industry,” said Shuja. “I am also ready to make a significant impact in the digitalization of the construction industry by leading the Nemetschek Group’s Build & Construct Division. I am passionate about creating value through innovation and am excited about collaborating with the Bluebeam team, customers and ecosystem to innovate and address the evolving needs of the construction industry worldwide.”

Miekie Liebenberg is a global leader, starting his career in South Africa managing complex operations across many different companies and organizations, including in the telematics industry. He then spent four and a half years with Mercedes-Benz Leasing in China, as well as car2go China as CEO. After moving to the United States in 2019, he was most recently with Daimler Truck North America leading Operations and Sales Support.

“What drew me to Bluebeam was the strong team and immense opportunity to impact people in the AECO Industry,” said Liebenberg. “I look forward to joining this journey alongside Usman and the rest of Bluebeam’s leadership team to expand the company’s ability to scale globally as it enters its next growth phase.”

Last year, Bluebeam announced a milestone in its global business transformation with the release of Bluebeam Cloud, a web and mobile offering that extends Revu and Studio workflows for collaboration anywhere.

## *Codasip collaborates with Siemens to deliver trace solution for custom processors*

5 September 2023

Codasip®, the leader in RISC-V Custom Compute, now offers the Tessent™ Enhanced Trace Encoder solution from the Tessent Embedded Analytics product line at Siemens EDA with its customizable RISC-V cores. Through the joint solution, developers can efficiently trace and debug issues between silicon and software, and accurately understand real-time behaviors of even the most complex customized designs based on Codasip RISC-V processors™.

Codasip RISC-V processors are fully customizable and adaptable to the unique needs of an application. System designers can use the Codasip Studio™ toolchain to find the best software and hardware trade-offs and achieve optimal features and PPA (Power, Performance, Area). The combination of customizable processors and tools for processor design enables an automated approach to achieve Custom Compute. To make this customization usable for software developers, Codasip makes sure that all tools—including the compiler and debugger—also support customization. This now includes the trace solution.

Including trace in an SoC significantly speeds up the time-consuming software debug task and hereby reduces the bring-up time and the cost of software development. Codasip has chosen to work with Siemens EDA for its Trace Encoder because the companies share a belief in product quality achieved efficiently throughout the whole product design flow. This focus on quality empowers innovation and delivers significant productivity gains for customers even in the most complex heterogeneous and custom designs.

The Tessent Enhanced Trace Encoder builds on the RISC-V standard produced by the Debug and Trace Working Group, which was led by representatives from Siemens who donated the Trace algorithm to the RISC-V International community. However, the solution from Siemens goes well beyond the RISC-V standard, offering a far more efficient tool with significant productivity gains in the development of the most complex systems, and it supports custom instructions. It conducts detailed examinations on systems to find the bug and its root cause. It is cycle-accurate, which means the developer gets insights into each and every instruction.

Mike Eftimakis, VP Strategy and Ecosystem, Codasip, commented, “Codasip has high standards of quality when it comes to our processor IP. To ensure this results in outstanding systems, we wanted a trace solution that went much further than the RISC-V standard. The Tessent Enhanced Trace Encoder is optimized for exactly the types of complex and custom systems our customers are developing.”

“Tessent Embedded Analytics enables system-wide real-time debug and post-deployment analytics, helping SoC providers focus on the key task of producing high-quality, innovative products, and getting them to market quickly,” says Ankur Gupta, VP and GM of Siemens EDA’s Tessent division. “Codasip has an outstanding reputation for assisting customers with just these kinds of requirements, and we’re delighted to be working together.”

Codasip will offer the Tessent Enhanced Trace Encoder solution directly to customers to streamline contractual complexity.

## *Computer Guidance Corporation Successfully Passes SOC 1 Type II and SOC 2 Type II Audits*

29 August 2023

Computer Guidance Corporation, the leading developer of cloud-based ERP solutions for the construction industry, today announced receipt of its annual System and Organization Control (SOC) SOC 1 Type II and SOC 2 Type II attestation engagement reports for the eCMS Hosting Service system that was designed and implemented throughout the period January 1, 2022, to December 31, 2022.

The trust services reports provide independent validation that Computer Guidance Corporation's security, availability, and confidentiality controls operated in accordance with the American Institute of Certified Public Accountant (AICPA) applicable Trust Services Criteria (TSC) as a result of an examination of the description of a service organization's system and the suitability of the design and operating effectiveness of controls involving a number of factors such as security, availability, and confidentiality outlined in the audit report.

The audits reviewed several processes and procedures that have been implemented by Computer Guidance to proactively manage the cloud environments that host the eCMS system, associated Tier III data centers.

"The successful completion of our SOC 1 Type II and SOC 2 Type II examination audits provides Computer Guidance's clients with the assurance that the controls and safeguards we employ to protect and secure their data, systems and cloud hosting environments are in line with industry standards and best practices and that we are committed to and making every investment to establish and maintain the most stringent controls needed to ensure the highest level of security and compliance," stated Michael Bihlmeier, President, Computer Guidance Corporation.

## *DXC Technology Hires Industry Veteran Howard Boville to Senior Leadership Team*

1 September 2023

DXC Technology announced that Howard Boville has been appointed Executive Vice President and Global Lead of Applications Services and Artificial Intelligence reporting directly to DXC Chairman, President and Chief Executive Officer Mike Salvino, effective September 1, 2023.

"We are delighted to welcome Howard to the DXC leadership team. He is an IT services expert with proven experience in creating growth strategies and executing against them, which we will apply to Applications and AI," said Salvino. "Howard will work with our teams and customers to modernize Applications and use AI to ultimately help DXC grow revenues and expand margin, EPS and FCF."

Boville has held senior leadership positions at some of the world's largest, market-leading companies. He most recently served as IBM's Senior Vice President, IBM Cloud Platform, Technology LifeCycle Services (TLS) and Cybersecurity. In this role, Boville built the strategy for

IBM's Regulated Hybrid Cloud Platform and created a new market category for cloud that helped drive growth for the company.

Prior to his role at IBM, Boville served as Chief Technology Officer at Bank of America. Boville was responsible for building and operating one of the world's largest technology infrastructure and digital platforms, supporting the bank's eight lines of business and all customer applications. With his passion for innovation and technology, his experience as both a customer and service provider and ability to build winning teams, Boville is an excellent complement to DXC's senior leadership team.

"I'm honored to join DXC at this exciting moment in the company's history," said Boville. "DXC not only serves the essential needs of the world's most important companies but is also helping them to navigate the intersection of new technology and market opportunity. I am excited to lead Applications Services and AI, to help our customers simplify, modernize and accelerate their strategies and be a catalyst for DXC growth for Applications and AI."

### *IFS appoints André Robberts as President Southern & Western Europe & LATAM*

6 September 2023

IFS, the global cloud enterprise software provider, announces the appointment of André Robberts as the new regional President for Southern and Western Europe and LATAM. Robberts will be taking over from current president Marc Genevois, who will move to a new role as Global President of Strategic Initiatives. These appointments underpin the company's goal to cement its lead in ERP, EAM, FSM, and ESM in its key markets and be a partner of choice for large global companies in its core industries.

The appointment of Robberts, who is moving from Oracle and his post of COO EMEA North to IFS, is evidence that the company's consistent performance, industry accolades and increasing visibility is attracting highly experienced and seasoned senior talent to build on the exceptional results of the first half of 2023.

As President of Southern and Western Europe and LATAM, André Robberts will build on IFS's success in the region through 2023 and lead the teams to deliver IFS's ambitious goals for 2024 and beyond, through its direct and indirect sales channels.

**IFS Chief Revenue Officer, Simon Niesler, commented:** "Southern and Western Europe and LATAM are some of our largest and most established markets, and we are committed to ensuring the success of our customers and employees. This means hiring leaders with a strong enterprise software pedigree which is why I am excited to welcome André to our team. His wealth of experience will be critical to continue building on our strong market position." **Niesler continued:** "At IFS, our customer focus is deeply connected to our core values, which permeate throughout the company. By embodying this in each customer interaction, we attract those who are equally committed to ensuring our customers' success and creating long-lasting Moments of Service, André is very much aligned to this vision."

Commenting on his new appointment **André Robberts said:** "I'm incredibly excited to join IFS at such an important time and bring my experience and passion to the teams so that I can

positively impact our market position. My philosophy is simple I believe that every customer and every interaction matter and that delivering business value is paramount in every engagement. While many companies are focused on the customer – IFS's values and customer strategy are unique and a clear differentiator from competitors. I am truly delighted to be on board."

## *Nemetschek Group Forms New Executive Leadership Team for its Next Phase of Growth*

5 September 2023

The Nemetschek Group, a leading global software provider for digital transformation in the construction and media industry, has successfully completed the reshaping and strengthening of its top management team for the company's next period of growth. For this purpose, a new Executive Leadership Team (ELT) has been formed, to be even more agile and powerful on future trends such as artificial intelligence (AI) and other key strategic focus areas such as customer centric solution offerings and internationalization. In addition to CEO Yves Padrines and CFO Louise Öfverström, the ELT includes, among others, the Chief Division Officers (CDO) of the Group's strategic segments.

Usman Shujajoin the Nemetschek Group as Chief Division Officer (CDO) of the Build & Construct Division and also serves as CEO of Bluebeam. Most recently, he led Honeywell's Connected Buildings, one of Honeywell's largest software businesses, as Vice President and General Manager. He originally joined Honeywell as Chief Commercial Officer for Honeywell Connected Enterprise, where he was responsible for organic and inorganic growth of Honeywell's software portfolio. Before joining Honeywell, Shuja worked for the Boston Consulting Group, IBM and Dell and was founding member of the AI unicorn, SparkCognition.

Jon Elliott, who previously headed the Build & Construct Division as a member of the Executive Board of Nemetschek SE and was also CEO of Bluebeam, has chosen to pursue personal endeavors following the successful start of Bluebeam's transition to a SaaS-centric business model, which continues to progress as planned. He will remain with the company in an advisory capacity to ensure a smooth transition.

Also joining the company is Marc Nezet as Chief Strategy Officer (CSO) for the Nemetschek Group including M&A, Venture Investments and Strategic Partnerships. Additionally, he is in charge of the Operate & Manage Division as CDO, taking over from César Flores Rodríguez. Nezet joins the company from Schneider Electric Group, where he spent more than 23 years in various senior management and strategy positions, including Senior Vice President Energy Management Software Transformation. In this role he managed five major strategic acquisitions which positioned Schneider Electric among the leading software players in buildings and infrastructure across Engineering, Construction and Operations. Most recently, he held the position SVP for the Industrial Cloud Platform Ecosystem of AVEVA Group.

The Planning & Design Division will continue to be headed by César Flores Rodríguez. Rodríguez also remains in charge of the new Digital Twin business unit, which represents an important

cross-sectional function in the Nemetschek Group. In the Media & Entertainment Division, the Maxon brand continues to be led by CEO David McGavran, who is part of the ELT.

"With the ongoing transition of our business model to subscription and SaaS, the long-term growth drivers and the various innovations in our industry, the Nemetschek Group is at the beginning of a new phase of growth," explains Yves Padrines, CEO of the Nemetschek Group. "I am delighted to have Usman Shuja and Marc Nezet joining the Nemetschek Group. By forming our new Executive Leadership Team, we are creating a very strong, internationally experienced senior management team of recognized industry leaders for this phase, which will focus on key strategic focus areas such as technology leadership around artificial intelligence and sustainability, customer centric solutions and internationalization. On behalf of the Nemetschek Group, I would like to thank Jon Elliott, who has played a leading role in the development and the significant growth of our brand Bluebeam and the Build & Construct Division over the past six years, for his successful work in the Nemetschek Group," Yves Padrines continues.

"I'm excited to be joining Nemetschek and the mission-driven team that already has a rich history and track record of bringing software solutions to the industry," says Usman Shuja, Nemetschek's new CDO Build & Construct and CEO of Bluebeam. "I am passionate about creating value and impact through innovation. Nemetschek provides an ideal platform to create innovations around digitalization, artificial intelligence, and sustainability for the evolving needs of the construction industry worldwide."

"Nemetschek is leading the way when it comes to advancing the digital transformation taking place throughout the building industry. I believe in the uniqueness of the Group to empower our customers to combine human centric AI innovations with sustainability across a building lifecycle software platform," adds Marc Nezet, Nemetschek's new CSO and CDO Operate & Manage. "I look forward to partnering with a world-class team to continue strengthening our innovative portfolio – organically and via acquisitions – to help our customers do what they do best, which is to shape a sustainable world."

### *OpenText Hires Shannon Bell as EVP & Chief Digital Officer to Join the Executive Leadership Team*

5 September 2023

OpenText™ announced the strategic appointment of Shannon Bell as the Chief Digital Officer and new member of OpenText's Executive Leadership Team. Ms. Bell will lead a charter focused on digital and AI systems and data platforms for sales, products, customers, and operations.

"The OpenText future has never been brighter as we expand our Information Management mission with new Cloud Editions from Titanium X, new AI capabilities and our new Micro Focus business areas. We are in a premier position to accelerate transformative value to our customers and partners as they seek The AI Advantage," said OpenText CEO & CTO Mark J. Barrenechea. "We have the strongest leadership team in our history, and I am excited to welcome Shannon to the team as we execute against our strategic plan."

Ms. Bell joins OpenText from Rogers Communications, where she most recently led all aspects of IT, digital, cloud, and data. Having driven many large integration efforts, Ms. Bell is an accomplished Information Technology Executive with international experience in global technology, product management, development, delivery, and operations. At OpenText, she will be responsible for all IT and digital systems, data platforms, networks and communications, commercial and corporate cloud operations, and security and compliance.

“It will be exciting to watch the achievements from our executive team as we continue to grow and scale our cloud business and deliver against our rapid-paced AI innovation agenda in the coming years,” added Mr. Barrenechea. “We remain laser focused on our value creation approach to total growth and having a leader focused on the strategic digital and AI agenda within our own company is going to help us better serve our key stakeholders, including our customers, partners and employees.”

“I believe OpenText’s Information Management Automation and AI strategy will enable OpenText to power and protect organizations to better compete and win,” said Shannon Bell EVP & Chief Digital Officer OpenText. “I am excited to be part of the most innovative team in Information Management, and meeting customers at OpenText World next month.”

### *PROLIM Joins Mendix’s ISV Program to Sell a Market-Leading Low-Code Solution*

6 September 2023

**PROLIM** announced that it has become an official Mendix Independent Software Vendor (ISV) Partner for its Idea Exchange Solution for Enterprises. Idea management is an extension of the organization’s innovation strategy. Having a process for managing ideas helps you make decisions consistent with your goals and strategy, introduce clear responsibilities that will hold people accountable for progress, as well as create a set of common rules that make the process transparent and understandable for everyone.

The Mendix ISV Program is available for partners that are looking to expand their business and monetize their domain expertise by selling unique customer-centric solutions. The program provides an ideal set of benefits to enable businesses to successfully develop, bring to market, sell, and deploy software solutions built on Mendix’s leading low-code development platform.

Through the program, PROLIM will deploy cutting-edge solutions built on Mendix on the Mendix Marketplace.

The partnership signifies an important impact to multiple industries such as Automotive, Aerospace, Manufacturing, the added Mendix capabilities allow the acceleration of building complex solutions and enable integration of external systems.

Ashwini Patil, CTO at PROLIM said “Being an ISV partner helps us to showcase and sell our Mendix applications to a wide range of customers. This exposure to the platform’s user base can significantly increase the visibility of our software, leading to more downloads, users, and potential customers. “

Jethro Borsje, Chief Ecosystems Solutions Officer at Mendix, said “The Mendix ISV Partner Program will enable PROLIM to expand their customer base, on the Mendix low-code platform.

We are excited to have PROLIM as a new addition to our growing ISV Program as this partnership will enable PROLIM to offer a customer-proven Idea Exchange Solution.”

## *Revolutionizing Health Care in Omaha - 3D Systems*

5 September 2023

A groundbreaking partnership between **3D Systems** of Rock Hill, SC and **Clarkson College** will establish the 3D Printing and Training Center of Excellence. This cutting-edge facility, situated on the Clarkson College campus in Omaha, Nebraska, represents a significant leap forward in health care innovation, education, and patient care for the region.

Clarkson College, recognized for its dedication and reputation in health care education, and 3D Systems, renowned for its pioneering role in the 3D printing industry, bring decades of expertise to the partnership. This synergy will enable the creation of pathways that make 3D printing and visualization accessible to health care facilities across the region. Through education, consulting, customized patient care, and research, they aim to reshape the landscape of healthcare in the region.

Bringing technology closer to point-of-care and the implementation of 3D Systems' solutions holds several tangible benefits for Omaha and the surrounding communities including accelerated innovation through clinical engagement, the potential for enhanced patient outcomes and the transformation of health care practices. This partnership enables Clarkson College to offer FDA-cleared 3D printed, patient-specific devices on-site and make them accessible to clinicians and healthcare facilities across the region. Device offerings include diagnostic anatomic models, surgical guides for orthopedic oncology procedures, and radiotherapy accessories.

Dr. Andrea Nebel, president of Clarkson College, expressed her enthusiasm for the partnership, stating, "We are honored to be aligned with an organization like 3D Systems, who shares our commitment to innovation, service, and people. This partnership will undoubtedly amplify the good work done here every day."

"We are thrilled to partner with Clarkson College in providing our unparalleled breadth of additive manufacturing solutions to clinicians and the patients they treat," said Benjamin Johnson, VP of portfolio & regulatory, 3D Systems. "Clarkson College's passion for providing world-class medical education and clinical services is ideal for training the next generation of workforce talent and executing on patient-specific workflows to enhance patient diagnosis and treatment."

This partnership marks a monumental step forward in health care, education, and patient care. The 3D Printing and Training Center of Excellence at Clarkson College, in conjunction with 3D Systems, is poised to lead the way in shaping the future of medical advancements through the transformative power of 3D printing technology.

## *SAP Names Monika Schaller Chief Communications Officer*

5 September 2023

Statement by Julia White

“At SAP, we’ve always known that communication plays a fundamental and strategic role in all aspects of business. And getting it right has never been more important.

A strong strategic communications team is critical to modern business. When a company is good at telling its story to customers, partners, investors and employees, it helps ease the way for other functions to succeed.

So, I’m thrilled to announce a wonderful new leader of SAP’s communications team: Monika Schaller, SAP Chief Communications Officer.

Monika brings more than 20 years of extensive experience in all aspects of communications to SAP. She is a seasoned communications leader with deep experience in global communications, political strategy and crisis communications management. She is a highly regarded and proven people leader and is passionate about compelling storytelling, which lies at the heart of great communications. She also has strong relationships, having led communications around the world for two decades. She’s known for her drive, energy and positivity, all of which become apparent within minutes of meeting her.

Monika joins SAP from Deutsche Post DHL Group, where she led Corporate Communications, Sustainability & Brand. In this role she was instrumental in enhancing the reputation and positioning of the company. Prior to this, Monika led Corporate Communications at companies including Goldman Sachs, Citigroup and Deutsche Bank. Beyond driving corporate communications in these roles, she also led the Executive Board’s strategic communications and helped navigate the companies through various crises. Monika started her career working for Bloomberg News, reporting from various locations, including New York and Tokyo, after a period as a sales trader at CA Investment Bank in Vienna.

Monika was born and raised in Vienna, Austria. She holds a degree in Business Administration from the Wirtschaftsuniversität of Vienna. She lives in Frankfurt, Germany, with her husband Jens. “

Julia White is chief marketing and solutions officer and a member of the Executive Board of SAP SE.

## *SBTi approves Sandvik’s science-based emission reduction targets*

1 September 2023

Sandvik’s targets for reducing greenhouse gas (GHG) emissions have now been validated by the Science Based Targets initiative (SBTi) as aligned with the latest climate science and consistent with the goals of the Paris Agreement. Sandvik committed to set targets in line with SBTi’s criteria in December 2021 and submitted the new targets for validation in November 2022.

With the new targets Sandvik commits to reach net-zero GHG emissions by 2050 at the latest. Sandvik also commits to reducing absolute scope 1 and 2 GHG emissions by 50% by 2030 with 2019 as the base year, and to reduce absolute scope 3 emissions by 30%. In addition, Sandvik commits to reduce absolute scope 1 and 2 GHG emissions by 90% by 2040.

“We are very pleased that our emission reduction targets have now been validated by SBTi, and we look forward to continue driving the shift towards strengthened sustainability and productivity in the industries we serve. We can have a big impact through our customer offerings, such as battery-electric and automated mining solutions, productivity-enhancing manufacturing and machining solutions, and energy-efficient rock processing solutions,” says Stefan Widing, President and CEO of Sandvik.

The SBTi is a collaboration between CDP, the United Nations Global Compact, World Resources Institute (WRI) and the World Wide Fund for Nature (WWF). It is focused on accelerating companies across the world to halve emissions before 2030 and achieve net-zero emissions before 2050.

### *Uptake Names New Leadership and Celebrates 2023 Growth To-Date*

1 September 2023

Uptake is excited to announce the promotion of Jim Rice to President. With nearly 20 years in the telematics industry, Rice’s expertise provides a unique perspective into this space. In Jim’s words, “I am extremely excited to lead the next phase of growth for Uptake. This emerging technology is primed for industry-wide adoption, as leveraging condition-based asset insights is becoming standard for the best performing fleets. Uptake's core focus remains the same, building upon over eight years of data science expertise and predictive model generation to expand its industry's leading catalog of Predictive Maintenance Insights.” Jim regularly contributes to leading industry publications, including Loaded & Rolling (FreightWaves TV), Food Logistics, Heavy Duty Parts Report and Fleet Owner.

Tim Clutter has been promoted to the role of Uptake’s Chief Operating Officer. In Tim’s words, “We look forward to continuing to support our customers and remain focused on expanding our predictive analytics capabilities. As more and more data becomes available, the sky's the limit for what we can do for a fleet's overall maintenance program.”

Recently, Uptake also welcomed April Hennessey as Vice President of Product & UX and Cam McGill as Senior Diagnostic Technician. Adding April and Cam to our team has added extensive additional knowledge and experience in the predictive and preventative maintenance space to further refine Uptake’s targeted predictive insights.

We remain laser-focused on supporting our customers and expanding our product capabilities. Uptake Fleet and Federal continue to lead the industry by powering actionable predictive maintenance.

Earlier this year, we announced our partnerships with industry leaders Platform Science and Daimler Truck North America, bringing Uptake’s data-driven insights to some of the nation’s

largest fleets. As we continue to support our partners and perfect our products, Uptake is ready to drive forward.

We'll continue paving the future of the transportation industry by enabling and delivering actionable insights that predict truck and component failure, optimize parts, and streamline maintenance strategies.

## Event News

### *Cyncly to demonstrate integrated solutions at SICAM, helping manufacturers accelerate growth by streamlining sales to production*

6 September 2023

Cyncly, the leading global provider of software and content solutions that help make spaces amazing, announced that it will bring its integrated solutions for furniture manufacturers and component suppliers to SICAM. Cyncly's industry-specific solutions are designed to help the industry speed up processes and optimize the internal flow of data, from design to delivery, to support growth and faster responses to changing customer expectations.

Furniture manufacturers are facing greater pressure to offer customers high levels of product customization, delivered in a seamless experience from when they place an order to the arrival of personalized products. Cyncly's platform strategy offers the industry's most complete portfolio of customer-facing and project and production management solutions to overcome these new challenges, with leading Design/CPQ, CRM, ERP and MES software tailored to the spaces for living sector. Cyncly customers can move faster and produce more flexibly, creating opportunities for greater profitability and growth.

"We are thrilled to be introducing the Cyncly brand to SICAM for the first time ever," said Andrea Gnoato, General Manager of Kitchen, Bathroom and Furniture (KBF) Manufacturing. "We've listened to the industry's needs and now offer a more complete set of solutions, more integrated than ever before, to help our customers succeed. Our solutions help our customers integrate their businesses, from sales to production, to be more responsive to changing market needs and capitalize on new opportunities faster."

Located at Hall 10, Stand D26 at SICAM, Cyncly will be featuring [3CAD](#), visual CPQ software that connects sales to production of furniture, kitchen and bath products. It offers 3D configuration, visualisation, pricing, tracking and integration with ERP and CNC machines. The company will also feature [Insight](#), which provides industry-specific ERP manufacturing software solution for cabinet, furniture and architectural millwork manufacturers. Insight helps manufacturers create a seamless flow of information from the bid and order entry through to final installation. 3CAD easily integrates with Insight, delivering a continuous connection between CPQ and ERP-MES systems customers run their business on one platform from order to production.

[SICAM](#) is the International Exhibition of Components, semifinished products and accessories for the furniture industry, taking place in Italy in October.

## *L&T Technology Services participates in IAA Mobility, Munich*

7 September 2023

L&T Technology Services, a leading global digital engineering and R&D services company announced its participation in the elite IAA Mobility conference in Munich. LTTS will exhibit its cutting-edge offerings on Software Defined Vehicles and the future of Mobility, at Hall A3, Booth #24.

In its second edition the Internationale Automobil Ausstellung (IAA) in Munich (September 5 – 10) presents a transformative vision for the automotive industry, centered around sustainability, electrification, and innovative mobility solutions. As the automotive industry evolves, the IAA Mobility undoubtedly remains a crucial platform for shaping the future of mobility and fostering collaboration among key stakeholders. With leading international partner companies, 500+ delegates and speakers, it is considered as one of the world's most progressive conferences for sustainability through electrification and digitalization.

The automobile and aviation industry holds the key to driving significant advancements in green mobility. Traditional Original Equipment Manufacturer's (OEM) and new entrants are racing to make eco-friendly vehicles, and this competitive spirit will be the theme for this year's summit.

Sustainability is at the forefront with exhibitors showcasing their commitment to eco-friendly practices, emphasizing the use of sustainable materials and the latest developments in smart mobility, and connected solutions. Innovations related to autonomous driving, vehicle-to-vehicle communication, and integrated mobility will be some of the solutions to be showcased. These advancements are aimed at revolutionizing urban transportation and individual mobility making it safer, more efficient, and environmentally friendly.

L&T Technology Services with its domain expertise in transportation and aerospace have been partnering with global automobile and aerospace OEMs over the last two decades. At IAA Mobility, it will demonstrate the myriad possibilities of Domain Controllers, Cloud Native Connected Development, Security, Virtualization, AI enabled features and functionality that will enable the Vehicle-to-Everything (V2X) communication along with Digital cockpit demo.

Working with ER&D partners has become key to address the challenges of vehicle electrification across the value chain while delving into the parameters in the EV ecosystem. Using multiple vendors for various stages of product development can increase complexity and costs. A partner like LTTS could help drive co-innovation by overcoming technology constraints while applying cross-industry learnings. The need for software-driven solutions in the electric mobility industry has compelled stakeholders to pursue high-performance computing platforms. ER&D services partners can provide computing models that consume less energy, boost performance, and optimize data-led algorithms. Additionally, they can deliver scalable software stacks that leverage sensors and physical components to provide the safety and performance that electric vehicles need. They utilize software to optimize focus areas such as third-party integration, feature deployment, CloudOps, and over-the-air updates. In addition, the rising complexity in technology embedded within electric vehicles demands software-defined designs, can

overcome multi-layered challenges from software development to deployment and maintenance.

“The IAA Mobility summit provides an excellent platform for exchanging innovative ideas and sparking a more inclusive, sustainable future for tomorrow. This year’s participation will further our conviction to engineer leading solutions that enable Vehicle-to-Everything (V2X) communication, Digital cockpit demo, and AI-enabled features while prioritizing safety and security. We are committed to helping our clients address the challenges of vehicle electrification across the value chain, including domain controllers, cloud-native connected development, security, and virtualization. With our end-to-end security solutions, we ensure that our clients' products and services are protected from cyber threats and maintain regulatory compliance,” **said Mr. Amit Chadha, CEO and Managing Director** at L&T Technology Services.

The IAA Mobility summit convenes global mobility experts to present and discuss the latest trends and innovations. Workshops and panels on sustainability, digitalization, and the role of AI in the automotive industry foster knowledge sharing and collaboration among key stakeholders.

### *Lantek presents its innovations at the Schweißen & Schneiden Exhibition in Essen (Germany)*

8 September 2023

Lantek, a leading multinational company in the digital transformation of sheet metal and metalworking, will present the features of its 2023 software update for sheet metal working at **Schweißen & Schneiden 2023 from Monday 11 September**. The focus will be on innovations in the Lantek Expert and Lantek Flex3D cutting modules.

*"With the Lantek V43 software update, we can even better support our customers in digitising their manufacturing processes, giving them agility, efficiency and control over their workflows, while helping to ensure their long-term sustainability," says **Christoph Lenhard, head of Lantek's German office**, which is also responsible for Austria and Switzerland. "By supporting new advanced machining strategies, our customers can get the most out of their machines and further optimise their part machining quality, process reliability and material utilisation."*

The software update provides intelligent automatic tools for offline programming, helping users to achieve optimal results faster in different scenarios. The new options in Lantek Expert are aimed at increasing the **flexibility** of the production chain, **speeding up** processes and programming nesting in the **shortest possible time**. The new features of the Lantek Flex3D software focus on maximising efficiency, both in the programming and in the cutting processes of the machines.

#### **Greater flexibility and automatic shape recognition in Lantek Expert**

Unexpected events such as machine stoppages or capacity overloads often require quick reactions in the CAD/CAM office: new nestings have to be created for a machine that was not included in the original design. Thanks to new options in Lantek Expert, it is now possible to

quickly move a group of nestings from one machine to another. The user can decide whether to keep the original nesting characteristics or to automatically create the technology (gates, micro-joints, cutting qualities, etc.), machining and CNC for the new machine. The system then automatically reassigns all technology and machining based on the new machine specifications.

It is also often necessary to cut large quantities of parts with similar shapes. With its new tool for similar shapes, the new version of Lantek Expert streamlines the manual creation of technology and machining by eliminating the need for repeated manual adjustments: when the user manually or semi-automatically assigns gates, micro-joints, marking techniques and cut quality to a contour, the system automatically transfers this information to all similar contours in all parts and all nests.

For punching, especially when special tools are used, Lantek Expert now includes new special punching technologies: they allow a high degree of automation of the entire process, from the import of the drawing to the CNC generation, so that the CAD designer can specify the special tools to be used for each part.

### **Better material utilisation with Lantek Flex3D**

One of the main objectives of the Lantek Flex3D update is to improve productivity by finding ways to reduce/eliminate machine downtime, for example by minimising cutting head collisions through a brand new automatic generation of micro-joints.

Lantek Flex3D also improves material efficiency with new nesting algorithms. However, sometimes a good layout is not enough due to the physical characteristics (fixtures and chucks) of some specific machines. For these scenarios, the software can approach the zero waste concept with a new machining strategy.

Lenhard: *"We are looking forward to presenting Lantek there again, six years after the last Schweißen & Schneiden, and to showing the industry the new functions of our software update for sheet metal production and tube and profile machining."*

### ***Lantek to Feature EdgeLine Bevel Module for Lantek Expert Cut at Fabtech 2023***

8 September 2023

Lantek Systems, Inc., leading provider of software solutions for the sheet metal and manufacturing industries, will showcase its latest [CAD/CAM](#) and [MES/ERP](#) solutions at Fabtech 2023, September 11-14 in Chicago, Illinois, in Booth A3385 at McCormick Place. This new module for [Lantek Expert Cut CAD/CAM nesting software](#) is designed to streamline the CNC programming of modern TRUMPF cutting machines, providing a more efficient and simplified process for laser machining and the preparation of components for welding operations.

The EdgeLine Bevel technology offers several key advantages over traditional methods that allow specific beveling techniques to be performed without tilting the laser head, reducing overall processing time, and eliminating the need for separate work center processes. The technology also has a significant impact on the preparation of components for welding techniques by enabling the automatic insertion of chamfers and countersinks of various sizes

up to 45°, providing a faster and more efficient process with fewer errors compared to traditional manual methods.

"We are delighted to launch the EdgeLine Bevel module for Lantek Expert Cut," said Mario Rodríguez, Product Manager of Lantek. "This technology represents a major advancement in the field of laser processing and will significantly improve the efficiency and convenience of the manufacturing process. We're confident that our customers will appreciate the benefits of this module and that it will help them to stay ahead of the competition".

The EdgeLine Bevel module is currently available only for modern TRUMPF's laser machines. To learn more about this innovative technology and other solutions, visit Lantek in Booth A3385 at Fabtech 2023

For more information, visit Lantek's website or contact a Lantek representative today.

### *Markforged to Participate in Upcoming Investor Conferences*

7 September 2023

Markforged (the "Company"), the company strengthening manufacturing resiliency by enabling industrial production at the point of need, announced that the Company will be participating in the following investor conferences.

- **Lake Street Best Ideas Growth Conference** – The conference is on Thursday, September 14th.
- **Sidoti Small Cap Conference** – The conference is on Wednesday, September 20 and Thursday, September 21.

### *OpenText World 2023 Las Vegas Gathers Industry Luminaries to Explore the Impacts of AI and Information Management*

7 September 2023

OpenText™, the information company, announced programming highlights for the leading information management conference, [OpenText World 2023](#), in-person at the Venetian Hotel Resort, Las Vegas, from October 11-12. This year's conference will bring together the brightest minds in information management and leading technology experts to explore AI and Information Management, and its potential and impacts on enterprise businesses tackle the challenges of the next generation.

"Software automation is in the midst of a massive platform shift from cloud to AI. AI has the potential to transform work across all roles and all industries. The pace of change and value creation has never been this fast before. At OpenText World 2023, we are unveiling our initial solutions to bring the future of AI to our customers," said Mark J. Barrenechea, OpenText CEO & CTO. "This year's event will be one of the most enlightening experiences with industry luminaries exploring the applied value that AI can bring."

OpenText recently announced the launch of [opentext.ai](http://opentext.ai), the company's vision for AI. OpenText World 2023 will be the first opportunity for customers to experience how work can be

reimagined with AI and to see how complex problems can be solved by applying Large Language Models (LLM). OpenText has long approached AI-led automation by helping customers effectively manage information and complex data from all events. With its world-class cybersecurity capabilities and foundational analytics & AI tools, OpenText is poised to help customers make the pivot towards the future of AI.

OpenText World 2023 will feature keynotes from OpenText leadership CEO & CTO Mark J. Barrenechea and Chief Product Officer Muhi Majzoub discussing the future of information management and unveiling the latest in AI-powered OpenText innovations.

Attendees will also hear from industry luminaries that will explore AI's impact in areas such as ethics, economics, sustainability and more:

- **Vivek Wadhwa:** Academic and author of five best sellers, who will speak to the value of AI.
- **David Wallace-Wells:** Deputy editor of New York Magazine and author of The Uninhabitable Earth, who will speak about climate and the impacts of AI.
- **Carol Rollie Flynn:** President of the Foreign Policy Research Institute, who will speak about new cyber threats in the world with AI.
- **Elliott Harris:** Former UN chief economist and assistant secretary-general for economic development, who will speak to societal implications of AI.
- **Lindsey Pollak:** New York Times best-selling author and thought leader on shaping the future of talent, who will speak to tech talent of the future in the age of AI.
- **Joy Buolamwini:** AI expert, activist, and founder of the Algorithmic Justice League, who will speak to the ethics of AI.

Registration is now open, and the [full agenda](#) for OpenText World 2023 is now live. Join us and discover your information advantage.

### *Simulations Plus Hosts First-of-its-Kind Virtual Summer Camp for Students and Professors*

7 September 2023

Simulations Plus, Inc., a leading provider of modeling and simulation solutions for the pharmaceutical and biotechnology industries, announced the successful completion of the inaugural University+ PBPK Summer Camp, an intensive eight-week course covering the theory and application of PBPK modeling using GastroPlus<sup>®</sup>. More than 80 attendees across 26 countries satisfactorily finished all rigorous assignments and earned their certificates of completion.

The PBPK Summer Camp was offered as an enhancement to its [University+ program](#), which provides software licenses to students and professors at accredited universities. During the program, students successfully learned how to build, evaluate, and apply PBPK models to critical drug development questions.

“This course provided clear and tangible insight to the interplay between drug and dosing environment physico-chemistry, patients’ physiology, and to their consequences on the transit of the drug inside the different body organs,” said one student in a review. “With the new skills I have developed during the course, I feel able to address several knowledge gaps in my field of research.”

Another student noted in their feedback that the workshop would “significantly help [their] career transition from DMPK scientist to [the] PBPK field.”

“[This was] a transformative and enriching summer course,” a student posted on LinkedIn. “I had the opportunity to expand my limits and connect with inspiring educators and instructors, making this a truly great learning experience.”

Denise Morris , Director of Learning Services, said: "There is no better way to bridge the gap between software access and training in academia than to collaborate with leading PBPK experts within the academic setting. With seven instructors scattered across the globe, we wanted to coordinate and design a course that was not only for academics but taught by academics as well. In keeping with the ubiquitous access to our University+ licensing program, we wanted to make sure that the course was accessible to as many students and educators as possible, resulting in a very complex structure that ensured the same quality experience, regardless of where attendees were in the world."

“In October 2021, we started our University+ program to increase access to modeling and simulation (M&S) learning and education that supports the next generation of scientists,” said Viera Lukacova , Chief Science Officer within the Simulations Plus PBPK Solutions group. “With more than 1,000 installed licenses across 300+ universities worldwide today, we have created a global platform for knowledge sharing and will continue to actively equip students with opportunities to enter the workforce ready to solve complex problems using best-in-class M&S techniques.”

## Financial News

### *Tecsys Reports Record Revenue for the First Quarter of Fiscal 2024*

7 September 2023

Tecsys Inc., an industry-leading supply chain management SaaS company, announced its results for the first quarter fiscal year 2024, ended July 31, 2023. All dollar amounts are expressed in Canadian currency and are prepared in accordance with International Financial Reporting Standards (IFRS).

“We are pleased to kick off fiscal 2024 with robust results, led by 44% growth in SaaS revenue and record quarterly revenue,” says Peter Brereton, president and CEO at Tecsys Inc. “Our focus on innovation and customer-centricity has driven significant gains across key metrics, and we are seeing the impact of that in our results. This quarter’s performance sets a positive tone for the rest of the year.”

Mark Bentler, chief financial officer of Tecsys Inc., adds, “Our momentum continues with back-to-back quarters of total revenue growth of 20% or more. We are seeing positive results in our gross margin, and we've demonstrated our ability to manage costs while investing in areas that drive growth. Underpinned by a 36% increase in our SaaS RPO, we remain well-positioned for the future.”

### **First Quarter Highlights:**

- SaaS revenue increased by 44% to \$11.5 million, up from \$8.0 million in Q1 2023.
- SaaS subscription bookings<sup>i</sup> (measured on an ARR<sup>i</sup> basis) decreased by 50% to \$1.9 million, compared to \$3.9 million in the first quarter of fiscal 2023.
- SaaS Remaining Performance Obligation (RPO<sup>i</sup>) increased by 36% to \$139.4 million at July 31, 2023, up from \$102.5 million at the same time last year.
- Annual Recurring Revenue (ARR<sup>i</sup>) at July 31, 2023 was up 20% to \$78.3 million compared to \$65.1 million at July 31, 2022.
- Professional services revenue was up 9% to \$14.9 million compared to \$13.6 million in Q1 2023.
- Total revenue excluding hardware revenue was \$35.2 million, 16% higher than \$30.4 million reported for Q1 last year, while total revenue rose 23% to reach a record \$42.0 million.
- Gross margin was 46% for the first quarter of fiscal 2024 compared to 43% for the same period in fiscal 2023.
- Total gross profit increased to \$19.5 million, up 32% from \$14.8 million in Q1 2023.
- Operating expenses increased to \$17.7 million, higher by \$3 million or 21% compared to \$14.7 million in Q1 last year.
- Profit from operations was \$1.8 million, up from \$0.1 million in Q1 2023.
- Net profit was \$1.2 million or \$0.08 per share on a fully diluted basis in Q1 2024, compared to \$40 thousand or \$0.00 per share for the same period in fiscal 2023.
- Adjusted EBITDA<sup>ii</sup> was \$3.2 million, up 114% compared to \$1.5 million reported in Q1 last year.

On September 7, 2023, the Company declared a quarterly dividend of \$0.075 per share to be paid on October 6, 2023 to shareholders of record on September 22, 2023.

Pursuant to the Canadian Income Tax Act, dividends paid by the Company to Canadian residents are considered to be “eligible” dividends.

<sup>i</sup> See Key Performance Indicators in Management’s Discussion and Analysis of the Q1 2024 Financial Statements.

<sup>ii</sup> See Non-IFRS Performance Measures in Management’s Discussion and Analysis of the Q1 2024 Financial Statements.

First Quarter Fiscal 2024 Results Conference Call

Date: September 8, 2023

Time: 8:30am EDT

Phone number: (877) 209-9554 or (416) 981-9007

The call can be replayed until September 15, 2023 by calling:

(800) 558-5253 or (416) 626-4144 (access code: 22027896)

## Implementation Investments

### *ASICS Streamlines Product Concept to Launch with Centric Software*

4 September 2023

Centric Software® and ASICS, the global sports brand, are celebrating their long-term partnership with the release of a success story. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source, price and sell products such as apparel, footwear, sporting goods, furniture, home décor, consumer electronics, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

ASICS Corporation is a global designer and manufacturer of sporting goods including performance athletic footwear, apparel and accessories. The company was founded in 1949 by Kihachiro Onitsuka. Inspired by the old Latin phrase “Anima Sana In Corpore Sano”, meaning “A Sound Mind in a Sound Body”, his vision was to promote the health of young people through sport. The company is at the forefront of the performance sports market worldwide.

ASICS implemented Centric PLM™ in 2016 to replace disparate business systems used by various teams to manage the product lifecycle. Today, thousands of users like merchandisers, product developers, external suppliers and more have one reliable source for all product data, enabling better collaboration and cutting time spent searching for information.

“We can reduce the time it takes to complete the entire process from planning to development,” says Gogo Tanaka, General Manager of Digital Supply Chain at ASICS. “Product master data from Centric is integrated with downstream systems, so we avoid duplicate maintenance of data in different systems.”

In 2019, ASICS implemented Centric’s Visual Assortment Boards, empowering teams to automate line sheet creation and collaborate to visually create merchandising plans.

“I remember seeing our apparel merchandisers and development teams sitting together with a big board where they did all their merchandise mapping, using printed images,” says Orhan Guc, PLM Specialist at ASICS. “It was not easy to store those boards and retrieve data. Now any decisions that are made and related data are stored in one digital location, and other teams such as product developers can add their input and share ideas.”

ASICS uses Centric PLM and Centric Visual Boards™ across both of their divisions – footwear and apparel & accessories – to navigate the new landscape of hybrid working, reducing physical meetings and replacing them with instant digital visual collaboration to streamline their product concept to launch process.

“We are honored that ASICS have chosen to work with us since 2016, and we have deepened our partnership with the successful implementation of Centric Visual Boards,” says Chris Groves, President of Centric Software. “We look forward to working further with ASICS to streamline and strengthen their go-to-market processes.

## *Brentwood Selects Infor CloudSuite Industrial to Modernize its ERP Across the Organization*

6 September 2023

Infor®, the industry cloud company, announced that longtime customer Brentwood Industries Inc. will modernize its business processes across the organization with Infor CloudSuite Industrial, a powerful cloud-based, industry-focused, enterprise resource planning (ERP) solution.

Brentwood is a second-generation family business, founded and headquartered in Reading, Pennsylvania. It specializes in producing plastics and using plastic materials in innovative ways. Its products are used in myriad applications including power generation and distribution, water treatment processes, and medical device packaging. The company operates 15 world-class manufacturing facilities in the United States and across the globe.

Brentwood has been an Infor customer since 1996, running Infor ERP solutions on-premises throughout its business sites. In January 2022, the company acquired a German-based company, Enexio Water Technologies, which gave Brentwood added capabilities, additional engineering presence, and the possibility of increased worldwide sales.

Because the Enexio Water Technologies facilities used the prior parent company’s ERP solution, Brentwood management decided to take the opportunity to modernize its own business processes by implementing Infor CloudSuite Industrial, a cloud-based solution tailored specifically for manufacturing companies, throughout its existing and newly acquired facilities. Working with Infor partner Decision Resources Inc. (DRI), deployment will begin with Brentwood’s facilities in Tijuana, Mexico, and the company will evaluate how CloudSuite Industrial can be rolled out throughout the organization.

“Brentwood is excited to continue its long-standing relationship with Infor by adopting the CloudSuite Industrial platform as part of our overall IT strategy,” said Dennis Reed, global head of technology at Brentwood. “This will enable us to improve and enhance the efficiency of our processes through standardization and implementation of industry best practices.”

Through Infor CloudSuite Industrial, Brentwood will see a wide range of potential benefits including real-time data visibility, streamlined production processes, and enhanced supply chain management. With a fully integrated suite of tools for managing financials, orders, inventory, production, and quality control, Infor CloudSuite Industrial can help manufacturers reduce costs, increase efficiency, and improve customer satisfaction. Its cloud-based architecture allows for easy scalability and flexibility, making it an ideal platform to support the company’s future growth.

“With improved connectivity and integration with our applications, we will be well positioned to make informed business and financial decisions to support and scale for future growth, capacity, and capabilities,” Reed said. “Brentwood looks forward to taking full advantage of the CloudSuite Industrial product to support our global operations.”

“Brentwood has been a long-time partner with Infor, and we are excited that it will be utilizing CloudSuite Industrial to strategically position itself for future growth and scalability,” said Jim Tibbs, Infor regional vice president for North America. “The best practices and enhanced functionality will provide Brentwood with the tools necessary to better manage its business, reduce costs, and create more efficiencies. Infor CloudSuite will serve Brentwood well for many years to come.”

### *Centric Software partners with ALDI SOUTH to accelerate their Digital Transformation*

6 September 2023

Centric Software®, the Product Lifecycle Management (PLM) market leader, is pleased to announce that global discount retailer ALDI SOUTH is partnering with Centric Software to advance their digital transformation, support data driven decision making and further enhance international collaboration. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source, price and sell products to achieve strategic and operational digital transformation goals.

Founded in 1961, ALDI SOUTH is a global discount grocery retailer with 7,100 stores in 11 countries, including Australia, Germany, UK, USA and China, on four continents. Stores offer a core range of food products, including regional goods, organic and fresh produce, and other non-food consumer goods with a predominant focus on carefully selected private-label. These are complemented by weekly rotating themed special buys and seasonal items. ALDI SOUTH has thousands of suppliers, including many that are local to specific regions.

After an intensive vendor selection process, ALDI SOUTH selected Centric Software to provide a category range management solution to support international collaboration on range and product development. ALDI SOUTH will implement Centric PLM™, Centric Software’s flagship market-leading PLM solution, and Centric Visual Boards™, an innovative visual collaboration platform that extends the capabilities of PLM to transform the go-to-market process for multi-category retail.

“Centric Software stands out for their expertise and the user-friendly interface of their solutions,” explains Simon Weil, Managing Director Global Business Coordination at ALDI SOUTH and adds, “Centric solutions are a great fit for our customer focused assortment and the teams that will use the software, from buying, planning, merchandising and branding, to sourcing including suppliers who will also use the system.”

“Centric’s tools support our goal of streamlining the buying process for food, near-food and non-food so that we can offer our customers the best possible products at the lowest possible prices,” states Christian Gillmann, Group Director International IT at ALDI SOUTH. “We are

striving for a strong partnership and a collaborative innovation ahead, with the goal of elevating the capabilities of the software.”

The broader digital transformation allows ALDI SOUTH to respond rapidly to changing consumer behaviour and improve time to market for new products and services, meet compliance, sustainability and quality goals, and drive cost leadership via improved efficiency and collaboration.

ALDI SOUTH plans to integrate Centric Software’s solutions with several other enterprise systems such as ERP and PIM, and manage functions, including elements of quality assurance and sustainability, on a global scale.

“We are very excited to announce our partnership with ALDI SOUTH,” says Fabrice Canonge, President of Centric Software. “ALDI SOUTH is a global leader in the discount grocery retail space, with ambitious plans to streamline their operations in a long-term strategic way. We are proud to provide the tools that will enable ALDI SOUTH to achieve those goals. We look forward to a productive and mutually beneficial relationship.”

### *ESA Leverages AxSTREAM.SPACE to Drive Advancements in European Space & Propulsion Technology*

5 September 2023

SoftInWay Inc., a global leader in the development of turbomachinery and propulsion technology, is thrilled to announce that a contract has been signed with the European Space Agency (ESA). This contract will see ESA using SoftInWay’s turbopump predesign tools, a part of the cutting-edge software bundle AxSTREAM.SPACE. ESA will employ these tools to develop and assist the industry in the preliminary phase of designing the next generation of turbopumps for rocket applications, setting the groundwork for pioneering advancements in space exploration.

AxSTREAM.SPACE, renowned for its state-of-the-art turbomachinery and propulsion design capabilities, will serve as the backbone of ESA’s efforts to enhance propulsion systems in their space missions. SoftInWay aims to sign additional contracts and work with more teams across Europe who will gain access to AxSTREAM.SPACE’s comprehensive features, enabling them to design, analyze, and optimize high-performance turbopumps that are vital to ensuring the success and reliability of rockets destined for space exploration.

Speaking about the collaboration, Dr. Leonid Moroz, CEO of SoftInWay, expressed, “We are proud to join hands with ESA, a prominent institution at the forefront of space innovation. This partnership not only underscores our commitment to driving technological advancements in the space industry, but also aligns with our deep-rooted passion for space exploration. With AxSTREAM.SPACE’s unique capabilities combined with the brilliant minds at ESA, we are confident that together we will usher in a new era of propulsion technology in the space industry, and we couldn’t be more excited about it”.

This contract between SoftInWay and ESA showcases the power of innovation and international cooperation in space exploration.

## *FTI Consulting Partners With Agiloft To Enhance Contract Lifecycle Management Offerings*

29 August 2023

FTI Consulting, Inc. announced that the firm's **Technology** segment has entered into a partnership with **Agiloft**, a global no-code contract lifecycle management ("CLM") solution provider. FTI Technology's **Corporate Legal Operations** practice will work strategically with Agiloft to help clients improve return on investment and accelerate adoption for their CLM implementations.

According to a Blickstein Group study, nearly half (47.2%) of legal departments consider CLM automation and process improvements to be one of their highest priorities. At the same time, contracting solutions are among the most complex institutional and legal department technologies to implement. FTI Technology advises clients at all stages of their CLM journey, from assessing current processes and identifying key risk areas to technology selection, implementation, ongoing management and adoption. The partnership with Agiloft will support clients in automating contracting processes to reduce costs, improve governance and drive efficiencies.

"Realizing the stated benefits of CLM solutions can be extremely challenging, especially with the increasing number of solution providers in the market," said **Wafik Guirgis**, a Senior Managing Director and global Co-Leader of FTI Technology's Corporate Legal Operations practice. "Selection, preparation and implementation require tremendous investment of time, people and other resources, as well as nuanced change management. To quickly achieve results from a CLM solution investment, organizations need a clear understanding of contracting operations and a solution partner that has demonstrable success in reliably addressing challenges. By partnering with leading solution providers like Agiloft, we can better assist our clients in obtaining their transformation goals, like speed-to-market and other critical commercial efficiency objectives."

Agiloft's flexible no-code CLM platform offers an adaptable solution and extensive integration capabilities that allow contract data to flow through more than 400 enterprise applications.

"As the legal operations function increasingly becomes a strategic driver for business, demand for CLM solutions is growing to help meet those needs," said Steve McKean, VP of Global Alliances at Agiloft. "Coupling Agiloft's flexible platform with FTI Technology's technical knowledge and implementation talent is a potent mix that will enable the delivery of powerful solutions for legal, procurement, sales and IT teams. Our partnership with FTI Technology will help provide return on investment for clients looking to modernize their contract management and empower better contracting across the business."

FTI Technology's Corporate Legal Operations practice helps organizations achieve operational efficiencies and measurable results across the legal operations spectrum, using the technology and services that best meet their needs. Within this practice, experts have a proven track record of helping legal departments align their operations programs with business goals and develop customized solutions that empower in-house teams. The firm's legal operations

advisory, services and technology offerings cover every phase of the legal operations journey, from assess and recommend to implement and measure. This comprehensive approach ensures that legal operations professionals can understand and improve their current state, future needs, best practices, technology enablement and performance benchmarks.

### *Luminary Cloud and Spatial Corp. Collaborate to Optimize the CAE Workflow*

5 September 2023

Luminary Cloud, the revolutionary new cloud-native Computer-Aided Engineering (CAE) platform, and Spatial Corp, the leading 3D software development toolkit provider for design, manufacturing, and engineering solutions, announced a collaboration aimed to empower CAD/CAE Engineers and their management with state-of-the-art capabilities, enabling seamless ingestion of commercial and open-source CAD models onto Luminary's CAE platform.

#### **Spatial Corp. helps enable Luminary Cloud's Realtime Engineering**

Luminary Cloud is known for its Realtime Engineering, offering users faster engineering cycles and quicker insights. During development, Luminary Cloud designed its new platform for advanced interoperability and meshing functionalities. As the industry standard for this domain, Spatial Corp. stood out for its reputation, proven track record, experience building applications across multiple industries, and involvement with Dassault Systèmes' CATIA modeling kernel.

*"Luminary Cloud is driving innovation in the CAE industry, and our collaboration will contribute to reshaping the CAE landscape. Spatial has maintained a close partnership with Luminary Cloud throughout its development to help craft solutions that complement the capabilities of its platform,"* said Jean-Marc Guillard, CEO, Spatial Corp.

In this collaboration, Luminary Cloud is leveraging Spatial's powerful 3D InterOp component, 3D Precise Mesh, and the 3D ACIS Modeler. These tools enable Luminary Cloud to convert various CAD formats into the Luminary Cloud platform seamlessly. Once converted into the ACIS format, ACIS' cleanup capabilities help repair models, and the Boolean operations create the necessary solver domains. Harnessing these industry-leading capabilities, Luminary Cloud can seamlessly ingest and mesh CAD data, facilitating the creation of super-computer class, highly accurate simulations for its customers.

*"The secular shifts in energy transfer, transportation, sustainability, and water are going to drive the redesign of almost everything we experience,"* said Srinivasan Arunajatesan, Director of Engineering at Luminary Cloud, *"These demands must be met with greater capability, more performance, and faster-to-answer platforms to help create the new designs necessary to solve very real problems. We are partnering with Spatial to help us build just such a platform."*

### *Magasin du Nord Transforms Digital Fulfillment with Tecsys' Composable Omni™ Software Platform*

6 September 2023

Tecsys Inc. an industry-leading supply chain management and omnichannel commerce software provider, is delighted to spotlight its recent collaboration with Magasin du Nord, the renowned

Danish department store chain. Tecsys' composable order management software, Omni™ OMS, empowers Magasin du Nord to offer its customers sophisticated multi-channel shopping experiences that seamlessly integrate traditional in-store retail with modern digital interfaces by orchestrating advanced back-end fulfillment operations.

For over 150 years, Magasin du Nord has been serving the Scandinavian market with great attention to detail, curating luxury goods and providing white-glove service to its customer base. To meet the demands of an ever-evolving consumer landscape, the brand chose to harness the modular capabilities of Tecsys' Omni™ OMS. This investment extends Magasin du Nord's storied legacy with digital dexterity, enabling customers to transition seamlessly across channels while strengthening their back-end operations for rapid and efficient order execution.

Johan Ohlstenius, director of IT at Magasin du Nord, articulates, "The retail landscape is shifting, and it's essential we continue to set a benchmark in our industry. Tecsys' composable technology has empowered our team to craft and refine sales channels tailored to our clientele's desires, from locker pickups to click and collect. This flexibility, inherent in the Tecsys platform, grants us the means to mold our technical infrastructure, offering truly individualized shopping encounters for our patrons. Every order, every engagement, every touchpoint now reflects our dedication to delivering unmatched satisfaction."

Tecsys' Omni™ OMS gives Magasin du Nord's customers more flexibility to shop in the manner that suits them best. Its collaboration with Tecsys crystallizes Magasin du Nord's forward-thinking approach to omnichannel commerce, with noteworthy features such as:

1. **Adaptable Multi-Channel Support:** Dynamic expansion of sales channels, integrating options like ship-to-home, click and collect, and locker pickup, while accommodating various languages and currencies.
2. **Intelligent Order Routing:** Intelligent algorithms gauge product categories and inventory data, pinpointing the ideal location for fulfilling orders, while simultaneously respecting client fulfillment preferences.
3. **Cost-effective Strategic Routing:** Advanced routing rules are tailored to condense shipments, benefiting the consumer and economizing operations.
4. **Real-time Inventory Virtualization:** Ability to finetune inventory thresholds by products and sites that broadcast accurate stock availability across sales platforms.

"The successful modernization of logistics IT at Magasin du Nord is a testament to a solid strategic vision executed with technical precision," remarks Adam Krajewski, vice president of professional services at Tecsys. "By taking advantage of Omni™ OMS' composability, the team at Magasin du Nord architected benchmark order management capabilities that give them a true competitive edge in a today's retail ecosystem. We look forward to building on these successes as we deepen our partnership and find new opportunities to set the standard for omnichannel excellence."

Martin Wulff, president and managing director at Tecsys Denmark, adds, "Supporting Magasin du Nord, an embodiment of luxury and trailblazing spirit, is a privilege. This is an organization

with a long history of delivering extraordinary customer experiences, and we are thrilled to be part of their future plans to build on that pedigree of excellence."

## *Real Estate Tech Leader FMLS Brings Cutting-Edge AI to Agents, Brokers Powered by CoreLogic and Restb.ai*

5 September 2023

CoreLogic®, a global leader in property information, analytics and data-enabled solutions, and Restb.ai, real estate's computer vision leader, are teaming up with First Multiple Listing Service (FMLS), the fourth-largest MLS in the country, to provide the most complete package of cutting-edge generative AI tools to FMLS's 57,000-plus real estate professional subscribers, delivered through the CoreLogic suite of MLS solutions.

"FMLS is bringing the best that AI has to offer to the real estate industry," said Jeremy Crawford, FMLS President and CEO and an AI leader in the MLS industry. "We are setting a new standard of tech excellence as we deliver the full Restb.ai Artificial Intelligence Platform through our CoreLogic solutions to dramatically improve the daily work lives of our agents, brokers, and ultimately, their buyers and sellers."

Restb.ai AI services will be fully integrated into FMLS's CoreLogic Matrix™ platform and CoreLogic OneHome™ client collaboration portal. Recently recognized as an Inman Innovator, Restb.ai's generative AI will automatically extract data insights from property photos to streamline the listing input process. Using this same technology, once integrated, homebuyers can upload a photo in OneHome and search for listings with desired features, introducing a new dimension in property search.

Restb.ai services also enhance CoreLogic Listing Data Checker to help ensure MLS and ADA compliance before publication in the MLS and syndication to third-party sites.

"FMLS delivers a distinct AI advantage to its subscribers by enhancing its current Matrix MLS product suite with the addition of Restb.ai AI services," said Shaleen Khatod, Executive, Enterprise Strategy & Initiatives at CoreLogic. "We are pleased to be working with FMLS and Restb.ai to lead the industry with truly meaningful innovations that we hope will benefit many clients."

"Jeremy's technology leadership is helping accelerate the advancement of AI in the MLS industry," said Lisa Larson, Managing Director of North America for Restb.ai. "He demonstrates a micro-focused commitment to equipping his agents and brokers with AI-enhanced MLS tools to help them succeed in today's modern landscape. His strategic leadership also underscores an unwavering emphasis on data accuracy and data security."

FMLS will deploy the new Restb.ai technology throughout its CoreLogic products and services, which will include:

- **Photo Tags:** During the Matrix listing input process, advanced AI technology reads what's in the image and provides automated captions for each photo in seconds, saving FMLS agents significant time.

- **ALT-Text Technology:** AI adds the appropriate ALT-Text (tags) description for every photo uploaded for the listing to help ensure accessibility and ADA compliance when images are automatically distributed to FMLS member websites.
- **Generative Property Descriptions:** In seconds, computer vision technology takes the dozens of photos and agent uploads for their listing to automatically compose several different property descriptions. Agents may select from the different styles and tones and edit any draft to ensure the property description reflects their own branding style.
- **Image Matching Capability:** Restb.ai's MLS Match is a revolutionary new photo match technology integrated into CoreLogic's Matrix and OneHome applications. Its computer vision technology identifies properties with similar features and architectural styles, delivering a better way to search for properties compared with today's standard search criteria.

These new features and benefits are in addition to FMLS's existing photo compliance system and CoreLogic Listing Data Checker. Rollout for the new features will commence in early Q4 2023.

### *TCS Selected as JLR's Transformation Partner to Build Future-Ready Digital Services for their Clients*

6 September 2023

Tata Consultancy Services (TCS) announced that it has entered into a strategic partnership with the Digital unit of JLR to transform, simplify, and help manage its Digital estate, and build a new future-ready, strategic technology architecture that will support the latter's *Reimagine* strategy.

TCS has had a longstanding relationship with JLR Digital, spanning over a decade, helping the luxury automaker optimise as well as pursue its growth and innovation agenda. The new partnership, valued at £800 million over the next five years, builds on this relationship, expanding and deepening it further.

TCS will leverage its contextual knowledge, deep domain expertise, proprietary platforms, vast partner ecosystem and future-ready talent pool to help JLR enhance its digital capacity; transform, simplify, and manage its Digital estate; and build a new, future-ready digital core that will support its business transformation.

As a part of the new partnership, TCS will deliver a broad range of services spanning application development & maintenance, enterprise infrastructure management, cloud migration, cybersecurity and data services.

By leveraging new technologies to transform core IT operations and adopting new ways of working, TCS will enable a leaner, more agile and scalable operating model. Through synergies and economies of scale with suppliers, this partnership will deliver substantial savings for JLR over the next five years, unlocking free cash flow to reinvest into the future.

Outside of the new contract, TCS is partnering with JLR to help accelerate its vision of modern luxury client experience tailored to different markets globally.

"We are pleased to be selected by JLR as their strategic partner to help manage and transform their Digital estate and build a new, future-ready digital core that will support their Reimagine strategy and electrification plans. This is a truly bi-modal partnership where the efficiencies from leaner operations will help fund the new digital core, while our contextual knowledge and expertise will de-risk and accelerate that transformation," said **Anupam Singhal, Business Group Head - Manufacturing, TCS.**

**Nigel Blenkinsop, Executive Director, Enterprise Performance & Quality, JLR said:** "Building world class partnerships and maximising the benefits of being part of the Tata Group is a key part of our Reimagine strategy. Consistent with this, we are pleased to expand our long-term relationship with TCS to accelerate our digital transformation. Their breadth of capabilities and deep understanding of our business will further enhance our ability to transform and simplify our Digital estate at pace, ensuring we can deliver a modern luxury experience for our clients."

TCS has operated in the UK for more than 45 years and works with over 200 of the nation's best-known and most-loved businesses. TCS is the leading supplier of software and IT services to the UK market, by revenue. It currently employs more than 23,000 people in the UK and Ireland, making it among the region's biggest IT employers. TCS has been ranked the number one IT service provider for customer satisfaction in the UK in an independent survey of CIOs from the largest IT spending organizations in the country.

## Product News

### *2023.8 Coreform Cubit release includes machine learning*

28 August 2023

The official release of **Coreform Cubit 2023.8** can be downloaded at [Coreform.com](https://www.coreform.com).

**Introducing machine learning** With this release, Coreform Cubit includes machine learning capabilities to further speed up the meshing process and reduce user tedium. Coreform Cubit 2023.8 has been trained to recognize common fasteners such as bolts, nuts, pins, and other connectors. Engineers can use this to rapidly identify these fasteners in their models and quickly simplify, remove, or replace them. Users can also train Cubit to recognize their own common parts to perform similar simplifications.

This machine learning technology has been developed by Sandia National Laboratory; the lead developer of the technology, Dr. Steven Owen, will give two free webinars to Coreform Cubit users, introducing the technology and how to use it. The first webinar, Machine Learning in Coreform Cubit, Part 1: Part Defeaturing, will be held on August 31st. The second webinar, Machine Learning in Coreform Cubit, Part 2: Part Classification and Reduction, will be held on September 7th.

**Additional functionality in Coreform Cubit 2023.8** Additional changes with this release include improvements to the polyhedra meshing scheme, a new equi-angle skew metric, improved SDK documentation, user experience improvements, and bug fixes. A complete list of these

improvements is available in the [Coreform Cubit documentation] ([https://coreform.com/products/coreform-cubit/release\\_notes/v2023.8/](https://coreform.com/products/coreform-cubit/release_notes/v2023.8/)).

**.cf file format** Additionally, the U-splines isogeometric analysis technology previously available in Cubit has been removed in advance of its inclusion in a new dedicated isogeometric analysis preprocessor currently being developed by Coreform. A new '.cf' export file format has been added to Coreform Cubit to facilitate a future workflow for creating body fit meshes in Cubit for conversion to U-splines in this new software, Coreform Flex, which is currently in beta testing. Interested parties are invited to contact [matt@coreform.com](mailto:matt@coreform.com) if they wish to test this new IGA workflow.

## ***ALTAIR INTEGRATES OPENPDM TECHNOLOGY INTO ALTAIR HYPERWORKS***

31 August 2023

PROSTEP and Altair, a global leader in computational science and artificial intelligence (AI), have expanded their long-standing partnership, making it easier to connect Altair's design and simulation platform Altair HyperWorks to popular PLM solutions. Altair integrates powerful OpenPDM connectors to corresponding PLM systems directly into the platform's CAE solutions such as Altair HyperMesh.

The extended partnership enables Altair to integrate PROSTEP connectors directly into HyperWorks' CAE solutions and to offer them to their customers. Many of Altair's customers want to be able to use CAX data for simulations in an audit-proof manner, i.e. under PLM control, and to automatically feed simulation results back into the PLM system. The proven integration technology with PROSTEP will enable Altair to keep the cost of developing and maintaining these interfaces competitive.

As part of the partnership, PROSTEP will provide Altair with the connectors, associated documentation, and necessary support. "Thanks to PROSTEP's connectors, we have managed to connect the respective PLM systems very quickly and with little effort," said Joe Kovacs, vice president of modeling and visualization, Altair. "This allows us to offer our customers an additional service in a simple way."

"The expanded partnership with Altair is an important step for us on our way to becoming a data as a service provider," explained Mirko Theiß, senior manager at PROSTEP. "Our strategy is to provide our customers and the customers of our partners with uniform interfaces for accessing their PLM data, which they can also use as a service from the cloud if required."

## ***GstarCAD 2024 has been released***

3 September 2023

We're glad to announce the official release of GstarCAD 2024. The new release contains new features and enhanced functions that improve efficiency and gives users optimal drawing experience.

### **Better Performance and enhanced tools**

With newest features and enhanced functions come higher compatibility, improved performance and stability, GstarCAD 2024 gives users better user-experience and streamlined workflow.

### **Enhancements that take your design to the next level**

#### **Dynamic Input**

Dynamic Input system is upgraded in GstarCAD 2024 by adding Dimension Input, vertical Dynamic Prompts list and separating Pointer Input boxes to provide easier-to-use experience for design professionals and improve design efficiency.

#### **Enhanced APIs**

GstarCAD offers robust APIs for developers to migrate and build applications on GstarCAD, including GRX, .NET, VBA, LISP, COM. Developers will experience higher compatibility and better software development efficiency.

#### **What's new in GstarCAD 2024?**

##### **\* Easily import STEP/IGES Files**

GstarCAD 2024 brings enhanced functions to the mechanical and architecture industries by supporting STEP and IGES files, which allows 3D CAD data to exchange conveniently between different software platforms.

##### **New Viewports features**

##### **\* Edit and adjust viewport faster and easier**

You can add, merge and adjust viewports by simply holding and dragging the border of viewports with your mouse cursor, making it easier to use.

##### **\* Maximize or minimize viewports with VPMAX/VPMIN**

VPMAX allows you to expand the current layout viewports and switch to Model Space for editing without worrying about messing up viewports' scales and limits. VPMIN allows you to restore the current layout viewport.

### ***Introducing Standalone Takeoff Software by PlanHub***

28 August 2023

PlanHub, the leading preconstruction software as a service (SaaS) company, is excited to announce that Takeoff Core, previously released as a cloud-based, integrated takeoff software built into PlanHub, is now also available as a standalone. Takeoff Core helps subcontractors perform takeoffs efficiently, eliminating the need for manual work, outdated desktop software, and complicated digital solutions.

In preconstruction, time is money. The more time it takes to perform takeoffs and submit bids, the more subcontractors risk losing out on valuable revenue opportunities. Manual methods and locally installed desktop software can slow down takeoff processes, and many digital solutions currently on the market can be overly complex and not user-friendly.

***“At PlanHub, our goal is to simplify preconstruction for everyone”***, Ro Bhatia, CEO of PlanHub.

Takeoff Core relieves bottlenecks in the pre-construction workflow with automation that makes measuring and estimating faster and more accurate than traditional methods. It features a simple, user-friendly interface and intuitive measuring tools, so getting started is hassle-free.

***“We wanted to create an easy-to-use tool that helps subcontractors jumpstart their takeoff in minutes,”*** says Darius Shafie, Product Manager at PlanHub. ***“Takeoff Core does not require extensive onboarding or additional user training, so subcontractors can create takeoffs in as little as 15 minutes.”***

Accuracy is everything when it comes to takeoffs—manual takeoffs are more error-prone, and incorrect measurements can lead to insufficient (or excess) materials, costing difficulties, and lost project revenue. With Takeoff Core, subcontractors can modernize their takeoff process with a digital solution that helps mitigate risks by providing better takeoff accuracy than traditional pen and paper or outdated desktop solutions.

Takeoff Core offers subcontractors a centralized hub to manage their takeoffs in a single place simply by uploading projects and their associated files. Team members can see takeoff statuses and collaborate in real time, regardless of where they are located. And because Takeoff Core is cloud-based, there is no software to upgrade or make manual updates to—it easily scales as a business achieves growth.

***“At PlanHub, our goal is to simplify preconstruction for everyone. Following overwhelming positive feedback from our subcontractor network using the new Takeoff Core, we are excited to make it available to all construction professionals, whether they have a contractor account with us or not. With Takeoff Core, we’re giving contractors of all sizes powerful user-friendly tools to save time and work more efficiently,”*** shares Ro Bhatia, CEO of PlanHub

Subcontractors who are not existing PlanHub users can now sign up to get Takeoff Core and begin taking advantage of its powerful features.

## ***Kubotek Kosmos CAD Utilities 5.2 Release***

1 September 2023

Kubotek Kosmos announced the 5.2 Service Pack release of the Kubotek Kosmos CAD Utility software products. This release provides updates to CAD file translators, several options updates, and a dozen fixes.

### **Improved Translators**

The 5.2 releases of all Kubotek Kosmos CAD utility programs include updates to several CAD file formats. Autodesk Inventor 2024 files are now supported across all the programs. PTC Creo support for reading 3D CAD files across all programs has been updated to version 10 files.

File read capabilities for all native CAD and STEP have been enhanced to support transparency properties stored on faces/bodies in the model (see the green solids in the image above). This improves visualization of interior portions of the model and a closer match to how the model appears in its originating system.

### **Enhancements**

Translation validation of 3D data moving into manufacturing or inspection software which does not have the ability to export B-Rep models is usually handled using a point cloud sample as the derivative file. This process in the Validate 5.2 release has been improved to allow bi-directional testing to confirm that every surface in the original authority model has derivative point(s) data matching it within tolerance. This test helps these users find cases in which small faces were missed in point sampling or original faces were lost in translation.

The 5.2 View and Convert products now provide an option for reading just mesh data from 3D CAD files for significant gains in file opening speed. This type of mesh only read supports normal 3D visualization but does prevent advanced measurement capabilities which require precise B-Rep data. These products also now provide an option to view the file properties metadata of open files.

## *LTIMindtree launches Innovative Industry Solutions for Retail Media & Smart Service Operations*

7 September 2023

LTIMindtree, a global technology consulting and digital solutions company, has launched two industry solutions, AdSpark and Smart Service Operations, to accelerate the time-to-market for businesses on the Salesforce platform.

AdSpark, powered by LTIMindtree & Salesforce, helps retailers get a jumpstart in expanding their own Retail Media platforms. It has been designed for the retail industry and offers self-service capabilities, including support for diverse channels such as digital, social, in-store, out of facility (OOF), and print, as well as customer preference-based segmentation and targeting. The solution delivers 360-degree real-time campaign performance analytics across all channels and seamless integrations with top Adtech servers. The no-code platform caters to retailer-specific needs and enables retail marketplaces to stay ahead of the market.

Smart Service Operations combines the power of Salesforce Service Cloud1, including Salesforce Field Service, and the LTIMindtree NxT Platform for clients in manufacturing, construction, transport, mining, power & utilities, etc. The aim is to address some common industry priorities like worker safety and skills, improve efficiency of operations, and process difficult-to-capture and complex data, proactive maintenance of assets using AI and edge processing capabilities. It also brings limitless opportunities to solve other related problems and bridge the human experience gap.

Sudhir Chaturvedi, President & Executive Board Member, LTIMindtree, said, “We are continuously striving to deliver digital technologies that have the most potential to drive innovation and productivity. LTIMindtree’s AdSpark & Smart Service Operations fulfill the need for a unified and comprehensive digital platform that enables retailers, tech marketplaces, manufacturers, and public sector companies to accelerate revenues and drive operational efficiencies. We are happy to note that several global clients are already leveraging AdSpark and Smart Service Operations in their journey towards digital transformation.”

“Manufacturing and retail companies need a 360-degree view of their customers to drive growth in an increasingly disrupted and competitive environment,” said Amarendra Kumar, Vice President & Head – Ecosystems, Salesforce India. “LTIMindtree’s AdSpark accelerates business transformation for our joint customers by extending the Salesforce platform to create ads tailored to individuals, increase conversion rates and maximize advertising results.”

<sup>1</sup> Salesforce, Service Cloud, and others are among the trademarks of salesforce.com, inc.

## *M4 PERSONAL 7.2 - Free CAD software for small businesses and personal projects*

1 September 2023

**M4 PERSONAL is extremely powerful free CAD software for accurate 2D and 3D design. Version 7.2 offers enhanced features for an even better user experience.**

### **More power with more possibilities**

M4 PERSONAL is more than just simple CAD software. With its wide range of functionality, users can create complex 2D and 3D designs, integrate images and photos into their projects, and also generate designs parametrically. The software serves as a versatile platform for creative design ideas and precise construction projects.

### **More flexibility and efficiency with the new version**

For the new version 7.2 of M4 PERSONAL, feedback from both professional and personal users was used as the basis for numerous enhancements. The optimised user interface simplifies operation and shortens the learning curve. Many features have been enhanced, allowing for faster and more efficient design of 2D and 3D projects. The increased flexibility enables users to effectively implement a wide range of design requirements.

### **Easy entry into CAD**

The free M4 PERSONAL CAD software is suitable for beginners as well as for experienced users. The user-friendly software enables the quick and smooth conversion of creative ideas into detailed designs. Its intuitive operation, together with extensive video tutorials enable a quick start. Advanced users benefit from the additional capabilities of automation and parameterisation, which take their 2D and 3D designs to a new level.

### **Free CAD software to get you started**

With the free M4 PERSONAL CAD software, the developer CAD Schroer gives personal users and small businesses access to professional design software that can be used to implement projects of any kind. External drawings can be easily imported and processed via the included DWG/DXF interface. This makes M4 PERSONAL equally suitable for creating new CAD drawings, editing existing drawings, and the detailed design of complex parts.

### **M4 PERSONAL Version 7.2 free download**

The latest version of M4 PERSONAL is now available for download from the CAD Schroer website. The software can be used for personal projects completely free of charge. For commercial use of the software, the pay per result principle applies, whereby the individual drawings can be authorised for commercial use directly from the software.

## *New Drawing mode and mesh decimation in Lab, Eyeshot integration, and import of graphical PMI from CATIA in CAD Exchanger 3.21.0*

6 September 2023

Anastasiia Krutiakova of CAD Exchanger published a blog post announcing the release of CAD Exchanger 3.21.0. She says, “This August, we introduce release 3.21.0. Let's examine its major updates:

- New Drawing mode, tweakable mesh decimation, and configurations support of the SOLIDWORKS models in Lab;
- Integration of CAD Exchanger SDK with devDept Eyeshot;
- Import of graphical PMI from CATIA;
- End of support for Windows 32-bit configurations from release 3.22.0.”

Read the full blog post for details here: <https://cadexchanger.com/blog/new-drawing-mode-and-mesh-decimation-in-lab-eyeshot-integration-and-import-of-graphical-pmi-from-catia-in-cad-exchanger-3-21-0/>

## *OpenBOM Unveils New and Enhanced Features to Streamline Design Data Management and Cloud Design Integration*

6 September 2023

OpenBOM, a leading provider of cloud-native PLM and PDM solutions, is excited to announce a major set of enhancements in its platform focusing on design data management, collaboration, flexible data management, and integration with Autodesk Platform Services. These enhancements not only solidify OpenBOM's commitment to flexibility and configurability but also further its mission to provide out-of-the-box solutions that can be custom-tailored to various customer needs.

### **Comprehensive File Management Using Design Projects**

Acknowledging the continued relevance of files in design and engineering, OpenBOM is enhancing its file management capabilities. Following the introduction of collaborative engineering solution Drive features last year, OpenBOM launched its Design Projects file management system, which will be available as part of OpenBOM's FREE subscription.

OpenBOM's Design Projects aim to democratize cloud data management by catering to engineers and hard-tech companies that rely on files for design and project collaboration. This feature will include capabilities such as check-in/check-out and release functionalities, ensuring that users can synchronize their files on-demand in both offline and online work.

### **Seamless Integration with Cloud Design Systems and Storages**

Recognizing the increasing adoption of cloud-based CAD and other design systems, OpenBOM introduces integrations with cloud design storages and systems. The initial integration will be with Autodesk Platform Services (APS), previously known as Autodesk Forge, offering users a seamless data connection between Autodesk and OpenBOM.

## OpenBOM Custom Objects: A Game-Changer in SaaS PLM Data Management

Manufacturing entities familiar with OpenBOM's current data management system will now be able to tailor the data model entirely and define and manage custom objects, such as Requirements, Specifications, Products, Quality Documents, and more. The feature aims to provide users with a fully flexible data model, built on a user-friendly interface with spreadsheet-like functionalities.

### New Property Type: The Object Reference

This new property type will allow users to point from one property to another, creating flexible links between different OpenBOM objects. Initially, these references will become linkable, with plans to integrate them into OpenBOM's Graph Navigator, enhancing user navigation between linked objects.

"For the last four years, OpenBOM grew to become a global robust and scalable data management platform capable of supporting engineers and hard tech companies across the globe. Ranked at the top of G2 PLM Grid, OpenBOM is expanding to provide a combination of features for both free and open source projects, SME manufacturing business, and Fortune 500 enterprises" says Oleg Shilovitsky, CEO and co-founder of OpenBOM. "OpenBOM's upcoming release promises significant advancements, aimed at providing unparalleled value to engineers, industrial companies, robotics teams, and educational institutions".

## *PROPEL SOFTWARE EXPANDS OFFERINGS ON SALESFORCE APPEXCHANGE, THE WORLD'S LEADING ENTERPRISE CLOUD MARKETPLACE*

6 September 2023

Propel Software, creator of the first product value management (PVM) platform, announced new Salesforce AppExchange solutions to help drive products to market faster and deliver increased revenue. The new apps connect product and commercial teams to improve efficiency, mitigate risk, and increase product quality.

Built natively on Salesforce, Propel is compatible with Commerce Cloud, Experience Cloud, Manufacturing Cloud, Revenue Cloud, Sales Cloud, and Service Cloud. Propel Apps share vital product information across manufacturing, marketing, sales, and service business units to streamline enterprise collaboration around a single product record on one platform.

### New Propel AppExchange solutions include:

- ***Propel Components Insights - SiliconExpert Connector***
- In partnership with SiliconExpert, this app grants access to availability and compliance data on more than 1 billion standard parts, enabling product teams to focus their time and resources on developing innovative, profitable products.
- ***Propel Product Information Management (PIM) Native on Salesforce***

- Propel PIM unifies product and marketing teams in one authentic source for product information, with full continuity and collaboration from concept to customer. Propel accelerates product content creation and delivery to every channel.
- **Propel Supplier Community**
- This quick-to-deploy solution fosters collaboration for diverse and distributed supplier networks. With Propel, manufacturers can easily onboard, train and work with suppliers across the globe to fuel efficiency across product teams.
- **RenderDraw for Propel - Powerful PLM CAD Visualizations and Attachment Editing**
- By adding powerful visual components to Propel product lifecycle management (PLM), this tool converts CAD files to interactive 2D and 3D viewables, facilitating streamlined product development collaboration.

“Successful product development requires a proactive strategy – one that unifies teams, processes and information throughout the entire enterprise,” said Eric Schrader, Propel Chief Product Officer. “Our AppExchange offerings equip businesses with critical insights such as component risk, availability, compliance, and pricing information. These real-time insights allow business and commercial teams to collaborate, leading to faster product delivery and sustained business growth.”

“Propel is a welcome addition to AppExchange, as it accelerates business transformation for customers by driving products to market faster and delivering increased revenue,” added Alice Steinglass, Executive Vice President of and General Manager, Platform. “AppExchange is constantly evolving to connect customers with the right apps and experts for their business needs.”

Easy to deploy and implement, Propel’s new apps empower customers to facilitate seamless collaboration across the enterprise, with all internal and external stakeholders. Using a single source of product data, users can rely on accurate product information – every time – from concept through to customer delivery and use.

### *Release Announcement of CADdoctor for NX Ver.5.0*

8 September 2023

Elysium has released CADdoctor for NX Ver.5.0.

Enhancement

- **Changed support of CAD versions**

Versions added in Ver.5.0	Supported Versions
NX 2212 Series, NX 2306 Series	NX 2212 Series, NX 2306 Series

## *Release Announcement of CADfeature 18.0 M1*

7 September 2023

Elysium has released CADfeature 18.0 M1.

Enhancement

- Improved translation throughout multiple paths along with bug fixes

## *Synopsys Extends Synopsys.ai EDA Suite with Industry's First Full-Stack Big Data Analytics Solution*

6 September 2023

Synopsys, Inc. announced the extension of its Synopsys.ai™ full-stack EDA suite with a comprehensive AI-driven data analytics continuum for every stage of integrated circuit (IC) chip development. The Synopsys EDA Data Analytics solution is the first of its kind in the semiconductor industry to provide AI-driven insight and optimization to drive improvements across exploration, design, manufacturing, and testing processes. The solution combines the latest advances in AI to curate and operationalize magnitudes of heterogenous, multi-domain data to accelerate root-cause analysis and achieve greater design productivity, manufacturing efficiency, and test quality.

The AI-driven Synopsys EDA Data Analytics (.da) solution includes:

- Synopsys Design.da to perform deep analysis of data from Synopsys.ai design execution, providing chip designers with comprehensive visibility and actionable design insights to uncover power, performance, and area (PPA) opportunities.
- Synopsys Fab.da to store and analyze large streams of fab equipment process control data that increase operational efficiencies and maximize product quality and fab yield.
- Synopsys Silicon.da to collect petabytes of silicon monitor, diagnostic, and production test data from test equipment to improve chip production metrics, such as quality, yield, and throughput and silicon operation metrics, such as chip power and performance.

“As IC complexity grows and market windows shrink, the semiconductor industry is increasingly adopting artificial intelligence technologies to enhance the quality of results (QoR), speed verification and testing, improve fab yield, and boost productivity across multiple domains spanning the entire IC design flow,” said Sanjay Bali, vice president of Strategy and Product Management for the EDA Group at Synopsys. “With the new data analytics capabilities within the Synopsys.ai EDA suite, companies can now aggregate and leverage data across every layer of the EDA stack from architecture exploration, design, test, and manufacturing to drive improvements in PPA, yield, and engineering productivity.”

### **Unlocking the Possibility Within Vast Volumes of Data**

EDA, testing, and IC fabrication tools generate vast amounts of heterogeneous design data such as timing paths, power profiles, die pass/fail reports, process control, or verification coverage metrics. Leveraging this data is critical for improving productivity, PPA, and

parametric/manufacturing yield. Extending the Synopsys.ai full-stack EDA suite with a big data analytics solution provides multi-domain data aggregation and curation through AI-driven flows and methodologies that deliver significant productivity gains with improved QoR. With deeper design insights, chip designers can achieve more effective debug and optimization workflows. In addition, IC suppliers can rapidly localize and correct problem areas throughout mask, fabrication, and test processes before they impact product quality and yield. Companies also benefit from generative AI methods on their data sets to enable new use cases like knowledge assistants, preemptive and prescriptive what-if exploration, and guided issue resolution.

Here's what some industry leaders are saying about the new Synopsys EDA Data Analytics solution.

"The volume of data generated during chip manufacturing and testing is massive, making big data tools essential to analyze and extract meaningful conclusions from these data sets," said Dr. Greg Bazan, senior principal engineer at Marvell. "The Synopsys chip data analytics tool has been vital to improve the efficiency and quality of our manufacturing process. We look forward to experiencing how the benefits of Synopsys' next-generation analytics tool can further improve our KPIs and reduce manufacturing and test costs for our next-generation products."

"Advanced IC fabs are highly complex factories and need strong software solutions to meet production objectives," said Youin Choung, VP at SK hynix. "We expect that Synopsys will be a key player for the solution."

#### **Availability**

The Synopsys EDA Data Analytics Solution, including Synopsys Design.da, Synopsys Fab.da and Synopsys Silicon.da, are available now.