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## CIMdata News

### *Altair Inspire Adds an "Implicit" Edge*

15 December 2023

#### **Key Takeaways**

Simulation-driven design, the process of using performance simulations early in the design cycle, particularly on the left side of the traditional product development "V," is crucial for organizations to achieve the best return on product development investments.

Implicit modeling treats 3D solid geometries as a continuous field and offers several benefits. It excels in handling complex and intricate topologies, enabling the creation of highly detailed objects. Implicit modeling finds significant applications in diverse industries. It enables the creation of intricate and lightweight designs across tooling and fixtures, fluid power systems, complex structural components, medical and dental implants, high-performance sporting equipment, and more.

Altair® Sulis™ (previously Gen3D Sulis) is a design software enabling fast geometry creation for additive manufacturing (AM). With both lattice and fluid flow modules, one can rapidly create AM-appropriate geometry. Now capabilities of Altair Sulis are being integrated in Altair Inspire™ expanding its design capabilities. With existing computational physics and generative design functionality, Inspire also supports simulation of a large range of manufacturing processes. This expands Inspire's capabilities from geometry to manufacturing making it a truly simulation-driven design platform.

Combining AI with implicit modeling holds promise for unlocking unique design possibilities and creating intricate and complex geometries. The computational efficiency of implicit modeling allows for real-time interaction and analysis, opening new frontiers for generative design.

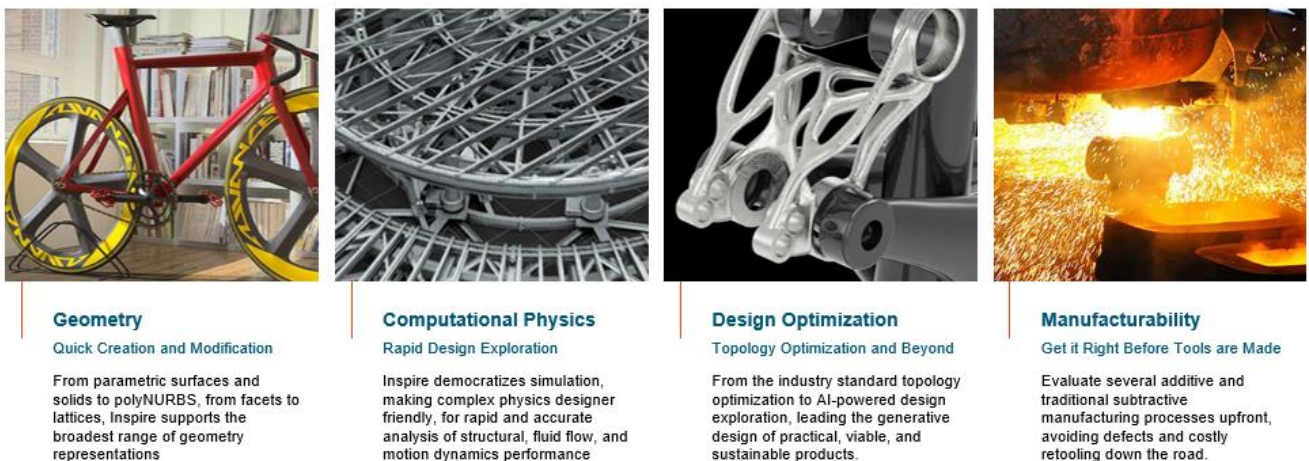
#### **Simulation-Driven Design and Implicit Geometry Modeling**

Simulation-driven design is a modern engineering approach where simulation is used as a primary tool to inform and guide the design process from the earliest stages. It integrates simulation, optimization, and visualization tools directly into the design workflow, allowing designers and engineers to evaluate the performance, reliability, and manufacturability of their products under various conditions without the need for physical prototypes. This method helps in identifying potential design flaws, optimizing design for better performance, and ensuring product durability and efficiency. It encourages innovation, as it allows for rapid exploration of a broader design space with immediate feedback on how changes impact the product's behavior. Numerous industry studies have underlined the importance of performing simulations as early in the design cycle; as possible. Organizations can derive the best return on investment when simulation is performed during the left side of the traditional product

development “V.” Adoption of simulation-driven design systems allows organizations to achieve just that.<sup>1</sup>

Implicit geometry modeling is a mathematical approach to create and represent complex geometry in a computational environment. Unlike traditional boundary representation (B-rep) that uses vertices, edges, and faces to define shapes, implicit modeling uses mathematical functions to describe objects. These functions define a volume in space with points inside the shape yielding negative values, points outside giving positive values, and points on the surface equating to zero. This allows for a more efficient and flexible way to handle intricate and organic shapes that can be difficult to model with conventional CAD software. It’s particularly useful in fields like additive manufacturing and simulation-driven design, enabling rapid iteration and precise control over complex geometries.

Simulation-driven design and implicit geometry modeling are a natural fit as simulation-driven design can benefit from the ability of implicit modeling to make changes to shapes rapidly in response to optimization goals. Implicit modeling expands the possibilities of complex shapes by allowing multiple performance considerations to be implemented as “field” operators. Such shapes are naturally suitable for anisotropic properties variations leading to the possibility of spatial performance variation to achieve specific design optimization goals.



**Figure 1—Simulation-Driven Design with Altair Inspire**  
 (Courtesy Altair)

### New Design Possibilities with Implicit Modeling

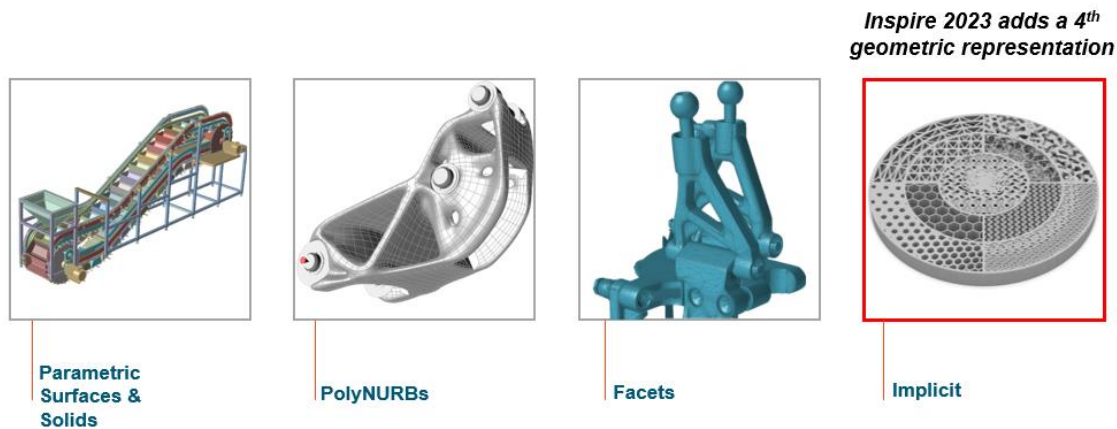
Implicit geometry modeling, particularly within the context of 3D printing and complex engineering tasks, stands out as a robust alternative to traditional CAD methods. Its approach, which defines geometries through mathematical functions rather than explicit shapes, offers a new level of efficiency and flexibility. Firstly, implicit modeling thrives on complex topologies that traditional CAD systems often find challenging. Branching structures, intricate lattices, and

<sup>1</sup> Research for this paper was partially sponsored by Altair.

organic forms are handled with a level of simplicity and robustness that boundary representation methods cannot match. Designers gain the freedom to push creative boundaries without the software's limitations, crafting highly detailed and complex objects with ease.

Secondly, the inherent robustness of implicit modeling comes to the fore in operations that involve the combination or alteration of complex shapes. Whether merging multiple geometries or creating cutouts, the results are reliable and free of the errors that often plague traditional CAD processes. This reliability is a boon for designers, allowing them to iterate and explore design variations without the risk of generating invalid geometries. The GPU-centric nature of implicit modeling significantly enhances computational efficiency. By leveraging the parallel processing capabilities of modern GPUs, implicit modeling also allows real-time interaction with computationally intensive complex models, a stark contrast to the CPU-bound operations of traditional 3D CAD tools.

In summary, implicit geometry modeling is not just an incremental improvement over existing design methods; it represents a paradigm shift. The ability to handle intricate designs with high computational efficiency and to integrate with AI for generative design is shaping a new frontier in engineering and manufacturing, offering a glimpse into the future where the design is only limited by the imagination.



**Figure 2—Addition of Implicit Modeling to Altair Inspire Geometry Modeling**  
 (Courtesy Altair)

**Implicit Modeling Integrated in Altair Inspire**

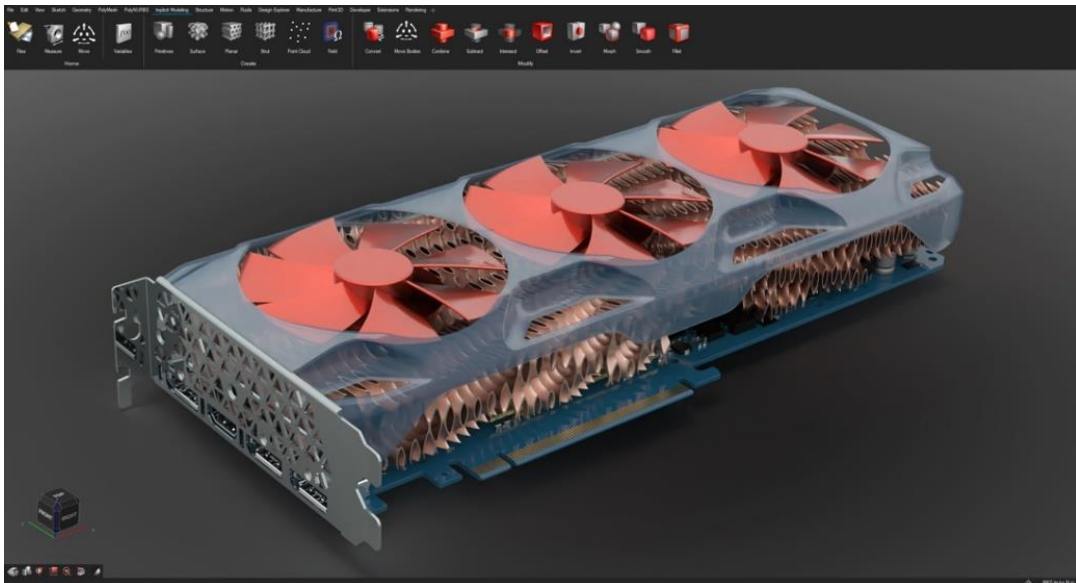
In June 2022, Altair expanded its additive manufacturing portfolio by acquiring Gen3D, a startup from the University of Bath, U.K., renowned for its expertise in using implicit geometry to develop complex geometries in additive manufacturing. Gen3D's flagship software, Gen3D Sulis, was rebranded as Altair Sulis, and its capabilities are now being integrated into the Inspire environment.

Altair Inspire is a software framework that offers CAD-like features for conceptual design geometry creation and analysis, despite not being a traditional CAD system. Inspire combines geometry and rendering capabilities with computational physics and generative design functionalities, supporting parametric surfaces, solids, and introducing Polynurbs for organic

shapes. The software includes generative design features like topology optimization, design space exploration, and manufacturing simulation, allowing extensive design optimization and exploration. Inspire's strength lies in its integrated simulation capabilities, including OptiStruct for structural optimization, SimSolid for solid simulations, and a new CFD solver for fluid dynamics simulations.

The software extends to manufacturing simulations, supporting multiple processes, and facilitating rapid analysis for techniques like injection molding. Inspire integrates topology optimization and design exploration in a user-friendly manner, enhancing the design refinement process based on specific criteria.

A fully documented Python-based API in Inspire supports both batch and interactive workflows, increasing the software's adaptability and integration into various workflows. The integration of Gen3D's technology into Inspire has broad industry implications, enabling more efficient and optimized design in fields like automotive, aerospace, healthcare, consumer goods, sports equipment, architecture, and energy.



**Figure 3—Implicit Modeling Integrated in Altair Inspire**  
*(Courtesy Altair)*

**Case Study: Exergy Solutions**

Exergy Solutions is a highly innovative Canadian product development organization which is focused on the energy industry. The company enables its customers to take technology to market quickly, safely, and cost-efficiently with advanced design-build solutions. Equipped with best-in-class 3D printing technology and one of Canada’s largest additive manufacturing facilities, it helps clients get prototypes to market faster.

In the case study being described here, Exergy’s team were able to design a heat exchanger using the lattices within Altair Sulis now part of Altair Inspire. The team was able to create a lattice that naturally divides into two separate fluid domains, in this case a blue cold zone, and a

red hot zone. By plugging the red zone at the entry of the blue port (and vice versa) there is no cross contamination between the two fluids. This design was able to not only make the overall envelope smaller by placing the inlet and outlet ports in line with the fluid flow through the exchanger, but it also nearly doubled the internal heat transfer area. As this is manufactured all in one piece, there are no areas for brazed welds to fail. In testing of this design, it was found to greatly outperformed the traditional one for low flow applications. For higher flows, it performed slightly poorer due to the larger pressure drop across this type of lattice. However, future designs can be easily tailored to the specific flow requirements of the application.



**Figure 4—A Two-Fluid Counter-Flow Heat Exchanger Designed with Implicit Modeling Approach**  
(Courtesy Altair and Exergy)

### Concluding Remarks

An exciting aspect of implicit modeling is its ability to layer various field effects, based on lattice configurations, density, size, or even simulation data like stress analysis. These field effects can be adjusted iteratively, enabling designers to fine-tune their designs to meet exact specifications and performance requirements. The intersection of AI and implicit modeling holds vast potential. AI can assist in navigating the large design space implicit modeling opens, suggesting optimizations and novel design pathways that might not be immediately obvious to designers. This is leading to an era of design where human creativity is augmented by AI, pushing the limits of what can be imagined and manufactured.

The addition of implicit geometry modeling in Inspire can have a significant impact across multiple industries. It can change the design and manufacturing processes paradigm by enabling the creation of complex geometries that were previously challenging to achieve. The tooling and fixtures industry benefits from lightweight yet structurally sound designs, improving productivity and performance. In fluid power systems, implicit modeling optimizes fluid flow characteristics, enhancing efficiency. The aerospace industry can leverage implicit modeling to design lightweight, yet robust structural components, leading to fuel efficiency and innovative designs. Implicit modeling in the medical and dental field facilitates the development of customized implants with engineered textures, improving patient outcomes. Heat transfer applications, like heat exchangers, benefit from optimized and intricate geometries, enhancing thermal performance. High-performance sporting equipment industry benefits from implicit modeling to create innovative designs that optimize performance and structural integrity.

The implicit modeling capability is an “addition” to already powerful geometry modeling capabilities in Inspire and it allows a combination of traditional and new design and manufacturing processes under one roof. This positions Altair Inspire platform as a robust simulation-driven design software solution which has excellent value proposition for wider adoption in the industry.

### *Free Webinar on The Value of Digital Threads*

7 February 2024

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, “The Value of Digital Threads and How to Build Out an Enterprise Digital Web.” This insightful webinar will take place on Thursday, 14 March 2024, at 11:00 a.m. (EST) and will last for one hour.

The Digital Thread has been a core element of the PLM vision for decades. The concept of linking multiple digital representations of a product, each tailored to meet the diverse needs of creators and consumers along the lifecycle, is powerful. Commercial PLM solutions have advanced to a point where the enablement of the Digital Thread is technically possible. But do these creator and consumer views lie neatly like beads along a single strand, or do some lie along the main strand while others are beads arranged in a web around one of the principal lifecycle views?

The Engineering Bill of Materials (eBOM) is one such principal lifecycle view. There are views of product intent from which it is created, views by which it is optimized, and other views by which it is realized and sustained. This webinar will describe the Digital Web of product views at the front end of the product lifecycle with the eBOM at its center. The architectural principles essential for designing this structure of views to enable collaboration between creators and consumers along the product lifecycle within an enterprise will be presented and discussed.

Attendees at this webinar will:

- Better understand the basic concept of a digital thread as the progression of product representations, or views, that are created and consumed along the product lifecycle.
- Learn about the different product representations relevant to the various creators and consumers along the lifecycle.
- Gain insights into the basic guidelines for designing the structure and content of these product lifecycle views to serve the needs of their creators and consumers.
- Comprehend how product lifecycle views are interrelated in a weblike configuration, with the engineering view (i.e., the eBOM) at its center.
- Understand how the structure, content, and relationships between views can be sophisticated or simple, depending on the needs of the business.

According to James Roche, CIMdata’s Director, Aerospace & Defense Practice and the host for this webinar, “With recent advances in commercial PLM solutions, enablement of the Digital Thread is now technically possible. The concept is vast and inspiring, and the value potential is

real. Leaders in many industries are pursuing Digital Thread strategies, often without a clear vision, and in many instances within or alongside Digitalization, another vast and inspiring concept. Such initiatives are high risk. To be successful, Digital Thread initiatives must be pursued within a well thought out business-specific architectural framework.”

James Roche has 35+ years of experience in transformation and the IT enablement of product development and manufacturing processes. Before joining CIMdata, he was a PLM Practice Manager at CSC Consulting and A.T. Kearney. He was also at EDS, serving as the chief architect for General Motors’ global engineering systems and the head technical negotiator for strategic supplier contracts.

People from multiple levels of an organization will find the information in this webinar pertinent and valuable. Those with responsibility or interest in product program integration, systems engineering, PLM program planning, or, more generally, in digitalization or digital thread will benefit from attending.

During the webinar, attendees will have the opportunity to ask questions about the topics discussed. To find out more, visit: <https://www.cimdata.com/en/education/educational-webinars/webinar-the-value-of-digital-threads-and-how-to-build-out-an-enterprise-digital-web>. To register for this webinar, please visit <https://register.gotowebinar.com/register/950895473122914912>.

## Acquisitions

### *Addnode Group acquires Optimec in Canada*

7 February 2024

**TECHNIA, a company in Division Product Lifecycle Management, announces that it has acquired Optimec Consultants. The company is a renowned Dassault Systèmes Partner based in Québec, Canada. Optimec has about 20 employees and net sales of SEK 40 million.**

Since its foundation in 2002, Optimec has been focused on Computer-Aided Engineering (CAE) technologies and the benefits they bring to drive innovation. Today Optimec is a leading provider of turnkey solutions, including high-end engineering software and professional services. Their multidisciplinary team's experience ranges from micro to system level. Its customers are primarily found within research and development and manufacturing in the automotive, aerospace, industrial equipment and consumer packaged goods industries. The competence they bring to product development processes shortens time to market and decreases costs, while improving quality and reliability of products.

*“For TECHNIA's international clients, this new team and region will provide strategic knowledge and additional coverage. Based on the SIMULIA and 3DEXPERIENCE portfolio, we have assembled an exceptional team with top-tier expertise in advanced Simulation, PLM, and System Integration. We're very excited to work together with our new colleagues from Optimec in Canada to further advance our collaborative engagements with global enterprises,”* says Magnus Falkman, Division President Product Lifecycle Management, Addnode Group.

Optimec will be consolidated from February, 2024, as part of Addnode Group's Product Lifecycle Management Division and its subsidiary TECHNIA.

### *Autodesk enters agreement to acquire PIX of X2X*

6 February 2024

[Autodesk, Inc.](#) announced it has entered into an agreement to acquire the PIX business of X2X. PIX is a production management solution for secure review and content collaboration between creatives and executives in the media and entertainment industry throughout the production process.

Autodesk's [2023 State of Design and Make report](#) found that media and entertainment companies cite operational efficiency and value creation as key business drivers. Once the transaction closes, the PIX acquisition would strongly deliver on both of these customer-driven outcomes by fostering broader collaboration and communication, as well as driving greater efficiencies in the production process to save customers time and money. The acquisition would also support Autodesk's vision to fully realize the potential of connecting pre- and post-production data for our customers through [Flow](#), the Media & Entertainment industry cloud on Autodesk's Design and Make platform.

This potential transaction is subject to regulatory approval. Terms of the deal will not be disclosed.

Autodesk's proposed acquisition of PIX has not been completed; the completion of the proposed acquisition of PIX is uncertain and is subject to regulatory approval and the satisfaction of various other closing conditions. Until close, Autodesk and PIX will remain separate companies. Subject to the satisfaction of the foregoing closing conditions, the proposed acquisition of PIX is expected to close early in fiscal year 2025.

The foregoing descriptions of the contemplated effects of the proposed acquisition are subject to the acquisition's completion and Autodesk's ability to successfully integrate PIX in all respects.

## Company News

### *Altair Names Areus Infocommunication Plc. Channel Partner for Hungary*

7 February 2024

Altair, a global leader in computational science and artificial intelligence (AI), announced Areus Infocommunication Plc. has joined Altair's growing channel partner network. Areus will offer Altair® RapidMiner® – Altair's data analytics and AI platform – including Altair SLC™, to the Hungarian market. The collaboration will empower organizations with innovative AI technologies and drive transformative advancements in the evolving technology landscape.

"The synergy between Altair and Areus propels us into an exciting era of AI excellence. This is more than a partnership – it is a commitment to pioneering transformative technological advancements," said Kimon Afsaridis, managing director of Eastern Europe and vice president

of indirect EMEA sales, Altair. “This collaboration with Areus exemplifies our dedication to shaping the future of technology and is further evidence of our aggressive global market expansion efforts.”

“For three decades, Areus has been at the forefront of innovation and the introduction of new IT technologies. Our large enterprise customers also count on us to stand alongside them in the adoption of AI,” said Péter Nagy, chief executive officer, Areus. “And we can only deliver this by relying on great, innovative partners like Altair, with its unique and best-in-class technology portfolio.”

Areus, renowned for its proficiency in implementing leading-edge technologies and delivering tailored solutions, was founded in 1997 and is headquartered in Budapest, Hungary. The company has a diverse clientele – including both public and private sector organizations – spanning various industries, including finance, telecommunications, industrial, and more. Areus has a storied legacy of significantly reducing total IT system costs (TCO) for its clients.

Altair works with a global network of channel and technology partners.

### *Bluebeam Appoints New Chief Sales Officer and Vice President of Global Marketing to Support Company's Growth Strategy*

6 February 2024

[Bluebeam](#), a leading developer of solutions and services for architecture, engineering, and construction (AEC) professionals worldwide is welcoming two new talents into its leadership team to support the company's growing customer base and strategic markets.

- [Mary Santoro](#) has been promoted to Chief Sales Officer from her previous role as Vice President of Global Sales.
- [Ron Close](#) has joined Bluebeam as Vice President of Global Marketing from [Graphisoft](#), a leading Building Information Modeling (BIM) software solution and a part of the Nemetschek Group.

Mary Santoro has led Bluebeam's sales organization since June of 2021. During that time, she managed the global direct and indirect sales organizations in the Americas, Europe and Asia Pacific creating a collaborative and high-performing team. In her new role, Santoro will lead the execution of the overarching go-to-market strategy as Bluebeam heads into a new growth phase. She brings more than 30 years of sales success and sales leadership at companies such as analytics software company SAS and commercial real estate software company Altus Group.

Ron Close joins Bluebeam as the Vice President of Global Marketing, offering a wealth of experience and expertise in both the field of marketing and in the AEC industry. Close's professional trajectory spans globally, having worked in marketing roles in countries extending from Japan to Hungary to the United States. With a rich blend of academic insight and practical industry experience, he has held pivotal marketing leadership positions at Graphisoft, Shapr3D, Dassault Systèmes, Autodesk, and Siemens.

“Mary and Ron play important roles in our ability to serve our customers and partners better,” said Usman Shuja, Chief Executive Officer at Bluebeam. “We want to enable our customers to succeed by delivering value and an exceptional experience. Both Mary and Ron exhibit a keen understanding of global market dynamics, leadership and operational principles to help us further grow the Bluebeam brand and reach new markets as well as continue to delight our users.”

Last month, [Bluebeam announced its intentions around AI and innovation](#) with plans to roll out new AI functionality in April of this year. To learn more about Bluebeam’s history of innovation and its latest AI developments, visit [www.bluebeam.com/AI](http://www.bluebeam.com/AI).

### *CADENAS Serbia celebrates one year of successful innovation and expansion in Belgrade*

6 February 2024

#### **The software company's newest location can look back on a successful start**

One year after its foundation, the CADENAS site in Belgrade, Serbia, can look back on considerable success and growth. With now fourteen team members, CADENAS Serbia works closely with colleagues from Croatia, the USA, Italy and Germany, primarily in the field of component modeling. On January 1, 2024, the team moved into additional office space in order to be able to expand further. The office space is now twice as large as before.

At the same time, work is underway to recruit new employees to strengthen the team in the area of mechanical modeling, but also to expand activities into the areas of electrical and BIM catalog design. In addition, plans are in the works for a joint program development team with colleagues in Croatia.

"We are proud of what our team in Belgrade has achieved in just one year," says site manager Goran Prokić. "The expansion of our office and the upcoming modernization of our network infrastructure are decisive steps towards realizing our vision of a networked, innovative future for Industry 4.0."

The Belgrade location not only represents an important milestone in CADENAS' expansion strategy, but also a commitment to local development and building a global network.

### *Cadmatic strengthens Japanese market presence with new local joint venture*

9 February 2024

In a strategic move to accelerate business growth and enhance customer support, Cadmatic has established Cadmatic Japan Co., Ltd (Cadmatic Japan). The Sasebo-based joint venture company, co-owned with long-time Japanese partners NYK Trading and SEA Systems, began operations on 1 February 2024.

The newly formed company will leverage and combine the expertise of Cadmatic and a specially selected local team from NYK Trading and SEA Systems, who have been integral to Cadmatic's business development in Japan. Leading the new company as Managing Director is industry veteran, Takashi Mihashi from NYK Trading.

*“The trend toward decarbonization is forcing Japanese shipyards to develop a variety of new ship designs. At Cadmatic Japan we are committed to providing 3D CAD software and PLM solutions to support our customers in achieving more efficient operations,” Mr Mihashi sheds light on some of the company’s goals.*

Cadmatic Japan Co., Ltd. will focus on serving the Japanese ship and plant design, engineering and information management software market, where Cadmatic has cultivated a significant and active customer base over a 20-year period. Tsuneishi Shipbuilding, a large Cadmatic customer in Japan with design offices and shipyards in the Philippines and China, is one of the customers that will greatly benefit from the enhanced service levels provided by the new joint venture.

*“We have long provided technical support for 3D CAD software and PLM systems to the design departments of Japanese shipyards. We will continue to leverage this experience to help our customers work more efficiently through support of Cadmatic products, thereby contributing to increasing the value of the Japanese shipbuilding industry,” says Yasuo Minami, CEO at SEA Systems*

*“The joint venture is a natural continuation of the successful cooperation with two long-term Japanese partners. With this important step, we combine Cadmatic’s global expertise with local Japanese knowledge, enhance the launch of our new innovations and ensure strong support for our growing customer base in Japan,” says Jukka Rantala, CEO of Cadmatic Group.*

### ***Digital Twin Consortium Welcomes SODA.Auto as Member***

6 February 2024

The Digital Twin Consortium® (DTC™) announced that SODA.Auto has joined the consortium to drive the use of digital twins in Software-Defined Vehicles (SDVs).

SODA.Auto plans to collaborate with the consortium’s community to make vehicle development significantly faster and substantially more cost-effective, revolutionizing the way vehicles are designed and manufactured.

*“We see the digital twin as a core pillar, together with AI and SDV concepts driving forward our vision to tackle complex challenges in the automotive industry and to make it possible to build a vehicle in just a few clicks,” says Sergey Malygin, CEO at SODA.Auto. “Our journey with the Digital Twin Consortium is not just an alliance; it’s a fusion of ideas and aspirations.”*

*“We’re excited to have SODA.Auto as a member of the DTC,” said Dan Isaacs, GM&CTO of the DTC. “Their experience in using digital twins for software-defined automotive applications will help us drive digital twin use in the automotive industry.”*

### ***Empowering Lending Decisions: AutomatiQ Borrower Income Analysis Now Incorporates Fannie Mae’s Income Calculator for Superior Analysis***

15 December 2023

[CoreLogic®](#), a leading global property data and analytics-driven solutions provider, has announced that the [AutomatiQ™ Borrower™ Income Analysis solution](#) is now integrated with Fannie Mae’s Income Calculator. As a result of this new enhancement, mortgage lenders will be

able to calculate borrower income faster, more accurately and in compliance with Fannie Mae investor guidelines.

AutomatIQ Borrower Income Analysis is an API-enabled, intuitive workflow solution for automating, analyzing and calculating borrowers' income. It now offers a fully integrated experience with Fannie Mae's income calculator tool. This integration allows lenders using AutomatIQ Borrower Income Analysis to originate loans with confidence by ensuring that self-employment income is calculated according to the standards described in Fannie Mae's Selling Guide. As a result, lenders can increase certainty in loan quality and are also eligible for rep and warrant relief for self-employment income calculation, reducing repurchase risk.

"AutomatIQ Borrower Income Analysis has improved significantly through this collaboration with Fannie Mae," said Praveen Chandramohan, executive, Origination Solutions at CoreLogic. "We are now able to provide lenders with a single solution for analyzing and calculating qualifying income for a loan across the borrower(s) complexity spectrum – from simple wage earners to highly complex self-employed borrowers. We can do this in a fraction of the time previously required. With this announcement, we are advancing our strategic vision of automating the simple and simplifying the complex in the mortgage origination workflow."

"We continue to look for ways to eliminate bottlenecks in the origination process and help address issues that may arise in downstream loan quality reviews," said Mark Fisher, vice president of Single-Family Credit Risk Solutions at Fannie Mae. "Our latest tool solves a lender pain point to accurately calculate income for self-employed borrowers and we're excited to collaborate with technology service providers to make this tool widely available."

Verification and calculating a borrower's income have traditionally been a manual, complex and time-consuming process characterized by inconsistent results and inefficiencies. With AutomatIQ Borrower Income Analysis, lenders can achieve more consistency in less time by automating, streamlining and standardizing their existing processes to provide a better and more transparent customer experience.

### *Flexxbotics and Zaptic Win Hexagon's Third 'Sixth Sense' Cohort of Advanced Manufacturing Startups*

8 February 2024

Hexagon's Manufacturing Intelligence division announces Flexxbotics and Zaptic winners of its third 'Sixth Sense' cohort. Both were chosen as winners following an intense program for the eight cohort participants that culminated with a pitching competition at the Sixth Sense Summit, at CodeNode in London yesterday. Acerta Analytics was named as the runner-up in Hexagon's third cohort.

A panel of distinguished judges from Hexagon's corporate leadership team awarded Flexxbotics as a winner for its technology that provides workcell digitisation for 'robot-driven manufacturing'. Zaptic joined the Flexxbotics team in the winner's circle for its connected worker platform for manufacturing that digitises operations and accelerates operational excellence.

The cohort winners will be given access to Hexagon's extensive resources for global expansion, including potential funding, worldwide office space, and the company's comprehensive suite of products and services. Additionally, they will be showcased on Hexagon's cloud-based digital reality platform for manufacturing, Nexus, providing them visibility with world-class companies and the opportunity to connect to their systems and data to solve bigger challenges and deliver them more value.

"We are thrilled to announce Flexxbotics and Zaptic as the winners of Hexagon's third Sixth Sense cohort because both address critical automation and productivity challenges while pushing forward the digitisation of the manufacturing industry," said Josh Weiss, president of Hexagon's Manufacturing Intelligence division. "Sixth Sense was conceived to identify emerging innovations and has succeeded in providing a platform for high-growth startups such as Flexxbotics and Zaptic, granting them access to resources and customers that are typically beyond reach at this stage of their development."

"Sixth Sense with Hexagon has been a tremendously valuable experience, and we're thrilled to be selected as the Industrie 4.0 manufacturing robotics software winner of the program," said Tyler Bouchard, Co-founder & CEO at Flexxbotics. "We believe that the fleets of robots in the smart factory will run lights-out production, and that integrated inspection will be the critical 'eyes & ears' of autonomous manufacturing."

"It's an honor to be selected as a winner for Sixth Sense, and we're thankful for the invaluable guidance and support we've received," said Sandy Reid, Co-founder and CCO at Zaptic. "As knowledge and skill gaps continue to widen, manufacturers desperately need a more efficient way to secure and build capability in the workforce. Partnering with Hexagon will allow us to meet this need at scale with Zaptic's AI-guided connected worker solution integrated with Hexagon products and service, delivering guided machine operation, troubleshooting, and maintenance to end users."

Hexagon, the digital reality leader, which plays a pivotal role in the manufacturing of 90% of aircraft, 75% of smartphones, and 95% of all automobiles worldwide, launched Sixth Sense in January 2022 to nurture startups with cutting-edge innovations that address critical manufacturing industry challenges.

US-based Gelsight, was named the winner of Hexagon's second cohort in February of last year for its 3D tactile sensing solution through a digital sense of touch. It announced a global partnership to develop and sell solutions globally with Hexagon earlier this week. Hexagon would also like to congratulate the rest of the third cohort for their impressive pitches and dedication to growth during the program. These innovative startups include Dessia, Launchpad, Rafinex, RV Magnetics, and ToffeeX.

"Sixth Sense is honored to be open to innovators worldwide addressing some of the planet's most significant challenges," said Milan Kocić, Head of Sixth Sense at Hexagon. "Across our three cohorts, we have witnessed how startup innovation empowers manufacturing leaders to confront society's future challenges. We eagerly anticipate welcoming another new cohort with diverse backgrounds and solutions to the latest challenges."

## *Hexagon partners with AI specialists to help mines transform measurement of blast movement*

6 February 2024

Hexagon, the global leader in digital reality solutions, combining sensor, software and autonomous technologies, today announced it is partnering with Western Australia's Augment Technologies to help mines maximise ore yield and optimise operational efficiencies by accurately accounting for blast movement. The partnership will harness a blend of block model data, artificial intelligence, bespoke movement models and measured 3D movement data to create a blast movement solution that enables mines to unlock significant value.

Hexagon's industry-leading solutions include Hexagon MinePlan Block Model Manager, which enables users to simultaneously and effectively design, populate, manage and share block models while centrally managing the massive amount of sample points, variables and outputs associated with orebody data.

Augment Technologies leverages a physics engine powered by an AI algorithm to create a Muckpile Block Model™ that is continuously improved through a machine-learning process. The process utilises vast amounts of blasting data to ensure that the model's controlling parameters and simulated physics are as accurate as possible, resulting in a bespoke solution for each customer.

The collaboration between Hexagon and Augment will allow customers to view and manage the Muckpile Block Model™ that retains all the data and fidelity of the grade control model, with extremely high accuracy and resolution. Users will have the option of incorporating Hexagon's Blast Movement Monitors as an additional measure for blast movement and for training the AI model, with complete transparency into all the data inputs and output. They can also combine operational data with insights from the Hexagon Block Model Manager API to help optimise upstream and downstream processes, all within a trusted, industry-proven geological modelling software platform.

"The implications for the industry are profound," James Dampney, Vice President, Resource Optimisation, Hexagon's Mining division. "Ore loss, dilution and misclassification cost mines millions of wasted dollars a year. Our partnership with Augment Technologies will help mines to optimise digging locations and downstream handling of ore, resulting in valuable processing efficiency and reductions in energy consumption.

"Customers will save training time and operation time by remaining in the same software used to model their ore. The incorporation of an industry-first block model manager provides auditability and traceability to reduce errors while managers and corporate stakeholders will see time-stamped changes of the block model."

Augment Technologies Co-founder and Chairman Greg Hardwich said the partnership was setting a new industry standard in minimising ore loss and dilution due to blast movement, bringing enormous efficiency to mining processes.

“We’re very excited to be working with global autonomous technology leader Hexagon to inject our AI-powered capability to create a Muckpile Block Model™, transforming the way blast movements are modelled and measured to create significant value for our customers,” he said. “Through this partnership, Hexagon’s customers will have the opportunity to realise demonstratable reductions in ore dilution, allowing miners to return more consistent grades, and higher tonnages of ore for processing.”

### *Honeywell To Drive Distribution Center Efficiency And Enhanced Storage Capacity Through Collaboration With Hai Robotics*

31 January 2024

Honeywell announced it will team up with Hai Robotics to deliver flexible, high-density storage and retrieval solutions to distribution centers (DCs). The alliance couples Hai’s innovative robotics technology with Honeywell’s Momentum Warehouse Execution Software, enhanced cybersecurity capabilities and experience integrating robotics solutions. Additionally, it supports Honeywell’s portfolio alignment to three compelling megatrends: automation, the future of aviation and energy transition.

“Companies face high costs for warehouse space, continued labor shortages and pressure to deliver goods quickly,” said Keith Fisher, President of Honeywell Intelligrated. “This automated solution allows them to maximize space in their existing facilities, increase productivity and best use their workforce. The combination of Honeywell and Hai Robotics delivers faster time-to-value than most traditional material handling storage and retrieval solutions, providing greater flexibility to meet changing demand and reducing execution risk for our customers.”

Hai Robotics’ autonomous case- and tote-handling mobile robotics (ACR) solutions, which automate item storage and retrieval and make the warehouse put-away and picking processes more efficient, use guided robots capable of reaching up to 32 feet high. These systems condense the required footprint to store goods and can operate within existing brownfield DC and warehouse sites, as well as in the back of retail stores for micro-fulfillment.

The ACR solutions store a variety of cases, totes, moving pallets and shelves, and can support e-commerce, automotive, third-party logistics and manufacturing operations. Hai robots can increase productivity by achieving typical throughput rates of approximately 500 pieces per hour (pph), compared to 100-250 pph without the use of robotics.

“Honeywell’s 30+ years of experience in supply chain automation technology development and deployment, robotics integration expertise and ability to complement our ACR technology through powerful software and support services make them an ideal partner for our company,” said Brian Reinhart, Chief Revenue Officer at Hai Robotics.

Hai Robotics solutions integrate with Honeywell’s Momentum Warehouse Execution Software, enabling DC operators to analyze real-time operating information across a DC and prioritize and redirect work as it is performed by both robotic systems and people, allowing for reduced costs and greater customer service levels.

## *Informatica Achieves ENS Certification in Spain, Providing Region's Public Sector Access to the World's Most Comprehensive AI-Powered Data Management Platform*

5 February 2024

Informatica, an enterprise cloud data management leader, announced that it has achieved the Esquema Nacional de Seguridad (ENS) Certification for Spain. This significant milestone enables Informatica to propose its AI-powered Intelligent Data Management Cloud™ (IDMC) platform to public sector entities in Spain.

The ENS Certification is a stringent security requirement for cloud companies seeking to work with the public sector in Spain. Informatica's IDMC platform has met these rigorous standards, as confirmed in December by third-party auditor BDO, a leading professional services and auditing firm in Spain. Informatica's IDMC platform is now a certified, secure and trusted cloud solution for data management for public sector organizations in Spain.

“Securing the ENS Certification is a testament to Informatica's commitment to providing secure and trusted AI-powered data management solutions for all organizations, including those with elevated compliance requirements,” said Emilio Valdes, Senior VP, EMEA Sales at Informatica. “We are excited to help Spanish public sector clients modernize their data management systems and provide new and better services to the people of Spain.”

## *Infosys Celebrates 25 Years of Delivering Innovation with SAP*

1 February 2024

Infosys, a global leader in next-generation digital services and consulting, announced it is celebrating its 25-year partnership with SAP, a global leader in enterprise software and services. The alliance between the two companies continues to help enterprises accelerate digital transformation and create sustainable business value by bringing together the best of Infosys Cobalt and SAP's extensive portfolio of cloud applications. As part of the partnership, Infosys has worked with SAP to develop innovative solutions for enterprises across industries.

Infosys brings decades of digital transformation expertise, consulting prowess, industry cloud solutions, and an arsenal of proven tools and accelerators. Together, Infosys and SAP have partnered to develop multiple industry cloud solutions. These include personalized medicine, clinical trial supply management (CTSM) for Life Sciences, leads and proposal management for professional services, demand sensing for CPG, enhanced customer experience, sustainable sales, and operations planning (S&OP) to benefit enterprises across industries.

A recent Infosys Research underscores the pivotal role of cloud and artificial intelligence in achieving strategic priorities. Complementing the strong portfolio of industry cloud solutions, Infosys will enable enterprises to harness the power of AI, through Infosys Topaz, an AI-first offering enabling businesses to streamline and accelerate their SAP S/4HANA cloud-enabled transformations.

**Christian Klein, CEO and member of the Executive Board of SAP SE**, said, “For 25 years, SAP has collaborated with Infosys to transform the way businesses run and deliver market-moving innovation to our joint customers. This milestone celebration of our longstanding partnership is a testament to the strength of our collaboration and our shared ambition to deliver enhanced customer experiences and help our customers accelerate digital transformation in the cloud.”

**Salil Parekh, CEO & MD, Infosys**, said, “We are delighted to take our long-standing partnership with SAP to new heights at a time when businesses are seeking innovative solutions to navigate an increasingly complex and competitive landscape. Our collaboration with SAP has been instrumental in delivering transformative solutions to our clients worldwide, as our joint focus is on creating cutting-edge industry cloud solutions. We are committed to helping our customers future-proof their businesses and advance sustainable growth by leveraging the combined power of SAP cloud solutions and our investments in AI and Cloud through Infosys Topaz and Infosys Cobalt.”

**Tapio Nuutinen, CIO of Metsä Group**, said, “Infosys and SAP have helped us achieve our strategic objective of modernizing and unifying Metsä Group’s ERP landscape by leveraging SAP S/4HANA and industry best practices. We are very impressed by Infosys’ domain knowledge which support seamless transition into a common ERP template and harmonized business processes.”

**Marc Béchet, Domain Lead ERP Platform & Services, Roche**, said “Throughout Roche’s 125-year journey, we have remained steadfast in our commitment to our people, partners, stakeholders and, most importantly, our patients. To help us deliver on this promise in today’s dynamic business environment, we embarked on our strategic program – ASPIRE, to innovate and drive digital excellence. SAP and Infosys are crucial partners in this program. Our partnership has been instrumental in creating a digital backbone with simplified, harmonized, and standardized end-to-end business processes, underpinned by a streamlined, modernized IT landscape with an SAP S4/HANA digital core. This will contribute to continuously improving overall process efficiency and accelerating time-to-market.”

**Chris Chesebro, Global Chief Digital Officer, Wella Company**, said, “Our collaboration with Infosys and SAP has helped to accelerate our digital transformation by building a unified set of technology capabilities that enhance customer experiences and drive growth for Wella Company. The combined expertise and capability of Infosys and SAP has helped us reset our foundational customer facing applications stack leveraging cloud technologies. We have witnessed strong improvements in operational efficiency and a focus on innovation that is translating to real business value for Wella. We look forward to our continued collaboration to bring positive experiences to our customers across the globe.”

### *Mastercam Appoints New CFO to the Organization*

1 February 2024

Mastercam has announced that Karen Gibbs has joined the company as the new Chief Financial Officer (CFO). Mastercam is the world’s most widely used CAM software. Gibbs will lead

financial efforts in support of the company's ongoing market expansion and company's position as a global leader in manufacturing technology.

Gibbs comes to Mastercam with a wealth of financial experience, most recently in the software and automation industry, where she oversaw the entire organizational finance team, was responsible for General Accounting, AP, Treasury, and Forecasting. Based in Tolland, Connecticut, she joins Mastercam as the CFO to continue to build on the company's success.

"I'm proud to join the Mastercam team and believe my extensive financial experience within the software industry will be an asset to the company," said Gibbs. "I enjoy rolling up my sleeves, collaborating with teams, and leading financial management in support of the overall corporate strategic goals."

Meghan West, President and CEO, commented, "Karen was one of our top candidates who brings an impressive career experience and a great team approach to our position."

### *Netskope Promotes Network Security Veteran Raphaël Bousquet to Lead Worldwide Sales*

5 February 2024

Netskope, a leader in secure access service edge (SASE), announced the promotion of Raphaël Bousquet to Executive Vice President, Worldwide Sales, leading all aspects of the company's global sales and channel strategy. Bousquet succeeds Chris Andrews, who will retire from Netskope this year as part of a planned leadership transition.

A networking and security industry veteran and highly-regarded sales leader, Bousquet has successfully led top-performing technology sales teams at market-leading companies for decades. As worldwide head of Netskope's global sales organization, he will continue to drive customer demand for Netskope's industry-leading SASE and zero trust solutions to enable secure cloud transformations.

Since joining Netskope in 2021 as Senior Vice President, EMEA & LATAM, Bousquet has delivered strong leadership and exceptional execution, which has led to numerous achievements for Netskope and its EMEA and LATAM territories. This includes expanding the company's footprint across the regions, recruiting top talent, and landing world-renowned brands in financial services, healthcare, retail, manufacturing, government, and other industries as Netskope customers. Prior to joining Netskope, Bousquet successfully served as Vice President, EMEA South, Israel & Alps at Palo Alto Networks, growing territory revenue more than 600% in a five-year period. Before that, he held various international management roles at Cisco.

"Raphaël's deep industry experience, passion for winning, and the extensive accomplishments he's already achieved at Netskope make him the unanimous choice of the company's executive team and board of directors to take the sales leadership reins and drive this next era of our growth," said Dave Peranich, President, Go-to-Market, Netskope. "As we make a graceful sales leadership transition, the entire Netskope team salutes Chris Andrews for everything he has

helped us achieve over the past decade – including scaling to the several-hundred-million-dollar market leader we are today.”

“Chris’ achievements go hand-in-hand with Netskope’s biggest milestones, and we thank him for his leadership and determination over a long, impressive run that spans nearly the entire history of Netskope sales to date,” said Sanjay Beri, CEO and Co-Founder, Netskope. “He helped lay the foundation for our continued success and will always be part of Netskope’s legacy. We wish him the very best in retirement, and well-earned time to focus on family and personal pursuits. Here’s to you, Chris!”

Andrews joined Netskope in 2014 after many years in executive sales, professional services, and support positions at Infoblox, Fortinet, Juniper, Netscreen, and other organizations. Under his sales leadership at Netskope, the company:

- Earned the trust of enterprise security and networking buyers in the most discerning industries across the world, including over 30 of the Fortune 100 as customers today.
- Helped define, and has continued to dominate, next-generation market categories such as Cloud Access Security Broker (CASB), Secure Web Gateway (SWG), Zero Trust Network Access (ZTNA), Security Service Edge (SSE), and SASE.
- Developed numerous successful go-to-market partnerships, including with major global systems integrators and managed services providers such as BT, Deloitte, Orange, Telefónica, Telstra, and Wipro, and critical alliance partners such as Amazon Web Services, Microsoft, Google, Okta, Mimecast, CrowdStrike, and more.
- Expanded and deepened its public sector business worldwide, including, most recently, achieving FedRamp High authorization in the United States.
- Received countless accolades and industry awards, including a steady climb up the influential Forbes Cloud 100 list over seven years and counting.

## *OpenText Takes Code Security to the Next Level with Innovative use of Machine Learning*

6 February 2024

[OpenText™](#) today announced the second generation of its advanced cybersecurity auditing technology debuting at the inaugural [OpenText Security Summit 2024](#) on February 6. Today’s developers are dealing with more complexity and threats in multi-cloud environments. Security teams feel increasing pressure to tackle application security with more sophisticated tools and practices. Fortify Audit Assistant is OpenText’s solution for incorporating security at the very beginning of the software development lifecycle—at code inception—and building robust, secure, and reliable software systems.

Fortify Audit Assistant levels up the accuracy and performance, increasing developer efficiency by reducing noise and false positives. In doing so, security teams can focus on the vulnerabilities that matter most. Triaging and validating raw static analysis results is one of the

most time-intensive, manual processes within application security testing. Companies can't afford to hire a team of human examiner experts in software engineering, computer science, and software vulnerabilities. Fortify Audit Assistant was created to automate security and address these issues by utilizing machine learning to learn from Fortify's human auditors.

"The first generation of Fortify Audit Assistant was well ahead of its time with its use of predictive analytics and machine learning," said Prentiss Donohue, Cybersecurity Executive Vice President. "Those pioneering efforts paved the way for us to derive 10 years of data from human experts and turn them into predictive models that are significantly more accurate compared to the previous generation's models, improving efficacy in auditing by reducing false positives up to 90%. Enterprises can now leverage this depth of information—something no one else in the industry can provide—within their own software assurance programs."

Major updates to the next generation of Fortify Audit Assistant include:

- **Account for model drift.** The new Audit Assistant models take a proactive approach to the ever-changing threat environment by automating the processes that measure and report how models are doing and refresh them as necessary to address any model drift. Updated models will be delivered each quarter.
- **Flexibility to learn from a company's unique environment.** The next generation Audit Assistant addresses the unique data privacy needs of each company. In generation one, a single model was used for both SaaS and on-prem environments. The new Audit Assistant on-prem model pipeline was designed to learn the unique behaviors of a company's projects. This learning gets better and better over time as more vulnerabilities are audited, the models continually learn what's appropriate for a company's project—all while remaining sensitive to its IP.
- **Expansive model expertise via language specification.** No single model can effectively cover every programming language. To provide greater insight and expertise into vulnerabilities in both on-prem and cloud environments, the next generation of Fortify Audit Assistant now includes 30+ language-specific models. Having a single model for C++, another model for JavaScript, etc. greatly improves model performance by enabling a "team of experts" (AKA the models) to go narrower and deeper thus increasing the likelihood of finding the true vulnerabilities in software.
- **Additional data and context.** Fortify Audit Assistant scans and identifies true positive or false positive amongst millions of lines of code. Sometimes a scan result is a vulnerability, but might not be exploitable because the code in question is test code, not code that is deployed. In this next generation, Fortify Audit Assistant considers the nuances of scan results. In doing so, speed and efficacy of audits are greatly improved.

For a complete list of new features and functionalities in the next generation of Fortify Audit Assistant, visit this [blog](#).

Attendees of the OpenText Security Summit will be shown a demo of Fortify Audit Assistant; the demo will also be available for replay. Additional summit demonstrations to include Voltage Fusion + Content Services, a unique integration that solves the challenges of managing sensitive

data, and NetIQ Identity Manager in the OpenText Private Cloud, a compliance offering that extends across hybrid environments.

## *PLM Green Announces Life Cycle Assessment Theme*

5 February 2024

The PLM Green Global Alliance (PGGA) announces that a new focus theme on Product Life Cycle Assessment has been established to be led by PLM Green founding moderator **Klaus Brettschneider**.

PLM Green's mission is to educate, advocate, and collaborate across the boundaries of technical disciplines, different industries, and international borders to advance the use of Product Lifecycle Management strategies and technologies in the transition to a sustainable decarbonized circular economy. There are many applications of PLM that can contribute to this transition which PGGA has begun to study as referenced in **PLM Green Examples**.

Due to the wide variety of these PLM use cases, the PGGA originally created four core topical themes on examining the application of PLM within Sustainability, Green Energy, Circular Economy, and Climate Change. Each special interest group is led by one or more volunteer moderators that presently includes **Jos Voskuil** from TacitIT, **Klaus Brettschneider** from LinxAS, **Mark Reisig** from CIMdata, **Patrice Quencez** from CIMPA PLM Services, and **Richard McFall** from PLM Alliances. The PGGA also acknowledges theme contributions from **Ilan Madjar** of XLM Solutions, **Hannes Lindfred** from TrusTrace, **Bjorn Fidjeland** from PLM Partners, and **Lionel Grealou** from XlifeCycle.

On the new **PLM & Life Cycle Assessment website page**, Klaus writes "PLM strategies, software, processes, and data act as the foundation for performing effective Product Life Cycle Assessments, enabling businesses to align environmental considerations with product development and management best practices. PLM involves systematically managing a product's entire lifecycle, from conception and design to manufacturing, use, and disposal."

"When integrated with PLCAs, PLM strategies enable a more efficient and accurate assessment of environmental impacts. PLM systems help capture and centralize relevant data at each stage of a product's lifecycle, making evaluating factors such as materials used, energy consumption, and waste generation easier. This integration promotes sustainability by facilitating informed decision-making, allowing businesses to optimize processes, reduce environmental footprints, and design products with a more comprehensive understanding of their lifecycle impacts."

The PGGA was established in 2020 in the U.S. by Richard McFall and in the E.U. by Jos Voskuil. Their motivation as PLM industry veterans was to create a non-commercial international community and collaborative network comprised of working professionals, educators, consultants, researchers, analysts, students, and retirees who shared a common interest in both PLM and leaving behind a sustainable economy and planet for future generations. As a collaborative open group with no cost to participate, we welcome the ideas, insights, and participation of volunteer contributors, as it will take all of our actions, large or small, to manifest a more sustainable ecology and economy.

Richard commented “While the daily news about the impact of climate change due to rising greenhouse gas emissions can be distressing, there is rapidly growing good news from many organizations that are making sustainability and decarbonization a business priority. The contributors to the PLM Green movement expect that the use of PLM in performing Life Cycle Assessments may very well prove to be the most important use case of PLM we will see in our careers.”

Klaus, along with the other PGGGA theme moderators, will soon be sharing 2024 plans when we can expect to hear about panel discussion forums, case study examples, SME interviews, conference presentations, and collaborative events.

### *PraSaga appoints Frank Nitty as Senior Advisor, Hip-Hop Culture and Community Advancement*

6 February 2024

#### **PraSaga Foundation is thrilled to announce the appointment of Frank Nitty as Sr. Advisor, Hip-Hop Culture and Community Advancement.**

Frank, a stalwart in the Hip-Hop Community since the early 90s and General in the West Coast Hip-Hop culture, brings a wealth of experience. He has been a driving force in unifying Hip-Hop’s diverse communities, protecting creators and their intellectual property (IP) while leading the movement for the Global Hip-Hop Culture into the Web 3 Decentralized world.

Frank will collaborate with the PraSaga Entertainment industry leadership team, defining product market needs for SagaChain rights management, royalties, and creative asset authenticity platform. Frank will also contribute to the marketing and promotion of PraSaga Foundation and SagaChain Ecosystem to the Global Hip-Hop Community.

Michael Holdmann, Founder & CEO of PraSaga, expressed enthusiasm, stating, “The opportunity to participate in the global Hip-Hop culture and support the advancement of its members is what PraSaga Foundation was founded for. Having Frank on board to guide, someone who dedicated his life to both the culture and local communities through relentless charity work, will ensure the success of PraSaga Foundation and SagaChain.”

“PraSaga’s dedication is to 8 billion world citizens, almost a quarter of them are members of the Hip-Hop community. The project’s technology aims to enable creators to own all assets, guarantee payment of royalties, and protect their IP rights whenever their art is accessed, at the same time ensuring the consumer the content is from the creator not an AI. With the native SagaCoin, the limits to global economic inclusion are erased.” – Frank Nitty, Executive Producer, Community Leader

### *pSeven and TECOSIM announce partnership*

6 February 2024

We are pleased to announce that we have partnered with a new reseller in Germany - TECOSIM, a market leader in numerical calculation and simulation (CAE) and a provider of

development processes and software, to promote pSeven and pSeven Enterprise products in German-speaking countries.

TECOSIM will take on sales and first-level user support for innovative software solutions pSeven and pSeven Enterprise on the market of these countries.

“Our aim is to offer customers from the automotive, aerospace and energy sectors and from other advanced industries efficient software tools that enable them to shorten their development times and improve product quality,” explains Laurent Chec, General Director of pSeven SAS. “With TECOSIM, we have by our side a strong partner with many years of experience in digital product development. Together, we want to expand our presence in Germany, Austria and Switzerland.”

“Our collaboration with pSeven also brings us the opportunity to offer our customers an additional, new range of product development services – particularly in the field of numerical optimisation and automation, and also AI,” says Dr Torben Birker, Managing Director of TECOSIM GmbH. “We look forward to working with them.”

### *Rockwell Automation Names Matheus Bulho Senior Vice President, Software & Control*

9 February 2024

Rockwell Automation, Inc., the world’s largest company dedicated to industrial automation and digital transformation, announced that Matheus Bulho is named senior vice president, Software & Control, effective April 1. He will report to Rockwell Chairman and Chief Executive Officer Blake Moret.

In this role, Bulho will lead the operating segment that includes control and visualization software and hardware, information software, and network and security infrastructure. Bulho succeeds Brian Shepherd, who is leaving Rockwell in June to pursue other interests.

“Matheus has a proven track record of driving operational excellence, leveraging focused investments to deliver differentiated offerings for our customers and profitable growth for the company. He is an expert on our software and hardware technology, and knows our culture and customers,” said Moret. “I’m excited to have his expertise on our leadership team.”

Recently, Bulho served as vice president and general manager for the Production Automation business unit in the Software & Control segment. His focus has been aligning Rockwell’s product development and product management teams with company strategy and driving value into system offerings at every phase of the customer journey.

Bulho has over 20 years of experience at Rockwell with prior roles in business management, and technical and sales positions across multiple businesses and regions. He began his career with Rockwell in the technical support group in Brazil. He progressed to field services engineering, sales engineer, and various business unit functions including product manager, business manager, business director, and vice president roles.

Bulho holds an MBA from the University of Chicago Booth School of Business and a bachelor's degree in electrical engineering from UNESP Brazil.

## *TCS Recognized by AWS as GSI Partner of the Year-Global for 2023*

15 December 2023

Tata Consultancy Services has received two 2023 AWS Partner Awards: Global System Integrator (GSI) Partner of the Year – Global and GSI Partner of the Year – France, for playing a key role helping customers drive innovation and build solutions. Additionally, TCS was a finalist in four 2023 global, geography and segment-based AWS Partner Awards.

The GSI Partner of the Year – Global is the highest recognition awarded to a GSI by AWS and is a testament to TCS' ever-strengthening, well-rounded partnership performance in 2023. TCS was recognized for its full solution stack of offerings, significant contributions to net-new certified individuals and AWS designations earned, and the strength of its innovations and business outcomes offered across industries on AWS. These achievements further demonstrate value to enterprise customers in helping them achieve growth and transformation in their journey to the cloud.

TCS offers enterprise customers end-to-end services and solutions around cloud migration, application, and data modernization, managed services, and industry-specific innovation on AWS. TCS holds several AWS validated qualifications, including membership in the AWS Premier Tier Service Partner Program, AWS Managed Service Provider, AWS Public Sector Partner Program, AWS Solution Provider Program, AWS Well-Architected Partner Program, and over 35 AWS Competencies and Service Validations. TCS' large pool of AWS cloud-ready professionals leverage their domain knowledge and AWS technology building blocks to create transformational solutions contextualized to specific industry sub-verticals.

*"I am very pleased that TCS has been recognized as the GSI Partner of the Year – Global and France by AWS. These awards demonstrate our investments in innovation, expertise in data and AI technologies, deep domain knowledge across industries, and a strong collaboration with AWS made across various aspects of the partnership globally in delivering business value for our customers in their cloud transformation journeys,"* said **Krishna Mohan, Deputy Head, TCS AI.Cloud.**

Announced during AWS re:Invent 2023, global, geography and segment-based AWS Partner Awards recognize a wide range of AWS Partners, whose business models have embraced specialization, innovation, and cooperation over the past year.

TCS has also been named a finalist for the following awards: Application Modernization SI Partner of the Year - Global, which recognizes top partners who leverage AWS containers and serverless services to help customers transform their legacy applications to be more agile, elastic, highly available, and to build new modern applications. GSI Partner of the Year – NAMER, GSI Partner of the Year – EMEA, GSI Partner of the Year – LATAM, which recognizes

AWS's top GSI Partners that provided significant contributions related to revenue, launched opportunities, net new certified individuals, and AWS designations earned.

A panel of AWS experts selected the winners and finalists for these data-driven award categories based on a set of metrics that helped measure AWS partners' performance within the past year. A third-party analyst audited the datasets used to ensure that all measurements and calculations were objective and correct in nature.

### *Timothy Knavish elected to Rockwell Automation Board of Directors*

8 February 2024

Rockwell Automation, the world's largest company dedicated to industrial automation and digital transformation, announced that Timothy (Tim) M. Knavish was elected to its board of directors effective Feb. 7, 2024. Tim is the Chief Executive Officer (CEO) of PPG (NYSE: PPG).

"Tim has an outstanding record of proven leadership at PPG," said Blake Moret, Chairman and Chief Executive Officer of Rockwell. "His experience overseeing acquisitions, fostering a diverse workforce, and managing the operations of a global manufacturing company make Tim an important addition to the diverse talents of our board and source of counsel to me."

Tim joined PPG, a global paints, coatings, and specialty materials company, in 1987 at PPG's global headquarters in Pittsburgh. He advanced through roles of increasing responsibility in several key businesses and functions. He held leadership positions across all of PPG's global regions, including Australia and New Zealand, Asia Pacific, Europe, Middle East and Africa, and the Americas. Tim became PPG's Chief Operating Officer in 2022, before being named Chairman and CEO in 2023.

A native of Pittsburgh, Knavish holds a Bachelor of Science in mechanical engineering and a Master of Business Administration from the University of Pittsburgh.

## Event News

### *Dassault Systèmes' 3DEXPERIENCE World 2024 to Celebrate Imaginations, Innovations and Communities Shaping the Future of Design and Manufacturing*

8 February 2024

Dassault Systèmes announced 3DEXPERIENCE World 2024, its annual event dedicated to the 3DEXPERIENCE Works and SOLIDWORKS communities, in Dallas, February 11-14, 2024. More than 5,000 users, business leaders, makers, entrepreneurs and students will attend the 25th anniversary of the world's premier event for discovering the technologies, trends and strategies shaping the future of product design and manufacturing.

Four days of panels, breakout sessions, presentations, learning and networking with thought leaders, industry experts and customers will delve into some of the hottest topics touching design and manufacturing today – from artificial intelligence and digital transformation to collaborative innovation and virtual twins. This year's 3DEXPERIENCE World will feature a

particular focus on innovations that are advancing the global push for sustainability, and how 3DEXPERIENCE Works can help imagine and redesign products, processes and business models to improve the world people want to live in.

Highlights of 3DEXPERIENCE World 2024 include:

- Keynote speakers Lonnie Johnson – inventor, aerospace engineer and entrepreneur; Aneesa Muthana – CEO and owner of Pioneer Service and expert in production machining environments; and Paddy Lowe – founder and CEO of the fossil-free synthetic fuel company Zero, and former Formula 1 engineer and executive;
- Visionary insights on the impacts of global trends, from Bernard Charlès, Chairman, Dassault Systèmes, and Pascal Daloz, CEO, Dassault Systèmes;
- SOLIDWORKS and 3DEXPERIENCE Works updates from Manish Kumar, CEO, SOLIDWORKS, Dassault Systèmes, and Gian Paolo Bassi, Senior Vice President 3DEXPERIENCE Works, Dassault Systèmes;
- Customer stories from Arthur Bus, B&S, Endiatx, eSki, Flowerserve Corp, GlüxKind, Neuroolutions, Light a Sky, Nagano Automation, Proteus Motion, Qargos, Tessy, Tigoona and Viscon;
- Annual “Top 10 List” of user-requested SOLIDWORKS features and enhancements;
- Breakout sessions dedicated to design, simulation, manufacturing, data management, and community;
- 295 workshops and technical training sessions;
- Free certification opportunities to strengthen and sharpen skills;
- “AI and Hardware Innovation Showcase” startup contest;
- 3DEXPERIENCE Playground featuring robotics and CNC machines defining the future of manufacturing on the shop floor;
- An immersive virtual reality city experience in the “EDU Zone” alongside model race cars, rockets and planes designed by university teams with SOLIDWORKS.

“For 25 years, our ‘World’ events have provided opportunities to celebrate attendees and facilitate community engagement while imagining all we can achieve in the future, together,” said Gian Paolo Bassi, Senior Vice President, 3DEXPERIENCE Works, Dassault Systèmes. “3DEXPERIENCE World 2024 builds on this story of innovation, thought leadership, customer success, products and experiences. Now more than ever, we are connected in a world where the virtual makes it possible to push the limits of the imagination. We will continue to empower this global community to imagine the possibilities ahead, with our 3DEXPERIENCE platform.”

## *Flexxbotics Presents Robot Compatibility with Hexagon In-line Inspection Equipment at Sixth Sense Summit*

7 February 2024

Flexxbotics, delivering workcell digitalization for robot-driven manufacturing, announced it will present robot connectivity compatible with the entire range of Hexagon inspection products at Hexagon's Sixth Sense Summit being conducted at the CodeNode innovation center in Central London on Wednesday 7 February 2024. Attend in-person or watch online with free registration.

Flexxbotics' patent-pending FlexxCORE technology enables the robots to securely connect and communicate with Hexagon machines to provide closed-loop feedback and real-time updates to the inspection equipment for autonomous process control. With Flexxbotics manufacturers can enable advanced robotic machine tending with CNC machinery and Hexagon inspection technology to achieve six sigma quality for increased yields with improved margins.

Hexagon provides a wide range of Coordinate Measuring Machines (CMMs) for high precision measuring tasks, as well as, laser scanners, laser tool setters, infrared probing systems, radio wave-probing systems and production probe systems. Flexxbotics compatibility includes Hexagon's PC-DMIS CMM for bridge and gantry CMMs, NC measuring software, the full Q-DAS product line for Statistical Process Control (SPS), and Intelligent Machine Control (IMC).

Flexxbotics was selected from hundreds of applicants across 27 countries by Hexagon's Manufacturing Intelligence division to join the elite Sixth Sense program. The initiative is designed to nurture high-growth companies within the manufacturing industry by supporting them with Hexagon's extensive resources.

Flexxbotics robotic workcell digitalization is the backbone of the Smart Factory, delivering robot-driven manufacturing at scale with autonomous process control for advanced machining operations. Flexxbotics' SaaS/hybrid architecture also runs both online and offline so production continues with or without internet access, and Flexxbotics works with existing business systems such as CAD/CAM, DNC, SCADA/HMI, IIoT, MES, ERP, PLM and others for enterprise-wide synchronization.

A full set of bidirectional communication, transform and routing capabilities are available in Flexxbotics for the robots and machinery that are connected including loading programs, sending instructions, updating parameters and status awareness depending on the equipment's capabilities so the robots drive the Hexagon equipment along with the CNC machines in the smart factory.

"We believe that the inspection equipment in the smart factory effectively becomes the 'eyes & ears' of the robots running production in 'lights out' manufacturing," said Tyler Bouchard, Co-founder & CEO of Flexxbotics. "By connecting Hexagon's inspection capabilities to robots with Flexxbotics, global companies are able to achieve continuous operations through robot-driven manufacturing with autonomous process control."

## *KORE to Present at the Emerging Growth Conference on Thursday, February 8, 2024*

6 February 2024

KORE Group Holdings, Inc. (“KORE” or the “Company”), the global pure-play Internet of Things (“IoT”) hyperscaler, and provider of IoT Connectivity, Solutions and Analytics, announced that it will be presenting at the Emerging Growth Conference on Thursday, February 8, 2024.

KORE management will host a 30-minute presentation beginning at 2:20 p.m. Eastern time (11:20 a.m. Pacific time) to discuss its strategy, company history, and industry positioning. President and CEO Romil Bahl and CFO Paul Holtz will present, followed by a question-and-answer session.

Interested investors and analysts are invited to attend and ask questions by registering using the following information.

### **Emerging Growth Conference Details**

Webcast: [Link](#)

Question Submissions: [Questions@EmergingGrowth.com](mailto:Questions@EmergingGrowth.com)

If attendees are not able to join the event live on the day of the conference, an archived webcast will also be made available on [EmergingGrowth.com](http://EmergingGrowth.com) and the Emerging Growth YouTube Channel, <http://www.YouTube.com/EmergingGrowthConference>. KORE will provide a link to that after the event at <http://ir.korewireless.com>.

## *Simulations Plus to Participate in Upcoming Healthcare Conferences*

6 February 2024

Simulations Plus, Inc., a leading provider of modeling and simulation software and services for pharmaceutical safety and efficacy, announced that it will participate in two healthcare conferences in February.

The Company will be presenting at Oppenheimer’s 34<sup>th</sup> Annual Healthcare Life Sciences Conference taking place virtually from February 13-14, 2024. Shawn O’Connor, chief executive officer, will be presenting on Tuesday, February 13, 2024, at 11:20 a.m. Eastern Time, and he will be meeting with investors throughout both days. The live webcast of the Company’s presentation can be accessed via this [link](#) and also on the [Investors](#) page of the Simulations Plus website where it will be available for replay following the event. For more information about the Oppenheimer Annual Healthcare Conference, or to register to attend, please visit the conference [website](#).

The Company is also scheduled to host investor meetings at BTIG at Snowbird – BTIG’s 11th Annual MedTech, Digital Health, Life Science & Diagnostic Tools Conference taking place at the Cliff Lodge in Snowbird, Utah. CEO Shawn O’Connor will be meeting one-on-one with institutional investors on Tuesday and Wednesday, February 13-14, 2024. The Company’s slide presentation will be available on the [Investors](#) page of the Simulations Plus website. For more information about the BTIG conference, please visit the BTIG [website](#).

## Financial News

### AECOM reports first quarter fiscal 2024 results

5 February 2024

AECOM, the world’s trusted infrastructure consulting firm, reported first quarter fiscal 2024 results.

<i>(from Continuing Operations; \$ in millions, except EPS)</i>	First Quarter Fiscal 2024			
	As Reported	Adjusted <sup>1</sup> (Non-GAAP)	As Reported YoY % Change	Adjusted YoY % Change
Revenue	\$3,900	--	15%	--
Net Service Revenue (NSR) <sup>2</sup>	--	\$1,708	--	7%
Operating Income	\$163	\$223	7%	17%
Segment Operating Margin <sup>3</sup> (NSR)	--	15.0%	--	+100 bps
Net Income	\$97	\$144	11%	22%
EPS (Fully Diluted)	\$0.71	\$1.05	15%	25%
EBITDA <sup>4</sup>	--	\$251	--	14%
Operating Cash Flow	\$143	--	19%	--
Free Cash Flow <sup>5</sup>	--	\$87	--	4%
Design Backlog	\$21,847	--	9% <sup>6</sup>	--

#### First Quarter Fiscal 2024 Highlights

- Revenue increased 15% to \$3.9 billion, operating income increased 7% to \$163 million, the operating margin decreased 30 basis points to 4.2%, net income increased 11%

to \$97 million and diluted earnings per share increased 15% to \$0.71; results included a (\$29) million after-tax adjustment to the fair value of AECOM Capital investments.

- Organic net service revenue<sup>2</sup> in the design business increased by 9% in the Americas and 8% overall.
- The segment adjusted<sup>1</sup> operating margin<sup>3</sup> on an NSR basis increased by 100 basis points to 15.0%, which marked a new first quarter high.
  - Margin expansion was driven by high-returning organic growth; the Company reaffirmed its 17% long-term margin goal.
- Adjusted<sup>1</sup> EBITDA<sup>4</sup> and adjusted<sup>1</sup> EPS increased by 14% and 25%, reflecting the benefits from high-returning organic growth initiatives, expanding profitability and a returns-focused capital allocation policy.
- Total design backlog increased by 9%<sup>6</sup> to a new record, driven by a near record win rate and continued strong end market trends.
  - Contracted backlog in the design business increased by 17%<sup>6</sup>, which is supported by funding strength across the Company's key geographies.
  - The share of trailing twelve-month wins valued at \$25 million or greater expanded further and remains at an all-time high, which reflects the benefits of the Company's strategy that has expanded its addressable market and contributed to high win rates on larger pursuits.

### Cash Flow, Balance Sheet and Capital Allocation Update

- Operating cash flow was \$143 million and free cash flow<sup>5</sup> was \$87 million, which enabled the return of nearly \$100 million to shareholders in the first quarter through repurchases and dividend payments.
- Including share repurchases executed through March 2024, the Company has repurchased \$1.8 billion of stock since the program commenced in September 2020.
- The Company affirmed its commitment to its returns-focused capital allocation policy, which includes prioritizing investments in organic growth followed by share repurchases and dividends.
  - This includes continued share repurchases under the \$1 billion share repurchase authorization that was approved by its Board of Directors in November 2023.
  - This also included the 22% increase in the Company's quarterly dividend payment in January, consistent with its long-term commitment to double-digit annual increases.

### Fiscal 2024 Financial Guidance

- Building on a strong first quarter and positive momentum across the Company's end markets, AECOM reiterated its financial guidance for fiscal 2024, which includes expectations for strong organic NSR<sup>2</sup> growth, a record segment adjusted<sup>1</sup> operating

margin<sup>3</sup>, and double-digit adjusted<sup>1</sup> earnings per share growth. The Company's guidance also includes expectations for:

- Organic NSR<sup>2</sup> growth of approximately 8% to 10%.
- A segment adjusted<sup>1</sup> operating margin<sup>3</sup> of approximately 15.6%, representing a 90 basis point increase from fiscal 2023.
- Adjusted<sup>1</sup> EBITDA<sup>4</sup> of between \$1,065 million and \$1,105 million, representing a 13% increase at the mid-point over fiscal 2023.
- Adjusted<sup>1</sup> EPS of between \$4.35 and \$4.55, representing a 20% increase at the mid-point over fiscal 2023.
- Other assumptions incorporated into guidance:
  - Reflecting the highly cash generative nature of its Professional Services business, the Company expects 100%+ adjusted<sup>1</sup> net income to free cash flow<sup>5</sup> conversion.
  - An average fully diluted share count of 138 million, which reflects only shares repurchased to-date, though the Company intends to continue repurchasing stock that would provide a benefit to per share earnings.
  - An adjusted effective tax rate of between 24% and 26% for the full year.
    - This includes an expected adjusted effective tax rate in the high 20%'s in the second and third fiscal quarters, consistent with last year's phasing.
- The Company expects to deliver a return on invested capital<sup>7</sup> (ROIC) of approximately 20% in fiscal 2024.

"Our strong first quarter performance reflects the strength of our strategy and culture, which is focused on winning what matters and collaborating to bring the best of our technical resources to our clients globally," said Troy Rudd, AECOM's chief executive officer. "We delivered a record design backlog, strong organic NSR growth, record first quarter margins and strong free cash flow. Importantly, funding growth in our largest markets is accelerating, we are organically gaining market share as evident in our near record high win rates, and we are expanding our addressable share of the highest-value elements of our clients' most critical investments through our Program Management and advisory business. All of this positions us to deliver on both our financial guidance for fiscal 2024 and on our long-term financial framework to outgrow the market organically and deliver double-digit annual compounding of per share earnings and cash flow."

"Through our *Think and Act Globally* strategy, we have created a competitive advantage at a time when investments are increasing across our largest and most profitable markets," said Lara Poloni, AECOM's president. "The megatrends of global infrastructure investment, sustainability and resilience, and the energy transition are firmly intact and through our culture of collaboration and innovation, along with the benefits of our Day 1, Day 2, and Day 3 strategy, our teams are ideally suited to continue to gain organic market share and outperform the overall market."

“We have created an algorithm for superior shareholder value creation by focusing our time and capital on high-returning organic growth opportunities, investing in innovation, and executing on our disciplined returns-focused capital allocation policy,” said Gaurav Kapoor, AECOM’s chief financial and operations officer. “As our recently authorized \$1 billion share repurchase program demonstrates, we believe there is a substantial value creation opportunity ahead as we execute on our strategy.”

### **Business Segments**

#### **Americas**

Revenue in the first quarter was \$3.0 billion. Net service revenue<sup>2</sup> was \$978 million and included 9% growth in the design business, driven primarily by growth in the Company’s transportation, water and program management businesses.

Operating income increased by 7% over the prior year to \$175 million. On an adjusted<sup>1</sup> basis, operating income increased by 6% to \$179 million. The adjusted operating margin on an NSR<sup>2</sup> basis of 18.3% included a 10 basis point increase over the prior year and a new first quarter record, reflecting the underlying strength of the business, positive impacts of growth, and ongoing reinvestment in long-term organic growth initiatives including our teams, key hires, business development and digital innovation.

#### **International**

Revenue in the first quarter was \$861 million. Net service revenue<sup>2</sup> was \$730 million, an 8% increase from the prior year, which included growth across all of the Company’s largest geographies.

Operating income increased by 40% over the prior year to \$77 million. On an adjusted<sup>1</sup> basis, operating income increased by 40% to \$77 million. The adjusted operating margin on an NSR<sup>2</sup> basis increased by 230 basis points over the prior year to 10.6%, which set a new quarterly record for the International segment as the Company executes on its continuous improvement initiatives.

### **Backlog**

Backlog in the design business increased by 9%<sup>6</sup> to \$21.8 billion to a new record and included strong growth in both the Americas and International segments, which reflected a continued near all-time high win rate. Contracted backlog in the design business increased by 17%<sup>6</sup>, and when combined with continued strong pipeline growth, provides for substantial visibility.

### **Balance Sheet**

As of December 31, 2023, AECOM had \$1.2 billion of total cash and cash equivalents, \$2.2 billion of total debt and \$1.0 billion of net debt (total debt less cash and cash equivalents). Net leverage<sup>8</sup> was 0.9x.

### **Tax Rate**

The effective tax rate was 19.5% in the first quarter. On an adjusted<sup>1</sup> basis, the effective tax rate was 22.0%. The adjusted tax rate was derived by re-computing the quarterly effective tax rate on adjusted net income<sup>9</sup>. The adjusted tax expense differs from the GAAP tax expense based on the taxability or deductibility and tax rate applied to each of the adjustments.

**Conference Call**

AECOM is hosting a conference call tomorrow at 8 a.m. Eastern Time, during which management will make a brief presentation focusing on the Company's results, strategy and operating trends, and outlook. Interested parties can listen to the conference call and view accompanying slides via webcast at <https://investors.aecom.com>. The webcast will be available for replay following the call.

***Altair Announces Date of Fourth Quarter and Full Year 2023 Financial Results Conference Call***

8 February 2024

Altair, a global leader in computational science and artificial intelligence, will release its financial results for the fourth quarter and fiscal year ended December 31, 2023, after the market close on Thursday, February 22, 2024. On that day, management will hold a conference call and webcast at 5 p.m. ET to review and discuss the Company's fourth quarter and full year 2023 results and 2024 outlook. A recorded version of this webcast will be available after the call and accessible at <http://investor.altair.com>.

<b>What:</b>	Altair's Fourth Quarter and Full Year 2023 Financial Results Conference Call
<b>When:</b>	Thursday, February 22, 2024
<b>Time:</b>	5 p.m. ET
<b>Webcast:</b>	<a href="http://investor.altair.com">http://investor.altair.com</a> (live and replay)

***AMETEK Announces Record Fourth Quarter and Full Year Results***

6 February 2024

AMETEK, Inc. announced its financial results for the fourth quarter ended December 31, 2023.

AMETEK's fourth quarter 2023 sales were a record \$1.73 billion, a 6.5% increase over the fourth quarter of 2022. Operating income increased 12% to a record \$445.0 million and operating margins were 25.7%, up 120 basis points from the fourth quarter of 2022. Operating cash flow in the quarter was a record \$540.7 million, up 40% versus the prior year.

On a GAAP basis, fourth quarter earnings per diluted share were \$1.48. Adjusted earnings in the quarter were a record \$1.68 per diluted share, up 11% from the fourth quarter of 2022. Adjusted earnings adds back non-cash, after-tax, acquisition-related intangible amortization of \$0.20 per diluted share. A reconciliation of reported GAAP results to adjusted results is included in the financial tables accompanying this release and on the AMETEK website.

"AMETEK's fourth quarter and full year performance was exceptional," noted David A. Zapico, AMETEK Chairman and Chief Executive Officer. "Contributions from organic sales growth and

recent acquisitions, along with tremendous operating performance, led to robust margin expansion, record earnings and impressive cash flow growth in the quarter and the full year. We also continued to strengthen our portfolio in 2023, deploying approximately \$2.25 billion in capital on acquisitions, including our most recent acquisition, Paragon Medical."

For the full year, AMETEK's sales were a record \$6.60 billion, an increase of 7% over 2022. Operating income was \$1.71 billion, up 14% versus the prior year, and operating income margins were 25.9%, expanding 150 basis points over last year's margins.

On a GAAP basis, full year 2023 earnings were \$5.67 per diluted share. Full year adjusted earnings were \$6.38 per share, an increase of 12% over 2022's comparable adjusted earnings of \$5.68 per share. AMETEK established annual records for sales, operating income, operating margin, and earnings per share.

### **Electronic Instruments Group (EIG)**

EIG sales in the fourth quarter were a record \$1.24 billion, up 7% from the same quarter in 2022. EIG's operating income in the quarter increased 17% to a record \$359.0 million and operating income margins were 29.0%, an increase of 250 basis points compared to the fourth quarter of 2022.

"EIG delivered outstanding results in the fourth quarter," commented Mr. Zapico. "The sales growth was driven by continued solid organic growth and contributions from recent acquisitions. Our EIG businesses drove exceptional margin expansion, a testament to the quality of our businesses and our team's focus on driving continuous operational improvements."

### **Electromechanical Group (EMG)**

EMG sales in the fourth quarter were \$494.7 million, up 6% from the fourth quarter of 2022. EMG's fourth quarter operating income was \$112.3 million, while operating income margins were 22.7% in the quarter.

"EMG also delivered a strong fourth quarter performance with continued excellent growth across our aerospace and defense businesses and solid core margin expansion in the quarter," stated Mr. Zapico.

### **2024 Outlook**

"AMETEK's businesses delivered exceptional results in the fourth quarter and for the full year. The strength of the AMETEK Growth Model, alongside the outstanding contributions of our colleagues, allowed us to deliver strong, high-quality growth. The strength of our niche businesses, diverse market exposures, record backlog and robust operating capabilities position us for sustained growth. With a flexible balance sheet and strong cash flows, we are well positioned to invest in our organic growth initiatives and pursue strategic acquisitions to drive long-term value creation," noted Mr. Zapico.

"For 2024, we expect overall sales to be up low double digits on a percentage basis compared to 2023. Adjusted earnings per diluted share are expected to be in the range of \$6.70 to \$6.85, an increase of 5% to 7% over the comparable basis for 2023," he added.

"For the first quarter of 2024, overall sales are expected to be up low double digits on a percentage basis compared to the same period last year. Adjusted earnings in the quarter are anticipated to be in the range of \$1.56 to \$1.60 per share, up 5% to 7% compared to the first quarter of 2023," concluded Mr. Zapico.

### Conference Call

AMETEK will webcast its fourth quarter 2023 investor conference call on Tuesday, February 6, 2024, beginning at 8:30 AM ET. The live audio webcast will be available and later archived in the Investors section of [www.ametek.com](http://www.ametek.com).

## *Aspen Technology Announces Financial Results for the Second Quarter of Fiscal 2024*

6 February 2024

Aspen Technology, Inc. (AspenTech), a global leader in industrial software, announced financial results for its second quarter in fiscal 2024, ended December 31, 2023.

"AspenTech had a solid second quarter with strong demand for our products and solutions," commented Antonio Pietri, President and Chief Executive Officer of AspenTech. "We continue to see numerous growth opportunities in asset-intensive industries as they navigate the energy transition and focus on efficiencies and sustainability use cases. In particular, with DGM, we are uniquely positioned to capitalize on the unprecedented investment cycle to expand and upgrade the grid globally."

"We continue to see resilient demand and meaningful pipeline growth across most end markets as we move into the second half of our fiscal year. We remain confident in our outlook for fiscal 2024, and we are reaffirming our ACV growth target of at least 11.5 percent," concluded Pietri.

### Second Quarter Fiscal Year 2024 Recent Business Highlights

- Annual contract value<sup>1</sup> ("ACV") was \$914.1 million at the end of the second quarter of fiscal 2024, increasing 9.6% year over year and 1.8% quarter over quarter. This result reflects the delay of a customer agreement that was scheduled to renew in the second quarter of fiscal 2024 and reduced ACV growth by approximately 0.6 points. AspenTech now expects this customer renewal to close in the third quarter of fiscal 2024, with a corresponding benefit to ACV growth.
- Cash flow from operations was \$29.8 million for the second quarter of fiscal 2024, compared to \$49.5 million in the second quarter of fiscal 2023.
- Free cash flow<sup>2</sup> was \$29.2 million for the second quarter of fiscal 2024, compared to \$47.8 million in the second quarter of fiscal 2023.

### Summary of Second Quarter Fiscal Year 2024 Financial Results

AspenTech's total revenue was \$257.2 million in the second quarter of fiscal 2024 and included the following:

- **License and solutions revenue**, which represents the portion of a term license agreement allocated to the initial license and Open Systems International, Inc. (OSI)

revenue where software, hardware and professional services are recognized as one performance obligation, was \$152.5 million in the second quarter of fiscal 2024, compared to \$149.8 million in the second quarter of fiscal 2023.

- **Maintenance revenue**, which represents the portion of customer agreements related to ongoing support and the right to future product enhancements, was \$85.1 million in the second quarter of fiscal 2024, compared to \$78.6 million in the second quarter of fiscal 2023.
- **Services and other revenue**, which represents the portion of customer agreements related to professional services and training services, was \$19.6 million in the second quarter of fiscal 2024, compared to \$14.4 million in the second quarter of fiscal 2023.

Loss from operations was \$49.2 million in the second quarter of fiscal 2024, compared to \$59.4 million in the second quarter of fiscal 2023. Non-GAAP income from operations was \$88.7 million in the second quarter of fiscal 2024, compared to \$86.6 million in the second quarter of fiscal 2023. A reconciliation of GAAP to non-GAAP results is presented in the financial tables included in this press release.

Net loss was \$21.5 million, or \$0.34 per diluted share, in the second quarter of fiscal 2024, compared to \$66.2 million, or \$1.02 per diluted share, in the second quarter of fiscal 2023. AspenTech has increased amortization of intangible assets following the close of its transaction with Emerson Electric Co. AspenTech expects its amortization of intangible assets to remain at higher levels for the next several years as the related asset balance is amortized over the respective expected useful lives of the intangible assets.

Non-GAAP net income was \$87.8 million, or \$1.37 per diluted share, in the second quarter of fiscal 2024, compared to \$22.8 million, or \$0.35 per diluted share, in the second quarter of fiscal 2023. The year-over-year increase in non-GAAP net income was mainly due to the change in approach to computing AspenTech's tax provision, which initially occurred in the second quarter of fiscal 2023.

AspenTech had cash and cash equivalents of \$130.8 million as of December 31, 2023, compared to \$241.2 million as of June 30, 2023. The decrease in cash and cash equivalents during this period was due to the impact of share repurchase activity under AspenTech's \$300.0 million share repurchase authorization (the "share repurchase authorization") in the first half of fiscal 2024. Please see below for an update on the share repurchase authorization. Under its revolving credit facility, AspenTech had no borrowings and \$197.4 million available as of December 31, 2023.

AspenTech generated \$29.8 million in cash flow from operations and \$29.2 million in free cash flow<sup>2</sup> in the second quarter of fiscal 2024, compared to \$49.5 million in cash flow from operations and \$47.8 million in free cash flow<sup>2</sup> in the second quarter of fiscal 2023. The difference in free cash flow<sup>2</sup> results between periods was mainly due to the variability of contract cycle renewals and billings between quarters as well as higher expenses and cash tax in the second quarter of fiscal 2024.

## Recent Developments

### *Appointment of Interim Chief Financial Officer*

Effective January 1, 2024, Christopher Stagno was appointed to the position of Senior Vice President, Interim Chief Financial Officer of AspenTech, while AspenTech searches for a new permanent Chief Financial Officer following Chantelle Breithaupt's previously announced resignation from the role, effective December 31, 2023. Mr. Stagno is an experienced financial executive with deep knowledge of AspenTech's business and over 25 years of leadership in finance, including at various software companies.

### *Share Repurchase Authorization Update*

AspenTech repurchased 375,041 shares for \$72.1 million under its \$300.0 million share repurchase authorization, announced on August 1, 2023, in the second quarter of fiscal 2024. As of December 31, 2023, a total of 954,839 shares had been repurchased under the share repurchase authorization for \$186.3 million, with the total remaining value being \$113.7 million.

### **Fiscal Year 2024 Business Outlook**

Based on information as of today, February 6, 2024, AspenTech is reaffirming its fiscal 2024 guidance and increasing its Non-GAAP net income per share guidance by \$0.02 to reflect the impact of share repurchase activity in the second quarter of fiscal 2024. AspenTech's fiscal 2024 guidance is as follows.

- ACV<sup>1</sup> growth of at least 11.5% year-over-year.
- GAAP operating cash flow of at least \$378 million
- Free cash flow<sup>2</sup> of at least \$360 million
- Total bookings of at least \$1.04 billion
- Total revenue of at least \$1.12 billion
- GAAP total expense of approximately \$1.22 billion
- Non-GAAP total expense of approximately \$675 million
- GAAP operating loss at or better than \$100 million
- Non-GAAP operating income of at least \$445 million
- GAAP net loss at or better than \$7 million
- Non-GAAP net income of at least \$424 million
- GAAP net loss per share at or better than \$0.11
- Non-GAAP net income per share of at least \$6.59

These statements are forward-looking and actual results may differ materially. Refer to the Forward-Looking Statements safe harbor below for information on the factors that could cause AspenTech's actual results to differ materially from these forward-looking statements.

### **Conference Call and Webcast**

AspenTech will host a conference call and webcast presentation on Tuesday, February 6, 2024,

at 4:30 p.m. ET to discuss its financial results, business outlook, and related corporate and financial matters. A live webcast of the call will be available on AspenTech's Investor Relations website, [ir.aspentech.com](http://ir.aspentech.com), via its "Webcasts" page. To access the call by phone, please use the following [registration link](#). To avoid delays, we encourage participants to dial into the conference call fifteen minutes ahead of the scheduled start time. A replay of the webcast also will be available for a limited time at <http://ir.aspentech.com/>.

AspenTech has provided an earnings presentation for its second quarter of fiscal 2024. AspenTech asks that shareholders refer to this presentation in conjunction with the conference call, which can be found at [ir.aspentech.com](http://ir.aspentech.com).

### *Bechtle continues successful streak in 2023*

6 February 2024

Bechtle AG has published its preliminary figures for the 2023 fiscal year, once again exhibiting solid growth with an increase in business volume to €7.8 bn, more than 7%. Revenue climbed some 6.8% to €6.4 bn, while earnings before taxes (EBT) gained 6.7%, reaching approximately €374 m. The EBT margin is therefore expected to continue on last year's excellent level of 5.8%. On 31 December 2023, Bechtle's workforce numbered 15,159 employees, an increase of 7.9% or 1,113 people compared to the previous year (14,046).

"Bechtle was able to successfully weather 2023's intense economic challenges, once again outperforming the market with a growth of 7%. This was another impressive team effort on the part of all our colleagues across Europe and also underpins just how resilient our business model is even in the face of harsh conditions. In particular, our public sector and major account business has shown some very positive development," says Dr Thomas Olemotz, CEO, Bechtle AG.

Bechtle AG will publish its final, audited results for the 2023 fiscal year on 15 March 2024.

### *Hewlett Packard Enterprise to present live audio webcast of fiscal 2024 first quarter earnings conference call*

7 February 2024

Hewlett Packard Enterprise will conduct a live audio webcast of its conference call to review its financial results for the first quarter of fiscal 2024, which ended January 31, 2024.

The call is scheduled for Thursday, February 29, at 4:30 p.m. CST (5:30 p.m. ET), and the webcast will be available at [www.hpe.com/investor/2024Q1Webcast](http://www.hpe.com/investor/2024Q1Webcast).

A replay of the audio webcast will be available at the same website shortly after the call and will remain available for approximately one year.

## Pros Holdings, Inc. Reports Fourth Quarter and Full Year 2023 Financial Results

8 February 2024

PROS Holdings, Inc., a leading provider of AI-powered SaaS pricing, CPQ, revenue management, and digital offer marketing solutions, announced financial results for the fourth quarter and full year ended December 31, 2023.

“Our team delivered an outstanding 2023, outperforming our subscription ARR, revenue, and free cash flow generation goals for the year,” stated CEO Andres Reiner. “The PROS value proposition has never been more relevant as businesses continue to lean into digitization, automation, and AI to fuel profitable growth. We continue to set the pace of AI innovation in our markets, and our platform strategy has made our AI innovations easier than ever to adopt. We enter 2024 well-positioned to capitalize on the incredible market opportunity in front of us.”

### Fourth Quarter and Full Year 2023 Financial Highlights

Key financial results for the fourth quarter and full year 2023 are shown below. Throughout this press release all dollar figures are in millions, except net (loss) earnings per share. Unless otherwise noted, all results are on a reported basis and are compared with the prior-year period.

	GAAP			Non-GAAP		
	Q4 2023	Q4 2022	Change	Q4 2023	Q4 2022	Change
<b>Revenue:</b>						
Total Revenue	\$77.5	\$70.9	9%	n/a	n/a	n/a
Subscription Revenue	\$60.8	\$53.1	14%	n/a	n/a	n/a
Subscription and Maintenance Revenue	\$65.2	\$59.5	10%	n/a	n/a	n/a
<b>Profitability:</b>						
Gross Profit	\$48.7	\$43.5	12%	\$50.8	\$46.2	10%
Operating (Loss) Income	\$(10.6)	\$(14.9)	\$4.3	\$1.5	\$1.2	\$0.2
Net (Loss) Income	\$(10.2)	\$(17.3)	\$7.2	\$1.1	\$1.1	\$—
Net (Loss) Earnings Per Share	\$(0.22)	\$(0.38)	\$0.16	\$0.02	\$0.02	\$—
Adjusted EBITDA	n/a	n/a	n/a	\$2.5	\$2.4	\$0.1

**Cash:**

Net Cash Provided by (Used in) Operating Activities	\$13.8	\$(2.0)	\$15.8	n/a	n/a	n/a
Free Cash Flow	n/a	n/a	n/a	\$13.6	\$1.1	\$12.6
	<b>GAAP</b>			<b>Non-GAAP</b>		
	<b>FY 2023</b>	<b>FY 2022</b>	<b>Change</b>	<b>FY 2023</b>	<b>FY 2022</b>	<b>Change</b>

**Revenue:**

Total Revenue	\$303.7	\$276.1	10%	n/a	n/a	n/a
Subscription Revenue	\$234.0	\$204.0	15%	n/a	n/a	n/a
Subscription and Maintenance Revenue	\$254.0	\$232.6	9%	n/a	n/a	n/a
Subscription Annual Recurring Revenue ("ARR")	n/a	n/a	n/a	\$259.0	\$227.0	14%
Subscription ARR in constant currency	n/a	n/a	n/a	\$257.9	\$227.0	14%

**Profitability:**

Gross Profit	\$188.4	\$166.1	13%	\$197.7	\$176.9	12%
Operating (Loss) Income	\$(50.6)	\$(78.1)	\$27.5	\$1.5	\$(20.1)	\$21.6
Net (Loss) Income	\$(56.4)	\$(82.2)	\$25.9	\$2.2	\$(18.0)	\$20.3
Net (Loss) Earnings Per Share	\$(1.22)	\$(1.82)	\$0.60	\$0.05	\$(0.40)	\$0.45
Adjusted EBITDA	n/a	n/a	n/a	\$6.0	\$(14.9)	\$20.9

**Cash:**

Net Cash Provided by (Used in) Operating Activities	\$9.9	\$(23.9)	\$33.8	n/a	n/a	n/a
Free Cash Flow	n/a	n/a	n/a	\$11.4	\$(21.7)	\$33.1

The attached table provides a summary of PROS results for the period, including a reconciliation of GAAP to non-GAAP metrics.

### Recent Business Highlights

- Welcomed many new customers who are adopting the PROS Platform such as Air Montenegro, Castrol, Endress + Hauser, Etac, Hammond Power Solutions, ICL Group, Kaiser + Kraft, Really Cool Airlines, Saudia, and Schneider Electric, among others.
- Expanded adoption of the PROS Platform within existing customers including Air Canada, Air Europa, BASF, Carrier, Graybar, Hewlett Packard Enterprise, Japan Airlines, K-LINE, SKS Airways, Smith & Nephew, and Spire Healthcare, among others.
- Released over 400 new features in the PROS Platform in 2023 including ground-breaking industry-first innovations such as PROS Gen IV Price Optimization, Capacity-Aware Optimization, Collaborative Quoting, and Dynamic Pricing of Ancillaries, among others, which captivated the market, driving new customer acquisition and customer expansions throughout the year.
- Processed 3.4 trillion transactions through the PROS Platform in 2023, with a remarkable 1 trillion transactions processed in the fourth quarter alone – a more than 50% increase year-over-year; the volume of data PROS is processing is a testament to the immense value we deliver to our customers and the ongoing expansion of adoption of our solutions.
- PROS AI team’s research paper on “Revenue Management without Demand Forecasting: A Data-Driven Approach for Bid Price Generation” was accepted by the Journal of Revenue and Pricing Management; the paper details the research behind PROS Capacity-Aware Price Optimization AI, PROS recently launched AI solution that optimizes price strategy in scenarios where a business faces the dual challenge of diminishing supply and unpredictable demand.
- Continued to drive significant value for our customers, as highlighted by many new customer testimonials on PROS website, including one featuring Jen Kohlmeyer, Director of Pricing and Profitability at Crescent Electric Supply Company, on how using PROS AI-powered platform fuels profitable growth by automating manual processes, improving efficiencies, and driving optimized pricing even in volatile markets.

### Financial Outlook

PROS currently anticipates the following based on an estimated 48.1 million diluted weighted average shares outstanding for the first quarter of 2024 and a 22% non-GAAP estimated tax rate for the first quarter and full year 2024.

	<b>Q1 2024 Guidance</b>	<b>v. Q1 2023 at Mid-Point</b>	<b>Full Year 2024 Guidance</b>	<b>v. Prior Year at Mid-Point</b>
Total Revenue	\$79.0 to \$80.0	9%	\$332.0 to \$334.0	10%

Subscription Revenue	\$63.0 to \$63.5	13%	\$263.0 to \$265.0	13%
Subscription ARR	n/a	n/a	\$289.0 to \$292.0	12%
Non-GAAP Earnings Per Share	\$0.00 to \$0.02	\$0.07	n/a	n/a
Adjusted EBITDA	\$0.7 to \$1.7	\$3.5	\$16.0 to \$19.0	\$11.5
Free Cash Flow	n/a	n/a	\$22.0 to \$26.0	\$12.6

### Conference Call

In conjunction with this announcement, PROS Holdings, Inc. will host a conference call on Thursday, February 8, 2024, at 4:45 p.m. ET to discuss the Company's financial results and business outlook. To access this call, dial 1-877-407-9039 (toll-free) or 1-201-689-8470. The live and archived webcasts of this call can be accessed under the "Investor Relations" section of the Company's website at [www.pros.com](http://www.pros.com).

A telephone replay will be available until Thursday, February 15, 2024, 11:59 PM ET at 1-844-512-2921 (toll-free) or 1-412-317-6671 using the pass code 13743793.

### *Successful finish to the year: Nemetschek Group clearly achieves its already raised targets for the financial year 2023*

8 February 2024

The Nemetschek Group, a globally leading software provider for digital transformation in the construction and media industries, has successfully concluded the financial year 2023. According to preliminary figures, the Nemetschek Group clearly achieved its guidance for revenue growth and profitability for the financial year, which was already increased in October.

Group revenue for the financial year 2023 grew by 6.2% (constant currency: 8.0%) to EUR 851.6 million (2022: EUR 801.8 million) despite the ongoing subscription and SaaS transition of the business model and a challenging market environment. The currency-adjusted growth was therefore at the upper end of the already increased guidance range of 6% to 8%.

Group operating earnings before interest, taxes, depreciation, and amortization (EBITDA) increased to EUR 257.7 million (previous year: EUR 257.0 million). As already specified in October, the EBITDA margin of 30.3% was at the upper end of the forecast corridor of 28% to 30%.

Annual recurring revenue (ARR) increased by 23.5% (constant currency: 26.7%) to EUR 718.6 million. The ARR growth was therefore well above the revenue growth, which indicates a significant growth potential in the coming twelve months.

In line with the Group's strategy, the share of recurring revenues as a percentage of total revenue increased strongly to 76.6%. This was more than 10 percentage points above previous year's level (66.4%) and also in line with the guidance (share of recurring revenues >75%).

"The financial year 2023 clearly shows that the Nemetschek Group remains on its successful growth path, despite a partly challenging market environment and economic climate", says Yves Padrines, CEO of the Nemetschek Group. "The ongoing successful transition of our business model from license sales to subscription and SaaS models is reflected in the continued very strong development of our annual recurring revenues (ARR). The now very high share of this revenue category strengthens our visibility and ability to plan for the future. At the same time, our profitability also remained at a high and attractive level, despite the temporary accounting related impacts of the transition to a subscription and SaaS-model. "

The detailed and audited financial statements for the financial year 2023 will be published together with the Annual Report 2023 and the guidance for the financial year 2024 on Thursday, March 21, 2024.

## Implementation Investments

### *Assystem and Dassault Systèmes Partner to Accelerate the Development of Advanced Modular Reactors*

6 February 2024

Dassault Systèmes and Assystem, an international engineering, digital services and project management company, announced their partnership to accelerate the development of advanced modular nuclear reactors that can produce efficient, safe and reliable energy.

The two companies are combining their respective expertise in virtual twin technologies and nuclear engineering to drive the use of virtual twins by customers seeking to manage the complexity of their advanced modular reactor programs and address challenges across all program phases.

Dassault Systèmes and Assystem will implement Dassault Systèmes' 3DEXPERIENCE platform and Assystem's system engineering and project management services and support for customers. This will establish one collaborative virtual ecosystem in which a customer's specific processes and methodologies are organized to ensure the data quality and traceability needed for the efficient design and delivery of an asset.

"The complementarity between Assystem and Dassault Systèmes makes sense for the nuclear sector. Advanced modular reactor developers are introducing new concepts that can drive low-carbon energy efforts. Through our knowledge of nuclear projects, system engineering and software development, we can provide them with the infrastructure, services and support to scale their production and transform the sector," said Christian Jeanneau, Executive Vice President, Digital & International, Assystem.

“Our 3DEXPERIENCE platform has proven its versatility in responding to the unique needs of 12 industries served by Dassault Systèmes. Extending our long-standing partnership with Assystem to this strategic initiative will help innovators in the nuclear sector integrate best practices from other industries, industrialize their reactors, and rapidly introduce a new generation of advanced nuclear technologies,” said Florence Verzelen, Executive Vice President, Industry, Marketing & Sustainability, Dassault Systèmes.

### *Department of Transport and Planning, Victoria selects HCLTech to transform passenger experience with digital technologies*

15 December 2023

[HCLTech](#), a leading global technology company, today announced that it has been selected by the Department of Transport and Planning in Victoria, Australia to automate the concession entitlement process for public transport users.

More than 605 million trips are taken on Victoria’s public transport network annually and 35% of these are taken by concession card holders, including students, retirees, veterans and those with disabilities.

HCLTech will develop and support a Concessions Entitlement Validation Platform (CEVP) for the department, enabling instant proof of concession entitlement and a user-friendly passenger interface to apply for and manage concession entitlement. This will improve experiences for both passengers and the department staff.

The linking of credit card with concession card, enabled by the CEVP, will be a nation-first. This feature will provide payment flexibility for concession card holders.

HCLTech will deploy digital workflow orchestration solutions and leverage agile development approaches to roll out the CEVP across Victoria. The company will also provide maintenance and customer center support as well as training for the Department of Transport and Planning employees.

“Our human-first approach to designing a solution puts the end user at the front and the center,” said Michael Horton, Executive Vice President and Country Manager, Australia and New Zealand, HCLTech. “Over one in three Victorians travel on a concession card and some of them are among the most vulnerable in the community. HCLTech knows that it is important to get this right, using technology to support this cohort while also unlocking business value.”

### *Honeywell And Hawks Partner To Help Improve Building Sustainability Efforts At State Farm Arena*

6 February 2024

Honeywell announced that it has become the Official Sustainable Building Technology Partner for the Atlanta Hawks and the award-winning State Farm Arena. As part of this multi-year deal, Honeywell will implement a series of high-tech upgrades to State Farm Arena's building operations systems to help decrease energy consumption and emissions while increasing visibility and control of the indoor environment.

"We are extremely pleased that the Atlanta Hawks and State Farm Arena chose Honeywell to collaborate on prioritizing efficient, healthy and sustainable building operations at the State Farm Arena," said Adam Joiner, Vice President of Global Sales, for Honeywell's Building Automation segment. "Our teamwork will help drive powerful change for the local community."

To help optimize the court's playing conditions while improving the fan and guest experience, Honeywell will upgrade the arena's building management system with a new system that includes its Honeywell Forge software solutions. The software leverages machine learning to monitor energy use and will autonomously adjust the arena's HVAC system to operate more efficiently, help advance sustainability efforts and regulate indoor air quality. This partnership further supports Honeywell's alignment of its business with the compelling megatrends of automation and energy transition.

"Honeywell's technology provides us with the solutions and tools that we need to make our arena more energy efficient, help meet our sustainability goals and make the arena healthier for our fans, players and staff," said Hawks' Executive Vice President and General Manager of State Farm Arena Brett Stefansson. "With an approximate two million fans and guests visiting State Farm Arena each year, our building operations are fundamental to managing their experiences and improving our collective impact on the environment."

Additionally, Honeywell will install secondary filtration in player locker rooms and fan clubs and will deploy specialized sensors to monitor levels of carbon dioxide, total volatile organic compounds and particulate matter.

As part of the initiative, Honeywell will also collaborate with the Atlanta Hawks to develop a community engagement program that offers STEM and Sustainability Education to metro Atlanta schools.

### *Italian Engineering Firm VLP and Partners Uses Dassault Systèmes' 3DEXPERIENCE Platform to Manage Complex Architectural Projects*

8 February 2024

Dassault Systèmes announced that VLP and Partners, an Italian construction engineering firm specializing in the design of complex facades and steel structures, is using Dassault Systèmes' 3DEXPERIENCE platform on the cloud to manage large and increasingly complex architectural projects.

By offering project stakeholders a greater level of flexibility and simultaneous real-time access to construction data in the context of a 3D model, VLP and Partners can design complex surfaces with a high level of quality and accuracy, efficiently manage building designs, and use virtual twins in a collaborative manner.

VLP and Partners is comprised of engineers and architects specialized in 3D modelling, as well as structural engineers dealing with thermal, steel and façade cladding calculations. It wanted to shorten the lengthy procedures related to project development and to contribute to the creation of next-generation curtain walls, high-rise buildings and other structures having increasingly complex geometries by leveraging cutting-edge technologies for façade design.

Further needs were to optimize production requirements, reuse previous models and drawings, and identify innovative solutions, while keeping costs down.

After years of using Dassault Systèmes' design applications, VLP and Partners began using the "From Experience to Construction" industry solution experience based on the 3DEXPERIENCE platform to manage designs and projects in a single virtual environment and collaboratively solve any type of architectural and engineering challenge.

The implementation in the cloud allowed VLP and Partners to be immediately operational on the 3DEXPERIENCE platform, without the need for a physical IT infrastructure. Its scalability has enabled new ways of working, based on greater flexibility and the ability to interact with customers seamlessly.

"We always aim to define with our customers the best methodology to collaborate quickly and efficiently. The 3DEXPERIENCE platform helps us in this. Now we can share our 3D models with customers on the cloud, who we hope will increasingly choose this approach to interact with us, share information and identify the best solutions," said Simone Lucangeli, Co-founder and partner of VLP and Partners.

"Companies today must not only build structures and systems beautifully and efficiently, but also design them for long-term sustainability and solve a range of issues for multiple stakeholders," said Remi Dornier, Vice President, Architecture, Engineering and Construction Industry, Dassault Systèmes. "The 3DEXPERIENCE platform centralizes and integrates all data and information to enable the virtualization of knowledge and know-how. VLP and Partners can combine its skills and expertise with our 3D technologies to simplify the most complex projects and increase innovation and performance, even on large projects that require the management of thousands of elements."

### *McCarthy Counts on Oracle Textura for Construction Payment Management*

6 February 2024

McCarthy Holdings, Inc. (McCarthy), one of the largest general contractors in the US, is deploying Oracle Textura Payment Management to streamline, automate, and speed payments to its subcontractors. McCarthy chose Textura for its proven ability to scale and improve processes across large volumes of payments and mitigate risk through tighter controls and secure management of lien waivers and compliance.

McCarthy has already deployed Oracle Textura across more than 200 projects, with nearly 100 of those projects provisioned in a single month. McCarthy worked with Oracle Textura client services to configure projects and onboard over 1,500 users around the country. The work that Textura Client Services does with customers before, during, and even after go-live, is offered at no extra charge.

"With Oracle Textura supporting our payment process, inefficiencies are gone and our people can spend time on the things that they actually come to work at a construction company to do—solve problems and build," said Adam Knoebel, senior vice president of operations, McCarthy Building Companies, Inc. "One of Oracle Textura's biggest differentiators is the

industry expertise of its client services team. The collaboration with our team has been excellent and enabled a successful and fast ramp up.”

Oracle Textura is a construction payment management application used by thousands of general contractors, owners, and subcontractors to simplify and automate processes for invoicing, approvals, lien waiver and compliance management, and disbursement. The system has managed payments for construction projects collectively valued over \$1 Trillion.

### **Building a better payment process**

McCarthy is focused on providing an exceptional experience for their owner-clients, subcontractors, and sub-tier subcontractors, and they need a robust payment solution to support that strategy. After completing a rigorous evaluation period on select projects around the country, McCarthy found that Oracle Textura could satisfy requirements for securely exchanging lien waivers for automated clearing house (ACH) payments, compliance management, ERP integration, permissions and controls, and transparency and collaboration with subcontractors.

“We chose Oracle Textura because the completeness of its capabilities around compliance, payments, and controls helps us provide an exceptional client experience,” said Ryan Moret, director, applications, McCarthy. “We found that only Textura offered McCarthy the ability to standardize critical payment management processes across our portfolio and enshrine best practices at scale, while also allowing for flexibility as necessary, such as for specific project needs, regional regulations, or owner requirements.”

“McCarthy is a great example of how implementing a collaborative payment management solution can help simplify and standardize the traditional payment process,” said Mike Antis, global vice president, Oracle Textura. “With Textura, McCarthy and its subcontractors are able to reduce risk, and it frees up time to focus on value-added activities that are more beneficial to its business.”

Learn how Oracle Textura Payment Management can increase productivity and improve cash flow by reducing errors, and mitigating financial, legal, and reputational risk.

### ***Medidata and Sanofi Vaccines Extend Collaboration to Improve Patient Centricity and Trial Efficiency***

6 February 2024

Medidata, a Dassault Systèmes company and leading provider of clinical trial solutions to the life sciences industry, and Sanofi Vaccines, today announced a collaboration to harness Medidata eCOA to deploy in vaccine studies. This builds on Medidata and Sanofi’s longstanding, successful experience using Medidata Rave EDC (electronic data capture).

The collaboration will use an eDiary function within eCOA to create an eDiary library specific to Sanofi’s vaccines. This library will accelerate future study set-up times, improve efficiency, and increase data quality, while ensuring patients have access to eDiaries that are easy to use.

Sanofi has chosen to adopt eCOA's capabilities in its vaccine studies, optimizing the patient clinical journey by reducing on-site monitoring and allowing patients to input data in real time from any location. Pilots of eCOA were performed in six vaccine studies and demonstrated high levels of patient compliance, providing highly reliable data. As a result, the collaboration has since moved out of the pilot phase, with eCOA being deployed across a pipeline of Sanofi's vaccine clinical trials.

"Expanding our collaboration with Medidata will enable us to improve our clinical development processes as we seek to deliver breakthrough vaccines to patients," said the global head of clinical data management at Sanofi Vaccines. "Through a bespoke eDiary library, we can optimize eDiary set-up and improve data quality in current trials, while moving deeper into the digitalization era within the pharma industry."

Anthony Costello, chief executive officer, Medidata Patient Cloud, said, "At Medidata, we put the patient at the core of all of our work, and collaborating with Sanofi, who share this ethos, helps improve patient experience, the monitoring of patients in current studies, and accelerate study timelines and efficiencies in future studies."

Medidata eCOA is a full-service offering revolutionizing the way sponsors, contract research organizations (CROs), and sites collect data from patients, physicians, and caregivers. Built as part of the unified Medidata Platform, eCOA reduces study build times by up to 50% and provides a comprehensive view of patient data, while providing patients with flexibility and choice in how they engage in trial activities.

Sanofi has worked with Medidata for over a decade, leveraging Medidata's solutions across the organization, including vaccine studies, to securely and efficiently capture and manage data.

### *Outdoor Furniture Manufacturer Grosfillex Leverages Infor AI and Automation to Boost Revenues, Sales Productivity and Increase Customer Satisfaction*

15 December 2023

Infor®, the industry cloud company, today announced that Grosfillex, a leading global manufacturer of high-end resin outdoor furniture and other products, is leveraging the Infor CloudSuite Manufacturing solution — integrated with Infor AI (artificial intelligence), automation and analytics — to boost revenues and sales productivity while increasing customer satisfaction.

The integrated solution enabled Grosfillex to increase revenues by 10 percent and increase sales productivity by 83 percent by automating the process of analyzing and grading customer accounts. The company also used Infor's AI-driven product recommender to provide the right products at the right time, resulting in greatly improved customer satisfaction.

"In the first week of using the AI dashboard, we saw a 10 percent increase in revenue for a particular set of accounts," said Grosfillex e-commerce account manager Andrew Rinehimer. "Each salesperson has access to a personalized dashboard with a profitability grading for their accounts and uses this information to create the right sales strategies. What's powerful is that

the AI system is generating these insights for us across hundreds of customers, so sales can focus its time on improving the business and customer experience.”

Grosfillex, with corporate headquarters in Oyonnax, France, has grown from a wooden tool handle family-owned company to a global organization offering a wide range of resin products for residential and commercial use. Its North American operations include manufacturing facilities and distribution centers in Pennsylvania for the Consumer Products Division and the Commercial Products Division.

With more furniture transactions being done online, the company aims to provide a rich experience for customers on its e-commerce site so they can find what they are searching for and view products in the best possible light.

In some cases, however, dealers and consumers may overlook or fail to comprehend the extensive array of products available on the e-commerce site. The Grosfillex sales team must identify and dedicate its time to these accounts so that customers are well informed and offered the right products.

### **Business challenges**

Recognizing the importance of analyzing customer profitability to address these issues and grow the business, the Grosfillex sales team faced some significant challenges.

Manual data pulls across multiple systems and extensive profitability analysis, which sometimes took up to three hours for a single account, made it impractical to analyze and manage thousands of customer accounts efficiently. Consequently, the team found itself spending a significant portion of its time with high-profit accounts when it should have been directing more time to invigorating low-profit accounts.

Further, when products went out of stock, customer service representatives sometimes didn't have the knowledge to recommend a similar product that was in stock to keep customers happy. Activating new customers also was a manual process, which sometimes created delays in delivering products to those customers.

### **Outcomes**

The Infor solution's AI-driven customer insights empower the Grosfillex sales team to devise new promotional plans, negotiate pricing and contracts, and craft other effective sales strategies swiftly and precisely. Additionally, automated customer grading serves as a valuable tool for gaining insights into the online website experience, which contributes to enhanced e-commerce performance.

The outcomes that Grosfillex has achieved by implementing Infor's AI solution for customer profitability grading include:

- Increased revenue: 10 percent revenue increase within a week by expanding the product assortment for a specific group of low-graded accounts. 5 percent increase in gross margin percentage within a month by making pricing adjustments.
- Enhanced sales productivity: 83 percent improvement in sales productivity through the automation of customer profitability grading.

- Improved customer experience: Grosfillex can deliver a more curated product assortment, contributing to better overall customer experience.
- Enhanced online shopping experience: Grosfillex can identify products that may not be well represented on its e-commerce site.

To address the complexities of stock availability, Grosfillex is using Infor's AI-driven product recommendations, which empowers sales and service teams to suggest alternative products that are currently in stock.

According to Grosfillex CEO Frans Govers, "Managing thousands of products makes it impractical for employees to provide such intelligent recommendations without extensive experience or a tool such as AI. Equipped with Infor's product recommender, we anticipate fulfilling more orders, leading to increased revenues and heightened customer satisfaction."

With Infor's solution, Grosfillex also has automated the entire customer activation process. Now, users can access the Infor Portal to view their assigned tasks and monitor the status of the entire workflow process. This enabled the company to reduce the new customer activation process from 1-to-2 weeks, with its previous manual approach, to only 1-to-2 days with Infor's automation solution.

Massimo Capoccia, Infor chief innovation officer, said, "Infor is excited to partner with an innovative company such as Grosfillex that is committed to staying at the forefront of its industry. Our cloud technology platform, which provides integrated AI and automation capabilities, is enabling Grosfillex to enhance customer service, employee productivity and more. We started by helping Grosfillex utilize AI and automation to grade customer accounts faster and more efficiently, and we look forward to helping the company further leverage these capabilities to grow its business."

### *Riyadh Air Accelerates Digital Expansion With Oracle Fusion Cloud Applications Suite to Integrate and Scale Core Business Functions*

7 February 2024

Riyadh Air, Saudi Arabia's new world-class airline has selected Oracle Fusion Cloud Applications Suite to efficiently manage its core business operations after a competitive bidding process. The services include digitalizing finance, supply chain, and human capital management. The implementation will help Riyadh Air develop a modern, scalable, and secure business platform to enable data driven decision making, reduce costs, enhance employee engagement, and streamline procurement processes. Riyadh Air has chosen Tech Mahindra as the implementation partner for this initiative, which will help Riyadh Air evolve as the world's first digitally native airline. Tech Mahindra, is a leading provider of digital transformation, consulting, and business re-engineering services and solutions.

**Adam Boukadida, Chief Financial Officer at Riyadh Air,** said, "*Riyadh Air aims to disrupt the future of air travel and as part of our vision we need to be at the forefront of innovation and technology. A key part of this approach is to partner with world-class experts as we build technical capabilities that enable us to deliver a seamless digital-first experience to our guests.*"

Since it launched in March 2023, Riyadh Air has signed several technology and engineering partnerships to enhance Riyadh Air's offerings, services, and operational models, and set new standards in aviation sustainability and innovation. The airline now has major agreements with Lufthansa Systems, IBM Consulting, Accenture, Swiss AS, CAE, and Microsoft respectively.

"Riyadh Air represents the true ambition, capability, and global outlook of Saudi Arabia. The Kingdom's aviation sector is rapidly expanding, and Riyadh Air will play a vital role in helping Saudi Arabia achieve its 2030 aviation goals that aim to outpace global growth", said Reham AlMusa, Vice President – Cloud Applications, Saudi Arabia, and Managing Director at Oracle Saudi Arabia. "Riyadh Air represents a major moment for the aviation industry, and with the implementation of Oracle Fusion Applications, the airline is preparing a future ready digital platform that will help drive rapid growth, nurture a truly connected workforce, prepare a resilient supply chain, and deliver unique digital experience to the modern-day global traveller."

Under this initiative, Riyadh Air will deploy Oracle Fusion Cloud Enterprise Resource Planning (ERP), Oracle Fusion Cloud Human Capital Management (HCM), and Oracle Fusion Cloud Supply Chain & Manufacturing (SCM). Oracle Fusion Applications will enable Riyadh Air to take advantage of the cloud and break down organizational silos, standardize processes, and manage finance, supply chain, and HR data on a single integrated platform. With quarterly update cycles, Oracle Fusion Applications provides access to continuous innovation so the airline can make faster and better decisions and outpace change.

*"In the era of digitalization, industries demand innovative solutions for enhanced efficiency and customer experiences. Tech Mahindra is committed to advancing Saudi Arabia's digital future by delivering cutting-edge solutions. As a digital transformation leader, we recognize the vital role technology is playing in driving innovation. With extensive experience in implementing Oracle for airlines, we are well-equipped to support Riyadh Air's digital transformation journey. We look forward to working together to build a future-ready foundation for the airline industry."* said **Vikram Nair, President, EMEA Business, Tech Mahindra.**

## *S.OLIVER GROUP Achieves a Big Bang Success with Centric PLM*

6 February 2024

[Centric Software®](#) is delighted to announce the release of a success story about its customer, S.OLIVER GROUP.

S.OLIVER GROUP was established in 1969 and, in just a few decades, has become one of Europe's leading fashion companies. In addition to the brands s.Oliver and QS, the brand portfolio also includes comma, LIEBESKIND BERLIN and COPENHAGEN STUDIOS. The company employs over 5,100 people internationally and boasts 12,000 styles. Today, it sells 50% of products through its wholesale and franchise network, and the other 50% through retail stores and e-commerce.

Prior to selecting Centric Software's Product Lifecycle Management (PLM) solution, S.OLIVER GROUP was looking to rapidly replace a decade-old legacy system to harmonize workflows across four brands, reduce costs and streamline vendor processes. Three years into their Centric PLM™ project, they have successfully achieved their key objectives, as well as enhancing

product quality and further digitalizing their business. Centric PLM's 3D technology, Quality Testing and Product Presentation modules have resulted in reduced time and money spent on creating physical samples, manual work and quality testing.

"Our target was clear — we had to digitalize processes, drive efficiencies and decrease operating costs," says Oliver Hein, Chief Operating Officer at S.OLIVER GROUP.

In the midst of pandemic lockdowns in 2020, teams at S.OLIVER GROUP and Centric Software quickly mobilized and implemented Centric PLM in just 4 months, to 900 users — completely remotely.

"It was quite challenging," says Hein. "But at the end of the day, we had a big bang success."

"Working with the Centric tools means not only working more efficiently, but also working on our mindset," continues Hein. "Process thinking, cooperation and trust are key success factors for implementation and daily use."

S.OLIVER GROUP has ongoing targets to fully connect their physical and chemical testing processes to the system and conduct every step of the quality inspection process in PLM. They have also successfully integrated 80 of their top 100 vendors into the system, and plan to have all 100 integrated by the end of 2023. Simplified workflows, time and cost-savings have been realized.

"In a nutshell, our process from end-to-end is managed mainly through Centric PLM," says Hein. "We have a clear target to use one point of entry for all data and do away with redundant information living in different systems."

*Saudi Arabian company SAAK International, a leading manufacturer of high-tech, industrial and defense electronics, is digitally transforming its production process with the help of Rockwell Automation*

6 February 2024

Rockwell Automation, Inc., the world's largest company dedicated to industrial automation and digital transformation, announced that it has closed a contract with Saudi Arabia's SAAK International to power the company's digital transformation.

Working with the country's Ministry of Communication and Information Technology (MCIT), as part of Vision 2030, SAAK and Rockwell Automation developed a far-reaching plan to use the Plex MES solution to gather real-time intelligence, identify bottlenecks in the production process, and maximize overall equipment effectiveness.

Plex MES is an advanced manufacturing floor automation platform, providing full visibility into the production lifecycle. Easy to set up, it enables manufacturers to gather high-quality data on every aspect of production-line performance, both in real time and over the long term, as it automates tasks, prevents errors, and drives in-line quality.

Plex makes the widest possible range of data available through a simple, intuitive interface. With Plex, SAAK will be able to track materials effectively throughout the entire journey, from receipt to shipment – including WIP – to deliver a real-time, granular view of the business. It

also allows users to create customized dashboards, specific to their needs and goals, reducing time to results and maximizing return on investment (ROI).

Initially, SAAK and Rockwell Automation will work together to deploy Plex MES on Microsoft Azure in the company's newly opened factory at Sudhair industrial city. Together, the two companies will optimize equipment effectiveness, working to improve key performance metrics around the efficiency of production, levels of scrappage, availability and unplanned downtime.

Ultimately, SAAK plans to expand the scope of data collection and the production lines on which Plex MES Core is installed. Taking advantage of the platform's ease of use, SAAK's own teams will create and configure new dashboards, specific to different processes, locations and goals.

In doing so, they will be playing a key part not just in improving SAAK's own efficiency and productivity but also in meeting the country's ambitious goals for economic growth and diversification as part of the government's Saudi Vision 2030.

"At Rockwell Automation, we believe there's never been a better time to embrace digital transformation and manufacturing automation," said Hussain Al Khater, managing director, Rockwell Automation, Saudi Arabia. "Through advances such as augmented reality and digital twin, our experts can help our customers integrate control and information to help companies become more resilient, agile, and sustainable. That isn't just good for them. By priming our Saudi customers for success, our goal is to help contribute to the country's success and to Saudi Arabia's digital transformation."

"We're delighted to partner with Rockwell Automation," said SAAK International CEO Nasser Alajmi. "Using Plex MES, we expect to hit our targets for transparency and efficiency in production within the shortest possible time. This will not just enable us to achieve our business goals but also to make an important contribution to diversification of the country's economy as part of Saudi Vision 2030."

The benefits of using the Plex MES solution include:

- Improved visibility with accurate, detailed real-time and cumulative data on system performance and materials usage.
- Cut costs by using data and insights to reduce energy consumption, cut downtime and optimize other production variables.
- Increase productivity by identifying then eliminating bottlenecks, maximizing system utilization, and accelerating key workflows.

### *Siemens collaborates with Areti on RomeFlex project to enable local grid flexibility in Rome*

6 February 2024

Siemens and Roman DSO, Areti, have announced their collaboration on the RomeFlex project, which starting February 6, 2024 will test the ability to manage congestion and voltage volatility across the stressed power grids of Italy's capital city.

Leveraging Siemens' digital expertise and software, Areti is managing challenges related to climate change and 'the electrification of everything', which are heavily impacting power grids in Italy and all around the world, more effectively.

As a key enabler of the energy transition in Italy, Areti designed an innovative local flexibility market architecture that will be boosted by Siemens pioneering energy domain know-how and dedicated technology.

In the next ten years, it is estimated that the peak electricity demand on the Roman DSO power grid will increase from 2,200 MW to 3,300 MW. To manage this growth in energy demand and prevent the grid from criticalities like blackouts or voltage violations, Areti is going to increase its grid capacity at a fast pace, accelerating its digital transformation to shape the next level of grid management.

"With our RomeFlex project, we're proudly driving innovation in Italy and Europe, using flexibility in order to make the grid smarter, more resilient and future proof. This means exploiting software to forecast congestion and grid issues in time to run sustainable and cost-effective actions, enabling us to keep the grid stable and reactive for all the Roman citizens. Collaboration with Siemens is critical to make this local flexibility project successful, in order to create a blueprint not only for Italy but also in the rest of Europe," said Ercole De Luca, Head of Innovation at Areti.

"With RomeFlex, Areti is confirming its pioneering spirit. Since the EU Platone project, we have been jointly developing new technologies and grid software combining IT and OT. It will propel Areti towards next level grid management, based on a Digital Twin, that enables power utilities to successfully deal with growing complexity and increase the much-needed grid capacity, accelerating the path to net zero," said Alessandro Masi, Head of Siemens Grid Software in Italy.

Siemens Grid Software, a business unit of Siemens Smart Infrastructure, enables grid operators to accelerate and secure the energy transition in a sustainable and profitable way. The software products are part of the Siemens Xcelerator portfolio. They are interoperable, open, flexible and available as a service and provide the highest cybersecurity standards, helping power utilities accelerate their digital transformation – easier, faster and at scale.

## *TCS to Transform Europ Assistance's IT Operating Model Using Artificial Intelligence and Machine Learning*

5 February 2024

Tata Consultancy Services (TCS) has been selected as a strategic partner by Europ Assistance, a leading global assistance and travel insurance company, to help reimagine its global IT operating model for enhanced resilience, scalability and user experience.

Supporting nearly 300 million customers in over 200 countries and territories with travel, mobility, home and family, health, and concierge services, Europ Assistance was looking for a global transformation partner to align its IT ecosystem to its mission of providing services 'Anytime, Anywhere' and support its growth. As the strategic partner, TCS will step up its

delivery centers in Europe and across geographies to provide end-to-end enterprise IT application services to Europ Assistance.

The multi-year partnership will also see TCS leveraging its proprietary solution, ignio™ AIOps from its Digitate suite of offerings to enhance operational resilience and business agility. Powered by AI and ML, the solution will provide Europ Assistance with actionable insights into its technology stack, improving productivity and availability. The partnership will help Europ Assistance scale its business capabilities, support its expanding partnership ecosystem, and enhance its speed to market.

In addition, the partnership will focus on co-innovation, with TCS and Europ Assistance working together on novel use cases leveraging generative AI and other advanced technologies.

**Fabien Azavant, Group Chief Information Officer and member of Group Management Committee, Europ Assistance,** said: *“We are very happy to partner with TCS in what we see as a very exciting period in our organization's evolution. At Europ Assistance, we have a set of clear values that we abide by – being 'Caring', 'Available', 'Reliable' and 'Easy to work with'. To our delight, we could see that TCS' attitude mirrored our values exactly and together with its global capabilities, we see this partnership being a key lever for our organizational aspirations.”*

*“Technology is at the heart of a reliable, available, and scalable business. We are pleased to partner with Europ Assistance in their journey of transformation. The new, automation-powered operating model will enable Europ Assistance to achieve its global mission while serving its customers anytime, anywhere,”* said **Hemakiran Gupta, Head of Banking, Insurance and Financial Services, Europe, TCS.**

## *wheel.me adopts Siemens Xcelerator as a Service to drive the future of autonomous factory robotics*

15 December 2023

Siemens Digital Industries Software today announces that autonomous factory automation start-up, wheel.me, has selected the Siemens Xcelerator as a Service portfolio of industry software to help drive development of its next generation Genius 2 - an autonomous system that can turn almost any object into an autonomous mobile robot. The wheel.me system allows customers to optimize intra-logistical operations by efficiently transporting goods on the factory floor without human intervention and can transform anything into an autonomous mobile robot with minimal effort - without the need to alter its design or form.

Designed and engineered at the company's Oslo headquarters using Siemens Xcelerator as a Service, Genius 2 has been developed to work alongside people, freeing them from repetitive tasks and boosting productivity. Comprised of a set of four autonomous wheels with one wheel acting as the central brain, Genius 2 works alongside wheel.me's indoor navigation technology and data analytics and is adaptable to different loads and sizes - possessing obstacle detection and dynamic path planning capabilities thanks to their advanced sensor technology. The accompanying software allows for customizable process flows and centralized control, enabling efficient navigation and successful transportation throughout customer's facilities.

In 2023, [wheel.me](https://www.wheel.me) realized it needed to move from its existing multi-vendor toolset of disparate engineering systems and basic management solution from to a single, unified platform that not only encompassed mechanical design, but also brought together its team and data with robust lifecycle management capabilities. As Casper Rødsrud, Head of Mechanical Engineering at wheel.me, explains, “We realized that using bits and pieces from different software suppliers was slowing down development, so we decided to look for integrated solutions and somewhere where we could get the whole package.”

Supported by local sales partner, Clevr, wheel.me selected Siemens’ Mechanical Design bundle (an interoperable bundle of Siemens’ NX™ software and Solid Edge® software) for product engineering along with industry proven Product Lifecycle Management (PLM) with Teamcenter® software. This enables the team to flexibly switch between its chosen design tools in a controlled, centralized and data managed environment. As Rødsrud explains, “The ability to get access to both NX and Solid Edge gives us the flexibility we need to choose the tool best suited for the project needs. It’s the flexibility that’s key and knowing that we can do quick concept designs in Solid Edge, then move to NX during in-depth design as well as to carry out any necessary simulations is also important for our team.”

“We believe that startups are the lifeblood of innovation across the complete spectrum of the design and manufacturing industry. We’re delighted to work with wheel.me as they explore the potential for autonomous robotics in the factory and warehouse,” said Mats Friberg, Vice President & Managing Director, Nordic Operation, Siemens Digital Industries Software. “It’s another great example of how the Siemens Xcelerator portfolio is bringing world-class design and engineering capabilities in a controlled, managed and secure lifecycle management environment to pioneering companies of all sizes, to help them truly innovate and explore the future.”

The team at wheel.me is anticipating that the growth the company is experiencing isn’t likely to let up anytime soon, so scalability of processes and infrastructure is critical both now and the future. “The demand is continuously growing and we want to grow with it,” concludes Rødsrud, “We are growing globally, especially in Europe and the US, and are very excited for what the future will bring.” wheel.me is embracing this accelerated pace, but also know it needs to make sure the growth is sustainable, and that their resources are being used wisely - and Siemens Xcelerator as a Service is the toolset of choice as they explore the future of autonomous factory automation with their customers.

## Product News

### *Ansys 2024 R1 Reimagines the User Experience while Expanding Multiphysics Superiority Boosted by AI*

6 February 2024

The latest release from Ansys, 2024 R1, introduces an elevated user experience designed to increase digital engineering productivity with AI. Combined with an open architecture, 2024 R1

streamlines engineering workflows, facilitates stronger collaboration, fosters real-time interactions, and elevates project outcomes.

Next-generation products are becoming increasingly complex systems that include integrated electronics, embedded software, and ubiquitous connectivity. To ensure the various components of these systems work together requires the predictive power of integrated multiphysics simulation solutions. Access to powerful engineering tools that can solve multiphysics challenges must be easy and intuitive to keep up with customer requirements for high-quality, reliable, and more sustainable products. Ansys 2024 R1 improves accessibility and the user experience with new, customizable interfaces.

“Increased engineering complexity is a challenge for every industry, from software-defined electric vehicles, or electric vertical take-off and landing aircraft, to bespoke silicon and in-silico healthcare trials,” said Shane Emswiler, senior vice president of products at Ansys. “Ansys 2024 R1 turns challenges into opportunities by improving access to advanced digital engineering. Removing barriers enables users to harness the technology necessary for making sense of those complexities and leverage AI to augment simulation.”

The addition of more AI-enabled solutions in 2024 R1 further accelerates product development and fosters creative design exploration. The new Ansys SimAI™ solution is industry- and physics-neutral, enabling users to leverage multiphysics simulation results to train the AI for increased performance.

### **Seamless, Intuitive UX Enhances Productivity and Collaboration**

The latest release draws from an updated Ansys Design Language that defines the look and feel of Ansys software to promote productivity across all Ansys applications. The flexible design language provides three design mode choices: Classic Mode for the same look and feel as previous releases, Light Mode for improved visibility and aesthetics, and Dark Mode for reduced eyestrain in low-light environments. Native integration capabilities also provide in-application access to other Ansys products with one click.

For example, the model-based design environment of Ansys Scade One™ for embedded software was built referencing the new design language, making it both easy to learn and use. It is designed to integrate seamlessly with cloud computing models and the many advanced technologies that systems and software engineers are using today.

### **Visual Brilliance on top of Multiphysics Excellence and Increased Compute Power**

Ansys 2024 R1 ushers in improvements that go well beyond an elevated UX. The latest release provides easy access to Ansys’ advanced numerics-based solutions, including world-class multiphysics models and methods. It also supports massive HPC scalability to tackle today’s complex product design and development challenges, as well as the flexibility needed to tap into compute resources when and where they are needed, via on-premises HPC, bursting to the cloud, or cloud-native applications.

New features in Ansys Discovery™ 3D simulation software support cloud-connected burst compute capabilities directly from the Discovery UI. Testing shows 1,000 simulations can be run in 10 minutes without tying up a local workstation, which massively accelerates design space

exploration and innovation while providing data sets that can be used to train AI. This phenomenal speed increase, coupled with AI training, enables engineers to simulate more product design options earlier in the engineering process.

“Ansys uniquely makes it possible and user-friendly at the same time to master the multiphysics tasks, which inevitably come together when developing complex systems such as wind turbines,” said Dr. Paul Köster, lead R&D engineer, at siWING, which is developing innovative wind turbines for private use.

### **Cutting-edge Solutions Enhanced with Artificial Intelligence**

The expansion of AI integration across Ansys products and services is another example of function following form. The Ansys SimAI solution and the beta version of AnsysGPT™ were recently announced. SimAI is a cloud-enabled generative AI offering that uses previous simulation results to reliably predict the performance of a new design within minutes. AnsysGPT is an Ansys-trained AI virtual assistant for 24/7 customer support.

New AI-enabled products launching with 2024 R1 also include Ansys AI+™ add-ons that augment simulation with a rich set of multiphysics capabilities using AI. Ansys optiSLang AI+™, Granta MI AI+™, and CFD AI+™ solutions are now available, enabling users to enhance the core functionality of Ansys software. With the new UI, these add-on capabilities are a click away.

### **Other 2024 R1 improvements also focus on integration and efficient user experiences:**

- Performance improvements of 5-50X thanks to more efficient memory use, faster solve time, and disk space optimization for noise, vibration, and harshness (NVH) multiphysics simulation workflows.
- A dedicated acoustics meshing workflow reduces the time it takes to prepare complex geometries for simulation by up to 12X.
- Application-specific multiphysics enhancements improve post-processing times for virtual blade models, which are critical in urban air mobility applications.
- A single simulation platform and workflow for Ansys Icepak™, Ansys Mechanical™, Ansys HFSS™, Ansys RaptorX™ and Ansys Q3D Extractor™ solver engines optimize multiphysics-based electromagnetic simulation workflows.
- A new Ansys Digital Safety Manager web application enables centralized planning, monitoring, and validation of Ansys medini analyze™ safety and cybersecurity projects.

### *aPriori Winter Cloud Release Update '24*

8 February 2024

Chris Jeznach of aPriori published a blog post to announce the release of aPriori's Winter Cloud Update. Chris says, “We've categorized our new Manufacturing Insights Platform features into three main themes:

#### I. Design Engineering Updates and Productivity

- aP Design Updates

## II. Data and Modeling

- Electronics and PCBA/Wire Harness Improvements
- Regional Data Library (RDL) Updates

## III. Sustainability Insights Enhancements

- aP Workspace: Expanded Sustainability Insights”

Read the full blog post here: <https://www.apriori.com/blog/apriori-winter-cloud-release-update-24/>

### *Autodesk Informed Design Unlocks Industrialized Construction to Connect Design and Make Workflows*

7 February 2024

Autodesk, Inc. unveiled Autodesk Informed Design, a cloud-based solution that connects design and manufacturing workflows to streamline the building design and construction process. Informed Design allows architects to work with customizable, pre-defined building products that yield valid results and manufacturers to share their products with design stakeholders. Informed Design unlocks industrialized construction – the application of manufacturing principles to the built environment – and will help transform the architecture, engineering, construction and operations (AECO) industry.

The AECO industry is facing rising pressure to accommodate growing populations, urbanization and a global housing crisis. For example, nearly 100,000 new affordable homes need to be built every day to house an estimated 3 billion people by 2030. Additionally, the industry faces pressure to improve its sustainability; construction is one of the most wasteful industries in the world and it’s responsible for nearly 40% of global CO2 emissions.

“The way the AECO industry works today is not sustainable or scalable. For the industry to keep pace, it needs to build more, faster and more sustainably. The answer is industrialized construction,” said Ryan McMahan, director and general manager, Informed Design at Autodesk. “Autodesk Informed Design connects design and make from day one and brings industrialized construction workflows to reality. Our solution is unique because it empowers architects to design with certainty and validate their plans in real-time, while product managers and engineers can share accurate manufacturing information with design teams. As a result, projects are completed quicker, with higher quality and generate less waste.”

Informed Design is part of Autodesk’s Design and Make Platform environment, which includes cloud-connected software solutions that unite teams, data and workflows across entire project lifecycles to deliver better, faster outcomes. With Informed Design, Autodesk is ushering the AECO industry towards an industrialized setup that embeds sustainability throughout. Informed Design is available globally as a free add-in for two of Autodesk’s industry solutions:

Autodesk Informed Design for Revit allows design professionals to design with known-manufacturable building products for unparalleled certainty and quality. This add-in for Revit

2024 provides improved design quality, increases workload capacities and reduces errors and rework. Capabilities include:

- **Template discovery:** Explore building product templates to seamlessly incorporate manufacturing-level detail into your design files.
- **Customization:** Tailor building products to align with your building's requirements, enabling compliance with the manufacturers' specifications.
- **Certainty:** Confirm design decisions are accurate and manufacturable to reduce project risk and prevent errors.

Autodesk Informed Design for Inventor enables product managers and product engineers to align their manufacturing capabilities with customer requirements. This add-in for Inventor 2024 provides a more streamlined design and manufacturing process. Capabilities include:

- **Seamless collaboration:** Collaborate with designers by creating parametric models of your building products and confirm that only compliant versions are used.
- **Powerful Building Information Modeling (BIM) content creation:** Define BIM content to confirm your building products meet project requirements and are compatible with other components and industry standards.
- **Streamlined product documentation:** Simplify the generation of product documentation at scale and generate the necessary outputs for fabrication.

Green Canopy NODE, a construction technology company tackling the housing and environmental crises, has been using early access versions of Informed Design for Revit and Informed Design for Inventor to improve its building design and engineering processes:

"Autodesk Informed Design has shown that there's a way to bring customized details, good aesthetics and quality engineering into a product that can be mass produced," said Benjamin Hall, senior product manager, Green Canopy NODE. "Designing with constraints doesn't curb my creativity – it gives me choices I know will work. And that is good for the planet, the building's inhabitants and for the building industry."

International Data Corporation (IDC), the premier global provider of market intelligence, advisory services, and events for the information technology, telecommunications, and consumer technology markets, shared its perspective on the benefits of connecting workflows with Informed Design:

"Through a connected, bidirectional digital thread and sharing of data across the AECO ecosystem of partners, it is easier to optimize supplier performance and deliver quality products and services that complement the overall design of a building," said Jeffrey Hojlo, Research Vice President, Future of Industry Ecosystems & Energy Insights. "With Informed Design, Autodesk enables AEC organizations to streamline the connection between asset design and the BIM process."

## *DELTEK ANNOUNCES NEW REPLICON STANDALONE TIME TRACKING AND PSA SOLUTIONS FOR GOVERNMENT CONTRACTORS*

6 February 2024

Deltek, the leading global provider of software and solutions for project-based businesses, has announced the launch of Replicon Time Tracking and Polaris PSA for Government Contracting. Purpose-built for the unique needs of government contractors, the new time-tracking and PSA solutions support regulatory compliance and seamless integration regardless of the ERP or financial system currently being used.

Deltek's Replicon Time Tracking for Government Contracting and Polaris PSA for Government Contracting seamlessly integrate with top-tier ERP systems, Customer Relationship Management (CRM) platforms, Human Capital Management (HCM) platforms and payroll providers, including Deltek's flagship ERP, Deltek Costpoint, and SAP. Both allow for flexibility and scalability while supporting industry-leading compliance, including FAR, DFARS and CAS accounting and timekeeping compliance requirements, to help streamline DCAA audits. Both solutions also adhere to data protection and security standards, including GDPR, FedRAMP, NIST 800-171, NIST SP 800-53 and ISO/IEC 27001:2013, and are supported by SOC 1 and SOC 2 reports issued by an independent audit.

Replicon Time Tracking supports government contractors looking to streamline and scale operations with user-friendly features that:

- Consolidate employee time collection and workforce management into a unified platform with built-in labor law compliance libraries to automatically account for local regulations.
- Ensure all billable time is captured accurately by populating timesheets with data from applications including Microsoft Teams and Outlook, Zoom, Jira and Asana, leveraging the power of artificial intelligence (AI) so employees only need to review and submit.
- Support globally distributed workforces across government and commercial industries through centralized project time capturing and schedule management tools.

Polaris PSA ensures on-time and on-budget project delivery using advanced resource management capabilities that empower government contractors to:

- Easily find the right team member for every project based on availability and utilization, location, skills and other factors with intelligent recommendations that ensure ideal resource allocation for every project and improve collaboration between project and resource managers.
- Confidently plan capacity with real-time insights to identify resource requirements for newly awarded projects and forecast potential demand from business development opportunities.
- Optimize revenue and pricing for the most profitable bidding scenarios, factoring in true utilization, complete costs and real margins.

- Improve client management and project delivery with a consolidated live view of all projects and their progress, costs, partners and resource allocation all in one place.

“As government contractors grow, expand and diversify their business, they need solutions that can help them collect project time in a compliant way, while maximizing their global workforce and ensuring the right people are on the right projects,” said Warren Linscott, SVP and Chief Product Officer at Deltek. “We are launching these solutions with out-of-the-box integrations with Deltek Costpoint and other industry-leading ERP solutions. This approach provides government contractors with a time-to-value and a total-cost-of-ownership advantage no matter which back-office system they have in place today. Our solutions offer an integrated platform for time tracking and resource management that supports built-in compliance with DCAA, FAR, and dozens of federal, state and local time tracking requirements, allowing our customers more time to focus on delivering better projects.”

### *Generative artificial intelligence takes Siemens' predictive maintenance solution to the next level*

5 February 2024

Siemens is releasing a new generative artificial intelligence (AI) functionality into its predictive maintenance solution – Senseye Predictive Maintenance. This advance makes predictive maintenance more conversational and intuitive. Through this new release of Senseye Predictive Maintenance with generative AI functionality, Siemens will make human-machine interactions and predictive maintenance faster and more efficient by enhancing proven machine learning capabilities with generative AI.

#### **Synergy of generative AI and machine learning**

Senseye Predictive Maintenance uses artificial intelligence and machine learning to automatically generate machine and maintenance worker behavior models to direct users' attention and expertise to where it's needed most. Building on this proven foundation, now a generative AI functionality is being introduced that will help customers bring existing knowledge from all of their machines and systems out and select the right course of action to help boost efficiency of maintenance workers.

Currently, machine and maintenance data are analyzed by machine learning algorithms, and the platform presents notifications to users within static, self-contained cases. With little configuration, the conversational user interface (UI) in Senseye Predictive Maintenance will bring a new level of flexibility and collaboration to the table. It facilitates a conversation between the user, AI, and maintenance experts: This interactive dialogue streamlines the decision-making process, making it more efficient and effective.

One of Senseye's customers who will leverage the new generative AI capability is BlueScope, an Australian steel manufacturer.

*„Senseye Predictive Maintenance has been more than a tool, it's a catalyst for change in our organization. The innovative generative AI functionality from Siemens will help to accelerate our efforts to scale knowledge sharing across our global teams and will continue to support our*

*ambitious digital transformation strategy.* ” – Colin Robertson, Digital Transformation Manager, BlueScope

### **From predictive maintenance to prescriptive maintenance**

In the app, generative AI can scan and group cases, even in multiple languages, and seek similar past cases and their solutions to provide context for current issues. It’s also capable of processing data from different maintenance software. For added security, all information is processed within a private cloud environment, safeguarded against external access. Additionally, this data will not be used to train any external generative AI. Data doesn’t need to be high-quality for the generative AI to turn it into actionable insights: With little to configure, it also factors in concise maintenance protocols and notes on previous cases to help increase internal customer knowledge. By better contextualizing information at hand, the app is able to derive a prescriptive maintenance strategy.

The new generative AI functionality in the Software-as-a-Service (SaaS) solution Senseye Predictive Maintenance will be available starting this spring for all Senseye users. The combination of generative AI and machine learning creates a robust, comprehensive predictive maintenance solution that leverages the strengths of both.

### **Driving productivity and digital transformation**

Driving productivity and digital transformation For Siemens, introducing generative AI into predictive maintenance isn’t just about enhancing the technology; it’s about driving tangible benefits for manufacturers. By enabling faster and easier maintenance decisions, it increases productivity, promotes sustainability, and accelerates digital transformation across the entire organization. It also addresses skill shortages in the industry, because it captures and resurfaces expert knowledge from the aging workforce. In doing so, it empowers less-experienced shop-floor employees, making them more efficient and effective in their roles.

*“By harnessing the power of machine learning, generative AI, and human insights, we’re taking Senseye Predictive Maintenance to the next level. The new functionality makes predictive maintenance more conversational and intuitive – helping our customers to streamline maintenance processes, enhance productivity and optimize resources. This marks an important milestone in countering skill shortage and supporting our customer’s digital transformation.”* – Margherita Adragna, CEO, Customer Services for Digital Industries, Siemens AG

### **Hexagon introduces HxGN EAM Databridge Pro, a module for enhanced data integration**

7 February 2024

Hexagon’s Asset Lifecycle Intelligence division announced the release of **HxGN EAM Databridge Pro**, a new middleware and integration broker module.

HxGN EAM Databridge Pro represents the next evolution in enterprise asset management technology from Hexagon. Powered by Apache NiFi, a leading open-source data flow automation platform, Databridge Pro provides enhanced data integration capabilities by

introducing new features for configuring data pipelines, managing endpoint connections and providing better visibility for efficient troubleshooting and debugging.

Databridge Pro empowers users across an organisation, from data architects and engineers to system administrators and operators. It caters to two distinct personas: those that shape the data landscape and those responsible for the smooth operation of systems. This dual-focus approach significantly reduces errors and unexpected outcomes in the integration processes, allowing users to concentrate on their core strengths.

“This new technology allows vital data to persist throughout an organisation. The low-code/no-code platform lets users easily connect many disparate systems into one industry-leading tool, HxGN EAM. Understanding the health of assets and allocation of labor resources has never been so easy to analyze,” said Peter Bynarowicz, Senior Strategy Enablement Consulting Lead, Hexagon’s Asset Lifecycle Intelligence division.

Databridge Pro is comprised of three main components:

**Dataflow Studio:** A user-friendly interface for secure, custom data flows between EAM and enterprise systems with versatile connection options.

**The Endpoint Catalog:** A centralised registry for configuring and managing essential application connections, seamlessly integrated within HxGN EAM for a user-friendly experience. The Endpoint Catalog ensures synchronisation between Dataflow Studio and EAM changes, such as adding or removing fields, tables or business objects.

**360 Transaction View:** A comprehensive, EAM-integrated overview of Business Object Document (BOD) message journeys in integration flows, enhancing visibility and offering detailed insights for troubleshooting and operational management.

Key benefits of Databridge Pro include:

- Enterprise integration – HxGN EAM often needs to integrate data with various sources including external systems/applications, suppliers, IoT devices, etc. Databridge Pro serves as the integration layer, allowing organisations to easily streamline and automate data pipelines between HxGN EAM and other sources. It supports a range of connections to common platforms and systems used alongside EAM.
- Data transformation, routing and distribution – Perform a wide variety of data processing to meet business or system specific integration requirements such as data transformation, format validation or conversion, content or other criteria-based routing, metadata enrichment, and general migration or movement between systems.
- Real-Time Processing – Data are processed in real-time as it moves through the pipeline, enhancing data accuracy, timelines and completeness. This offers immediate insights, enables informed decisions and proactive actions, as well as improved operational efficiencies and performances for an organisation.

- Addresses a wide range of challenges related to asset management, maintenance, compliance, supply chain optimisation, quality control and more, through flexible, scalable and real-time data integrations between HxGN EAM and critical systems.

### *Insta-Presentations & New Security Options Now Available in KeyShot Web*

6 February 2024

Tara Cavanaugh wrote a blog post for the KeyShot Blog to announce the details of the update to KeyShot Web. Tara says, "Now, new features allow you to quickly share interactive presentations, and new security options give you full, flexible control over exactly who can view your work."

Get all the details in the blog post here: <https://www.keyshot.com/blog/keyshot-web-share-instant-presentations-security-access/>

### *Logility Delivers GenAI to Speed Supply Chain Decisions and Fuel Growth*

6 February 2024

A leader in prescriptive supply chain planning solutions, Logility, Inc., today announced the delivery of generative AI capabilities, extending its AI-first approach for supply chain management. Leveraging their AI-native platform, Logility's GenAI aids in mastering the complexity of supply chain data, helping enterprises to make faster decisions that deliver competitive advantage.

Today's supply chain professionals are drowning in data, and precious hours are wasted in data collation and searching for answers from dashboards and reports that are quickly outdated. Logility's GenAI is designed to improve productivity by providing actionable insights via a conversational interface that anyone from any department – sales, marketing, operations, or finance – can use to speak supply chain in users' everyday language.

#### **Know Faster. Grow Faster.**

Logility's GenAI is designed to accelerate supply chain decision making, helping to dramatically increase access to information and the productivity of all team members involved in demand and inventory management. The new offering acts as a liaison that bridges departmental silos and helps organizations remove decision latency by moving from sequential processes to more fluid processes.

"We're entering a new era in supply chain management, where speed and precision are not just desired, they're required," said Allan Dow, president of Logility. "Our GenAI is the embodiment of our commitment to innovation—delivering real-time insights, rapid decision-making, and increased market share. Our transformative supply chain platform empowers companies to meet the demands of today's dynamic market with confidence and strategic agility."

#### **Supply Chain Insights for Everyone**

Clients are leveraging our AI-first data structure for effortless explainability as a foundation that provides actionable insights from generative AI inquiries. Given the importance of forecasting, companies are starting with demand planning. With Logility's GenAI, planners can query

forecasts, sales history, and demand drivers for any product, location, or customer, for any time period, at any level of detail supported. They can see and analyze forecast changes leveraging large language models (LLMs) while staying within the guardrails of data security provided via Microsoft Azure.

## *New Ansys Fluent Web UI Supports Access to Massive, Multi-GPU CFD Simulations*

7 February 2024

Ansys announced Fluent Web UI, a web-based technology that enables users to remotely access simulations from any device. Fluent Web UI provides an interface for Ansys Fluent™, an industry-leading CFD solver with native GPUs that can speed time-to-result by almost 10x. Users are now able to run, control, and monitor simulations on the cloud or on-premises high-performance computing clusters. The streamlined interface delivers pervasive insights significantly faster for a wide range of CFD applications, including automotive under-hood heat transfer, gas turbine simulations, and external aerodynamics for aerospace applications.

Building on Ansys' cloud initiatives, Fluent Web UI complements other offerings to provide users with a comprehensive suite of tools, from design to validation. For instance, Ansys Discovery™ Burst relies on fast-scaling clusters of GPUs to facilitate expansive, early design exploration that helps designers identify optimal designs faster, reducing the need for physical prototyping. Moreover, users can leverage the power of generative artificial intelligence (AI) with the new Ansys SimAI™ tool to rapidly explore additional designs within a given design envelope, getting results within minutes. SimAI is a pure software-as-a-service offering that supports an open ecosystem and is approachable for users without deep learning expertise.

"Our ability to harness the power of Ansys Fluent native GPU solver has saved us considerable time while using a fraction of the typical hardware resources," said Francesco Manara, aerodynamics specialist, Leonardo Helicopters "For example, we wanted to assess the external aerodynamics for airframe loads — a resource-intensive simulation — with the same reliability as the traditional Ansys CPU solver. With the native GPU solver, we ran our model 2.6 times faster using only one-third of the hardware resources compared with the CPU solver."

"Our customers can leverage our native GPU solvers and AI solutions in the cloud or on premise to realize significant time-saving benefits across industry applications from automotive to aerospace," said Shane Emswiler, senior vice president of products at Ansys. "It's no secret that CFD simulations can be incredibly time and resource-intensive, but our customers are working against tight timelines that have little room for error. The seamless connectivity that Fluent Web UI will help keep complex projects on track, while empowering designers to make better decisions as they monitor the simulation in real time from any device."

## *Schneider Electric delivers next-generation, open automation infrastructure in collaboration with Intel and Red Hat*

6 February 2024

Schneider Electric, the leader in the digital transformation of energy management and automation, in collaboration with the technology companies Intel and Red Hat, announced the release of a Distributed Control Node (DCN) **software framework**.

An extension of Schneider Electric's EcoStruxure™ Automation Expert, this new framework enables industrial companies to move to a **software-defined**, plug-and-produce solution, allowing them to enhance their operations, ensure quality, reduce complexity, and optimize costs.

### **Next generation of industrial control**

Aligned with the goals of the Open Process Automation Forum (OPAF), which is dedicated to driving interoperability and portability, the three collaborators have worked together to create a modern, network-based experience that will lead the way to the next generation of industrial control.

"This project is the culmination of two years of co-innovation to create efficient, future-proof distributed control systems," said Nathalie Marcotte, Senior Vice President of Process Automation at Schneider Electric. "The DCN framework is key to fostering an open automation approach, enabling industrial businesses to grow and innovate for the future. Its interoperability and portability help our customers enjoy the freedom of shaping technology around their business needs – and not the other way around."

Red Hat, in collaboration with Intel, recently announced the creation of a new industrial edge platform that helps provide a modern approach to building and operating industrial controls. Since implementing this platform, Schneider Electric has now deployed Red Hat Device Edge in the new DCN software, in addition to Red Hat Ansible Automation Platform and Red Hat OpenShift at the compute layer for DCN deployments, combined with a control infrastructure from Schneider Electric and reference architecture from Intel.

The framework consists of two main components: an advanced computer platform (ACP), which supervises the control workload by providing the content control and automation capabilities needed to deploy workloads securely and programmatically, along with virtualization and monitoring functionalities; and the DCN, which are low-power, industrial systems using Intel Atom x6400E series processors, dedicated to running controls and designed for workloads of mixed-criticality.

"Open and interconnected commercial solutions will help usher in the transition from fixed function proprietary devices to flexible and dynamic software-based infrastructures," said Christine Boles, Vice President of Intel's Network and Edge Group and General Manager for Federal and Industrial Solutions. "Intel has a long history of driving open system approaches across its ecosystem. This collaboration with Schneider Electric and Red Hat to develop a software-defined control system showcasing next-generation distributed control nodes built on

general purpose compute and operating systems brings about this transition to the industrial sector.”

“Red Hat is committed to helping manufacturers implement autonomous operations on the shop floor,” said Francis Chow, Vice President and General Manager of In-Vehicle Operating System and Edge at Red Hat. “By working closely with our partners like Schneider Electric and Intel, we can help build scalable, software-defined factories and operations capable of advanced automation and interoperability by utilizing a consistent platform approach. We’re excited about this collaboration, and this is only the beginning. By taking these steps now, we can help set the industrial sector up to explore all the possibilities AI, edge computing and more have to offer.”

A live demonstration of this solution will be showcased at the 2024 ARC Industry Leadership Forum in Orlando, Florida, February 5-8, Booth #24.

### *Siemens brings the power of multi-discipline simulation to axial flux motor development for next-generation EVs*

6 February 2024

Siemens Digital Industries Software announced its Simcenter™ E-Machine Design software to help electric vehicle (EV) manufacturers and their associated supply chain to accurately predict the performance of e-machines, including axial flux electric drive units. The new solution from the Siemens Xcelerator portfolio of industry software brings together electromagnetic and thermal simulation, helping reduce reliance on physical prototyping and enable the EV industry to accelerate innovation.

“The electric vehicle industry is facing challenges from many directions – supply chain issues, the ability to scale and the pursuit of innovation driven by increasingly demanding customers,” said Jean-Claude Ercolanelli, Senior Vice President, Simulation and Test Solutions, Siemens Digital Industries Software. “By adopting cutting-edge simulation capabilities to develop new products and technologies in shorter timescales than ever achieved, the EV industry can focus on delivering the innovation required to stay relevant in a rapidly changing market.”

Axial flux motors can positively impact the EV range due to their increased power density. Still, engineers adopting them face more challenging heat dissipation requirements (due to their compact size and complexity) and difficulties in accommodating the required air gap. The complex nature of these motors is challenging engineering departments and many are turning to advanced simulation to help reduce development costs and time.

Delivered as part of the latest updates to Siemens’ Simcenter™ software, the new [Simcenter E-Machine Design solution](#) allows engineers to use parameterized templates and analytical modeling in the early stages of development, then continue working on their design in 3D with full Finite Element Analysis (FEA) simulations when more complex investigations are required, such as advanced thermal interactions.

#### **Other recent updates to Simcenter mechanical simulation tools**

Simcenter now includes a simplified electric vehicle powertrain development process, from motor design to Noise, Vibration and Harshness (NVH). Electromagnetic loads from the new Simcenter E-Machine Design software are easily transferred to Simcenter™ 3D software for further acoustics and mechanical motion performance analysis.

The new **smart virtual sensing capability** empowers test engineers to simulate the unmeasurable. The new tool integrates simulation with physical testing to enable physical test teams to position virtual sensors in critical areas where physical sensors cannot be placed due to location or the complex geometry. This enables measurement of the unmeasurable by using a reduced order model featuring virtual sensors that run in real-time alongside a physical test. It combines data from physical strain gauges with the reduced order model to compute operational loading conditions, which enables engineers to calculate results at the ‘unreachable’ critically located virtual sensor.

**Design space exploration** is also now fully integrated into Simcenter 3D, enabling the automation of design parameter modification, updating the simulation model, reviewing results and iterating to explore design tradeoffs or achieve an optimal result. The associative integration of CAD geometry, simulation modeling and automation allows the creation of tens, hundreds or more runs without user intervention, helping designers and engineers explore more possibilities for their products.

To learn more about the new Simcenter E-Machine Design solution and other updates delivered in the latest release of the Simcenter product family, visit: <https://blogs.sw.siemens.com/simcenter/whats-new-in-simcenter-mechanical-simulation-2312>

## *SprutCAM X and SprutCAM X Robot 17.0.12 released: enhanced Plunge Parameters, Singularity Avoidance Angle & more*

5 February 2024

Key Features of SprutCAM X and SprutCAM X Robot 17.0.12:

### **Plunge Parameters**

Users can now specify tool design features like the maximal ramp angle and minimal cut diameter. The machining simulation will take these parameters into account and provide an error message if the values exceed the specified limits.

In certain situations, it is necessary to customize the tool plunge parameters independently of the tool’s predefined specifications. To avoid making frequent adjustments directly to the tool, users can easily configure distinct plunge values for simulations by accessing the “Check for plunges” option within the Parameters tab for each specific operation.

Additionally, SprutCAM X provides the flexibility to disable the “Check for plunges” feature entirely, making it particularly useful in specialized applications like machining foam components.

### **Singularity Avoidance Angle**

This innovative option ensures that the tool deviates from the fixed axis at a specified angle consistently, even in the absence of collisions. This helps avoid the “singularity” of the rotating table, improving the overall machining process.

### **Search by G-code**

The addition of a search function to G-code based operations simplifies and streamlines the workflow for users, making it easier to find specific elements within the code.

### **Improved User Experience**

#### **Updated Tooltips**

SprutCAM X 17.0.12 features updated tooltips for various operations, including 5D Meshing, Hole machining, 5D surfacing, Face milling, and Waterline undercut operations. These tooltips provide users with clearer and more informative guidance throughout their work.

#### **Enhanced Toolpath Calculation**

The software now employs an improved toolpath calculation algorithm for 3+2 types of machining in the Pocketing operation. This enhancement results in more precise and efficient toolpaths.

In SprutCAM X 17.0.12, numerous issues have been diligently addressed and resolved to enhance software functionality. These improvements encompass a wide range of areas, from toolpath control in 5D surfacing operations to fixing errors encountered when working with outdated post processors. The update also rectifies problems related to model displays in multi-part projects, critical errors during turning contour operations, and issues surrounding the handling of robotic cell kinematics. Additionally, issues with rendering milling tools, tool tip visualization, and orientation vectors in 5D contouring operations have been successfully tackled.

Existing users with an active software maintenance contract (SMC) have already received notifications about the new release and can easily upgrade to enjoy these enhancements. For those without notification, please contact your nearest SprutCAM X Reseller for assistance.