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## CIMdata News

### ***"Can You Afford To Be a Follower?": CIMdata CEO Peter Bilello on PLM Development***

9 July 2021

by Verdi Ogewell ([www.engineering.com](http://www.engineering.com))

Few analysts in PLM have a better understanding of trends and where the industry is headed than Peter Bilello, President and CEO of CIMdata. The question is: how do these development directions affect the approaches taken for product realization? Peter Bilello discussed this issue at the recent digital event PLM Road Map & PDT 2021. I asked Bilello to summarize the five main trends. Read more at <https://www.engineering.com/story/can-you-afford-to-be-a-follower-cimdata-ceo-peter-bilello-on-plm-development>

### ***CIMdata Publishes China PLM Market Report***

7 July 2021

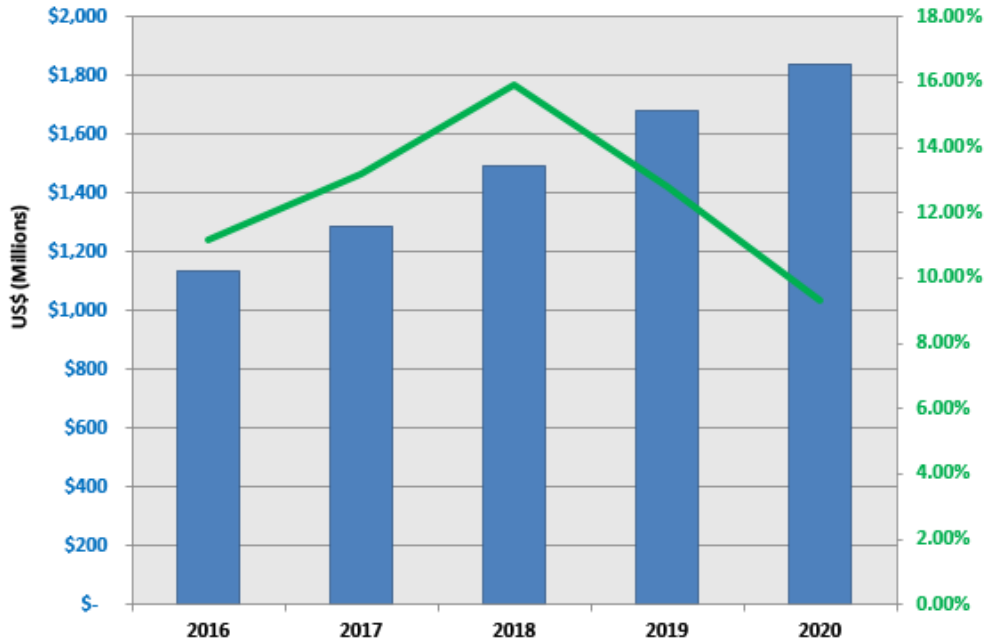
CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the release of the CIMdata 2021 China PLM Market Analysis Report.

This report provides detailed information and in-depth analysis on the People's Republic of China's ("China") rapidly evolving PLM market for the calendar year 2020, with forecasts from 2021 through 2025. The report discusses the major PLM trends and issues, PLM purchase investments in software and services, PLM adoption in various industry sectors, and market growth forecasts pertaining to China; an important and quickly expanding economic region. The report provides insight into PLM market dynamics within the region and the revenue performance of the leading PLM solution providers operating within it, both China-based and international PLM solution providers headquartered elsewhere. It reports on revenues attributable to various PLM solution providers in the Chinese market. This report is a joint collaborative effort of CIMdata and China-based e-works Research (<http://www.eworksglobal.com/> in English and <http://www.e-works.net.cn> in Chinese).

Stan Przybylinski, CIMdata Vice President, said, "In CIMdata's measurement, the global PLM market grew 3.8% in 2020, well above our forecast for this COVID-19 impacted year. China's mainstream PLM was up 9.3% over 2019, another very strong year. The comprehensive PLM market, which aligns with CIMdata's global PLM market definition, grew 9.4% in 2020." Chinese industries that are heavily investing in PLM include aerospace, automotive, high-tech electronics, and mechanical machinery. The following chart illustrates the growth and size of the China PLM market from 2016 through 2020.

Global PLM solution providers continue to invest in China and are expanding their partner networks and growing their customer bases. The leading international PLM solution providers, including Dassault Systèmes, PTC, and Siemens Digital Industries Software, are all showing continued growth in China, but local firms are also growing. "Local Chinese solution providers are starting to gain real market share," stated Peter Bilello, CIMdata's President and CEO. "We had strong attendance at our annual China PLM Market & Industry Forum, held virtually this year. Chinese companies see the need to develop smart, connected products and are very interested in systems engineering. These Chinese competitors are closer to their local market and are expanding their offerings into new segments, a good sign for the vitality of the Chinese PLM market," he added.

# CIMdata PLM Industry Summary



*China PLM Market from 2016 through 2020  
(CIMdata Estimates)*

This report reflects the trend that Chinese manufacturers are paying more and more attention to product innovation and are rapidly improving their R&D capabilities and processes by deploying PLM, not only in traditional discrete industries but also in life sciences, food & beverage, and several emerging vertical markets.

CIMdata designed this report to be a valuable source of information to support the business and market planning processes of PLM solution providers that are targeting China, as well as industrial companies within China who would like to understand the PLM competitive landscape. Further details about the report, including pricing information, are available on CIMdata's website for [publications](#).

## ***CIMdata Releases eBook on Digital Twin: Weaving the Digital Thread***

6 July 2021

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the release of an eBook "Digital Twin: Weaving the Digital Thread" focused on a product's digital twin as the up-to-date, single source of truth that enables a businesses' varied departments to work cohesively together. The digital twin and digital thread are the vehicles upon which to expand automation of many downstream operations, reduce product development timelines, and provide the data consistency required for improved product quality.

According to Ken Versprille, Ph.D., Executive Consultant, CIMdata, "Downstream applications are undergoing a revitalization with a focus on the digital twin. CIMdata believes that Autodesk, by expanding its emphasis on the digital twin and infusing its platforms with automation technology, will better serve the needs of its customers' lifecycles. CIMdata foresees these investments, together with Autodesk's drive toward utilizing the computational power of the cloud, will serve to open a better future for product design, manufacturing, and service for their users."

For more information about Autodesk's digital twin support, see: [www.autodesk.com/solutions/digital-twin](http://www.autodesk.com/solutions/digital-twin).

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To download the eBook, visit <https://www.cimdata.com/en/resources/complimentary-reports-research/white-papers>.

For more information, please contact CIMdata at [info@cimdata.com](mailto:info@cimdata.com).

## ***CIMdata to Host a Free Webinar on PLM Solution Evaluation & Selection***

8 July 2021

CIMdata, Inc., the leading global product lifecycle management strategic management consulting and research firm, announces a free educational webinar, “PLM Solution Evaluation & Selection.” The webinar will take place on Thursday, August 12, at 11:00 a.m. (EDT) and last for one hour.

CIMdata has created a set of detailed guidelines for evaluating available solutions and selecting the most appropriate one to support a company’s defined PLM strategy. When properly followed, these guidelines help an organization reduce the time it takes to select the right solution and provide a documented and objective justification for that selection.

This webinar will provide an overview of PLM solution evaluation and selection best practices and will help attendees:

- Understand the main steps an organization should take to evaluate the most appropriate PLM solutions.
- How to use a neutral PLM model to define technical requirements.
- How to ensure selection of the best PLM solution for your organization.

According to webinar host Janie Gurley, CIMdata’s Practice Manager for Data Governance, “Taking the bias out of a PLM evaluation and selection process and having a proven methodology to follow helps ensure that the most appropriate solution is selected, one that meets the needs of the organization. For organizations that are just starting on their PLM journey or for those who are wondering if they have an opportunity to replace their current PLM solution, this methodology provides the necessary guidance to make the best decision in a short time.”

Ms. Gurley has over 28 years of experience understanding and supporting strategic business execution with broad-based expertise in product development solutions within manufacturing. Besides her responsibilities as the Data Governance Practice Manager at CIMdata, Ms. Gurley is also responsible for managing and executing CIMdata’s services delivered to PLM solution providers, including the coordination and execution of CIMdata’s Community and associated solution provider strategic management consulting activities.

This webinar will interest those involved in a strategic PLM initiative and anyone wanting to learn how a systematic PLM solution evaluation and selection process can reduce the time it takes to select the right solution for their organization.

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-plm-solution-evaluation-selection-2021>. To register for this webinar, please visit <https://register.gotowebinar.com/register/7198100617104044048>.

## Acquisitions

### ***Accenture Completes Acquisition of Linkbynet for Cloud First Services***

9 July 2021

Accenture has completed its acquisition of Linkbynet, a leading cloud services provider headquartered in France, specializing in cloud optimization and managed services, cloud transformation and cloud security. Accenture announced its intent to acquire Linkbynet on May 11, 2021. Terms of the transaction were not disclosed.

Founded in 2000, Linkbynet is based in Saint-Denis, France, with additional offices in Belgium, Canada, China, France, Luxembourg, Mauritius, Singapore and Vietnam. The company's team of more than 900 highly skilled professionals holds 400 certifications from major cloud providers such as Alibaba, Amazon, Google and Microsoft.

Linkbynet will further enhance the global capabilities of Accenture Cloud First. Powered by 70,000 cloud professionals and a \$3 billion investment over the next three years, Accenture Cloud First group brings together unmatched depth and breadth of cloud expertise, industry cloud solutions, ecosystem partner capabilities, and assets that help clients realize greater value from cloud at speed and scale.

### ***Accenture Completes Acquisition of Nell'Armonia***

8 July 2021

Accenture has completed its acquisition of Nell'Armonia, a leading consulting and technology company specialized in enterprise performance management (EPM) solutions, headquartered in Paris, France. Accenture had announced its intent to acquire Nell'Armonia on June 1, 2021. Financial terms of the transaction were not disclosed.

With more than 135 highly skilled professionals with experience in Oracle EPM cloud solutions, as well as Anaplan, CCH Tagetik and OneStream solutions, Nell'Armonia is serving clients across France and Israel with services that cover the entire EPM spectrum, from advisory to implementation and maintenance.

Nell'Armonia complements Accenture's existing capabilities and enhances its ability to address clients' needs for analytics-based insights to support finance and end-to-end enterprise planning. As a result, Accenture is even better positioned to support finance departments in accelerating their operations, from the design and implementation of sustainable strategies to the maintenance of management solutions.

### ***Bentley Systems Announces Seequent's Acquisition of Aarhus GeoSoftware***

7 July 2021

Bentley Systems, Incorporated, the *infrastructure engineering software* company, announced that its Seequent business unit has acquired Danish company Aarhus GeoSoftware, a developer of geophysical software. The acquisition extends Seequent's solutions for operational ground water management, and for sustainability projects involving exploration, contaminants, and infrastructure resilience.

Aarhus GeoSoftware, a spinoff company from Aarhus University in Denmark, develops the software packages AGS Workbench, SPIA, Res2DInv, and Res3DInv for the processing, inversion, and visualization of geophysical data from ground-based and airborne electromagnetic (EM), electrical resistivity tomography (ERT) remote sensing, and other sources. AGS software enables users to create 2D and 3D images of subsurface electrical resistivity. The outputs of the software can be used to

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distinguish and differentiate subsurface materials and can subsequently be modeled in Seequent's Leapfrog to aid in various subsurface investigations.

The software uses electric field measurements, collected at ground level or with airborne sensors, to map the subsurface distribution of certain materials such as water, mineral deposits, and clays. Electrical resistivity allows a better understanding of the distribution of materials such as water, mineral deposits, and clays, and when the water contains other compounds such as salt, researchers and industry professionals can infer the distribution.

The genesis of AGS software was to ensure clean drinking water for future generations by mapping groundwater across Denmark. It is now used in many different areas, including locating subsurface faults and cavities to mitigate construction risk, in mining for investigating orebodies and waste rock and tailing processes, monitoring movements of groundwater and contaminants to help understand environmental impacts, modeling dam and tunnel stability, and assessing landslide risk to gauge asset resilience or construction plan impacts. Seequent will continue its tradition of collaborating with universities and research organizations worldwide through ongoing engagement with Aarhus University for the development of AGS geophysical solutions.

Graham Grant, chief executive officer of Seequent, said, "The acquisition will add new geophysical data processing capabilities to our workflows to help advance subsurface investigation and modeling. AGS software, coupled with Seequent's advanced geologic modeling and analysis software, creates a key tool in helping understand and manage groundwater and assessing risk in infrastructure such as dams and canals. We're excited about the new possibilities this opens up for our collective users worldwide, improving life-time digital twins."

Toke Højbjerg Søltøft, chief executive officer of Aarhus GeoSoftware, said, "Seequent's global reach will allow AGS software to positively impact more projects worldwide. As we continue to develop solutions, our users will benefit from our tools being in Seequent's ecosystem and workflow. We're excited to join Seequent and to work together on our shared vision of helping organizations make more informed and sustainable decisions through a better understanding of the subsurface."

## ***Capgemini acquires leading Australian SAP consulting and digital solution provider Acclimation***

5 July 2021

Capgemini announces the acquisition of Acclimation, a leading SAP services specialist, in Australia. The acquisition significantly strengthens Capgemini's SAP capabilities in the region and adds to its client portfolio locally.

Acclimation is a 100+ people strong business providing SAP solutions and leveraging leading cloud technologies. With offices in Melbourne, Sydney, Brisbane and Perth, Acclimation has built a reputation for its industry leading capabilities in the technical and functional areas of SAP, as well as its delivery excellence and innovation. Acclimation has a track record of successful implementations for clients including Coles Group, PowerLink, MMG Limited, NSW Land Registry Services and Dulux Group.

*"By pairing Capgemini's global expertise with the talent and insight of Acclimation; an SAP industry leader in Australia, this acquisition will strengthen our ability to help clients accelerate their transformation to run their entire business in the cloud,"* said Olaf Pietschner, CEO for Capgemini in Asia-Pacific and the Middle East and Member of the Group Executive Committee. *"Following the recent acquisition of Multibook's SAP division in Japan and South East Asia, we will further deepen our networks and capabilities to meet the anticipated growth in client demand for our SAP and cloud*

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*services. We are delighted to welcome them to the team.”*

Rod Taubman, Managing Director, Acclimation said, *“After thirteen years of sustained growth, Acclimation is thrilled to be joining Capgemini. Combining our two SAP practices strengthens Capgemini as a formidable SAP Gold Partner in Australia. I am excited to unlock the many synergies between Acclimation and Capgemini including an added delivery capacity and extended customer footprint.”*

Paul Marriott, President, Asia Pacific Japan, SAP said, *“Capgemini’s further investment in Asia Pacific is testament that organizations in the region are speeding up their move to the cloud and embracing digital transformation. Together with our partners and the wider ecosystem, we bring not only broad, but also very deep expertise to customers across industries. I am confident this acquisition and our combined strength will further accelerate our customers’ journey in becoming intelligent enterprises and empowering Asia’s sustainable future.”*

## ***Hexagon to acquire Infor's EAM business and form a broader strategic relationship with Infor and Koch***

6 July 2021

Hexagon AB, a global leader in digital reality solutions, today announced an agreement to acquire Infor’s global EAM (enterprise asset management) business, for approximately 2,750 MUSD\*. The terms of the agreement include establishing a deeper commercial relationship between Hexagon and Infor as well as Hexagon and Koch Equity Development, both subsidiaries of Koch Industries, Inc. Hexagon gains a best-in-class, SaaS-based asset management solution – Infor EAM – which is used to track assets, digitalise maintenance operations and enable customers in nearly any industry to reach optimum operational efficiency.

EAM solutions provide the foundation of digital innovation in asset-intensive industries, where digital realities, or digital operational twins, are increasingly leveraged to provide a single source of truth and complete line-of-sight to ever-changing situations. This includes the condition and performance of fixed assets – from capital and process equipment (machines, trucks, valves, turbines, and pumps) to critical infrastructure (road, railway, pipeline and communications networks) to entire buildings and facilities. The Infor EAM solution is highly scalable and easily configurable to meet the needs of specific verticals, such as mass transit, food and beverage, facilities management and much more.

Customers in manufacturing, power and energy, facilities, transportation and more utilise Infor EAM to monitor, track and extract the most value from their assets while mitigating risks associated with operational downtime and unnecessary, unplanned costs. With Infor EAM, customers can put their operations to work for them - optimising business processes and asset maintenance strategies to ensure operational efficiency and asset reliability. Key capabilities of the Infor EAM solution include work order management, inventory optimization, safety and compliance measurement and reporting, asset planning and decision-making and mobile application extensions. The Infor EAM solution also includes APM (asset performance management) capabilities, enabling integration of real-time asset data for condition monitoring, and can also integrate with mapping and positioning solutions as well as live camera and sensor feeds for asset visualisation and tracking.

“Infor EAM is continuously ranked by analysts as a market leader among best-of-breed EAM solutions and is considered by thousands of customers as one of the industry’s most compelling solutions,” says Hexagon President and CEO **Ola Rollén**. “Hexagon’s decision to acquire this business is a strong endorsement of our mission to put data to work to enable autonomous, connected ecosystems that boost

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efficiency, productivity, quality and safety for our customers.”

“Adding an enterprise asset management system to our portfolio puts us in a unique position to drive further digital transformation across our customer base. By integrating Infor EAM’s built-in, industry-specific asset management capabilities with our digital reality solutions and platforms, we can improve capital asset performance in ways beyond what EAM can achieve standalone – from enhancing predictive maintenance and reducing energy usage to supporting other sustainability initiatives,” continued **Rollén**. “Infor EAM customers and partners can expect a smooth transition with significant synergies that will produce faster growth and greater opportunities, including expansion into new verticals as well as underserved markets such as Asia Pacific.”

Moving forward, Hexagon and Infor, a global leader in business cloud software specialised by industry (CloudSuite), will form a strategic partnership comprised of reseller agreements and opportunities to accelerate cross-selling of complementary solutions across common customers in markets such as automotive, discrete manufacturing, and public safety.

Further, several Koch companies are already valued customers of the Infor EAM solution and Hexagon’s enterprise project performance and industrial facility solutions. To unlock additional value for Koch companies across the entire lifecycle of their manufacturing assets – from initial design to day-to-day operations – Hexagon and Koch have signed a Strategic Alliance Memorandum of Understanding to further expand the use of Infor EAM and Hexagon’s solutions.

The Infor EAM business has approximately 500 highly skilled professionals serving nearly 3,500 customers globally. Infor EAM will be reported under Hexagon’s Industrial Enterprise Solutions segment but serve all Hexagon businesses focused on asset-intensive ecosystems like manufacturing, industrial facilities, mines, farms, autonomous mobility, buildings, infrastructure, cities & nations, and defence.

## **Transaction overview**

Infor’s EAM business’ revenue for 2021 is forecasted at 184 MUSD with an adjusted operating margin of more than 40 per cent after integration and annual recurring revenue above 70 per cent. Infor’s EAM business is driving a transition of its customer base to SaaS, which is expected to be over 40 per cent of revenue in 2021 (over half of software revenues) and has been growing at a trailing 3-year Compound Annual Growth Rate (CAGR) of approximately 35 per cent. Given the strong fit of Infor EAM across Hexagon’s businesses, the transaction is expected to generate sales synergies, growing to approximately 100 MUSD by 2026. Transaction and integration costs including Purchase Price Allocations (PPA) and deferred revenue adjustments affecting the income statement will be communicated as soon as access to accounting has been obtained and the calculations are completed.

Under the terms of the agreement, Hexagon AB will pay 800 MUSD in cash and issue 132.6M series B shares to Koch, in accordance with the mandate granted by the Annual General Meeting 2021. The total purchase price will be approximately 2,750 MUSD based on an agreed share price of 125.73 SEK, on a cash and debt free basis. The exact total purchase price is dependent on the share price at the closing of the transaction. After the completion of the transaction, Koch will own 4.9 per cent of the equity in Hexagon AB and become a long-term, active shareholder in addition to the business partnership. Hexagon’s main shareholder, MSAB, has the intention of suggesting Brett Watson, President of Koch Equity Development, to the Hexagon nomination committee for nomination to the Board of Directors as soon as feasible post-closing.

After the non-cash issue, Hexagon’s share capital will amount to 85,761,451 EUR. Including the new shares, the acquisition is expected to be accretive to Hexagon’s adjusted earnings per share (before PPA

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and other purchase accounting adjustments) as of closing.

Completion of the transaction is subject to regulatory approvals and other customary conditions, which are expected to be fully completed during the fourth quarter 2021. Completion of the transaction is also subject to various other contractual clauses, including certain rights in the event of a material adverse change in relation to the parties' businesses or valuations.

**\*Key facts:**

- Purchase price of approximately 2,750 MUSD on a cash and debt free basis of which:
  - 800 MUSD in cash
  - 132.6M Hexagon AB series B shares corresponding to approximately 1,950 MUSD, based on an agreed share price of 125.73 SEK
- The exact total purchase price is dependent on the share price at the closing of the transaction
- The cash consideration will be fully financed via existing debt facilities resulting in a proforma net debt to EBITDA ratio of approximately 1.75 after the transaction
- Infor EAM will be accretive to Hexagon's adjusted earnings (before PPA and other purchase accounting adjustments) as of closing

## Company News

### ***Accenture and Avanade Named Microsoft 2021 Global Alliance SI Partner of the Year for 16th Time***

8 July 2021

Accenture and Avanade have been named the 2021 Microsoft Global Alliance SI Partner of the Year for the 16<sup>th</sup> time. The companies have been recognized with a total of nine awards in 2021 for demonstrating excellence in innovation and implementation of customer solutions based on Microsoft technology.

In addition to being named the 2021 Global Alliance SI Partner of the Year, Accenture and Avanade have also been named:

- Automotive Partner of the Year
- Dynamics 365 Customer Insights Partner of the Year
- Dynamics 365 Customer Service Partner of the Year
- Dynamics 365 Supply Chain Management & Finance Partner of the Year
- Employee Experience Partner of the Year
- SAP on Azure Partner of the Year
- Canada Country Partner of the Year
- Ireland Country Partner of the Year

“We are thrilled be recognized again as the Global Alliance SI Partner of the Year, which underscores our ongoing commitment to helping clients radically improve agility, come up with new business models and reach their customers in new ways with Microsoft technology,” said Chris Howarth, senior managing director and Accenture Microsoft Business Group Lead. “The powerful combination of Accenture’s industry and technology experience, Avanade’s executional rigor to embed industry,

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innovation and insight into the very heart of business, and Microsoft's trusted enterprise platform enable us to accelerate the path to value for clients."

Accenture and Avanade were also named finalists in seven categories, including: **Digital Transformation SI; Dynamics 365 Sales; Energy; Manufacturing; Media and Communications; Migration to Azure; and Nonprofit.**

"It's a tremendous honor to be named Global Alliance Partner of the Year for a record 16<sup>th</sup> time," said Pam Maynard, chief executive officer of Avanade. "These awards are testament to our unique long-standing relationship and solidify our position as the market leader – through our unrivalled breadth and depth of Microsoft capabilities and our deep industry insights – enabling us to make a genuine human impact for our clients, their employees and their customers."

"Our decades long alliance with Accenture and Avanade is stronger than ever, and we continue to build on our collaboration to help customers overcome extraordinary disruption and lead their industries into the future," said Judson Althoff, Microsoft's executive vice president and chief commercial officer. "These awards recognize the tremendous value that we are delivering together."

Together, Accenture and Avanade have delivered more than 35,000 Microsoft projects for more than 12,000 clients across over 20 industries around the world. The companies have been named Microsoft Alliance Partner of the Year 16 times, more than any other partner.

## ***Atos Scaler onboards 8 new start-ups to accelerate Atos customers' digital transformation***

7 July 2021

**Atos announces that 8 new start-ups are joining "Scaler, the Atos Accelerator" program, which now includes 20 start-ups. These start-ups will complement Atos' industry-centric portfolio and boost its go-to-market, with a specific focus on decarbonization and digital security. Since its launch, Atos Scaler has fostered open innovation projects that are ever closer to customers' business needs.**

*"We can undoubtedly say that our Scaler startups complete and boost our go-to-market with additional industry-focused solutions and emphasis on digital security and decarbonization. Atos' approach is perfectly consistent with our transformation plans and allows us to address very specific customer needs. The new startups integrating Atos Scaler are particularly innovative and reinforce our leadership position in secure and decarbonized digital."* said **Elie Girard, Atos CEO.**

Over the last few months, more than 50 customer meetings involving Scaler's startups have been held across the world, pro-actively addressing co-innovation with customers on their digital transformation agenda and opening new business opportunities in various industries such as energy & utilities, manufacturing, healthcare, media, finance or the public sector – with innovative solutions such as energy platform management, a computer vision platform for manufacturing, smart video thumbnails for a TV channel, patient clinicians digital platform for hospitals, sustainable finance, decarbonization of processes, or eco-design applications, etc.

The new startups joining the Atos Scaler accelerator program are:

### **Decarbonization focus**

- **Carbon Minds** (Germany) – builds the world's largest life cycle database for the chemical industry with the aim to reduce its environmental impact.
- **Circular Computing** (UK/USA/UAE) – offers carbon neutral remanufactured HP, Dell and

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Lenovo laptops, creating a more ethical, sustainable and socially responsible way to buy enterprise grade IT.

- **Woop** (France) – offers a one-stop-shop last mile delivery platform to orchestrate delivery needs and offerings for retail and logistics industries, including decarbonization criteria.

## Digital security focus

- **Cerbair** (France) – provides homeland security solutions to the defense sector with revolutionary counter-drone technology.
- **ProvenRun** (France) - resolves the security challenges linked to the deployment of connected devices and of the Internet of Things.
- **Otorio** (Israel) - delivers the next-generation of OT industrial cybersecurity and digital risk-management solutions and services.
- **Iptoki** (Canada) - develops a highly innovative solution based on behavioural biometrics, AI algorithms which is validated by distributed registers (blockchain).

## Digital business focus

- **Kore.ai** (USA) - provides an intelligent virtual assistant that delivers personalized conversational banking experiences across a wide range of voice and digital channels.

These startups are joining the startups and SMEs which had already been onboarded. Atos Scaler now includes:

### Healthcare & Life Sciences

- Big Picture\*

### Manufacturing

- Carbon Minds\* <sup>NEW</sup>
- SiaSearch

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### Resources & Services

- Opinum
- Sentient Science\*
- Woop\* <sup>NEW</sup>

### Financial Services & Insurance

- DreamQuark\*
- Kore.ai <sup>NEW</sup>

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### Public Sector & Defense

- Cerbair <sup>NEW</sup>

### Telecommunications & Media

- Synchronized

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### Digital Security

- Claroty
- United Biometrics
- ProvenRun <sup>NEW</sup>
- Otorio <sup>NEW</sup>

### Decarbonization

- Circular Computing\* <sup>NEW</sup>
- Greenspector\*
- Plan A\*
- Tier 1 Asset Management Ltd.\*

## Advanced Technology

- IQM
- IPToki <sup>NEW</sup>

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*\* Startups with which Atos is working on decarbonization projects*

## ***Autodesk to Present at Upcoming Investor Conference***

6 July 2021

Autodesk, Inc. announced its executives will present on Autodesk Tandem, a digital twin platform for AEC industries, July 12, 2021, 11:00AM Eastern Time. A live webcast and replay of the presentation will be available through Autodesk's Investor Relations Website. Please go to the Website 15 minutes early to register, download and install any necessary software. For more information, please call Autodesk Investor Relations at 415-507-6373.

## ***AVEVA Recognized as the Winner of 2021 Microsoft Energy Partner of the Year***

9 July 2021

AVEVA, a global leader in industrial software driving digital transformation and sustainability, announced it has won the 2021 Microsoft Energy Partner of the Year Award and was also named the finalist (runner-up) of 2021 Microsoft Sustainability Changemaker Partner of the Year Award. The company was honored among a global field of top Microsoft partners for demonstrating excellence in innovation and implementation of customer solutions based on Microsoft technology.

“We are delighted to win Microsoft’s prestigious Energy Partner of the Year award and be named a finalist for Sustainability Changemaker Partner of the Year. These awards recognize our industry-specific expertise in enabling energy and manufacturing companies to meet their sustainability goals and achieve business resiliency through advanced digital technologies during these globally transformative times,” said **Kerry Grimes, Head of Global Partners, AVEVA**. “AVEVA empowers customers with real-time energy operational data management, integrated with AI and analytics to help manage their energy consumption and emissions. Our purpose, values and strategy create long term value and we are aspiring to a world, where economic growth supports environmental sustainability.”

The Microsoft Partner of the Year Awards recognize Microsoft partners that have developed and delivered outstanding Microsoft-based solutions during the past year. Awards were classified in various of categories, with honorees chosen from a set of more than 4,400 submitted nominations from more than 100 countries worldwide. AVEVA was recognized for providing outstanding solutions and services across the energy sector.

The Energy Partner of the Year Award recognizes a partner organization that excels at providing innovative and unique services or solutions based on Microsoft technologies to energy companies – which include oil & gas, power & utilities, mining and renewables – demonstrating thought leadership in their industry.

By collaborating with Microsoft, AVEVA has the power to elevate how the energy industry can operate, by marrying the power of industrial data, AI and human insight with the scale, breadth and latency of cloud. Aligning efforts with Microsoft, AVEVA has templated its best practices and vertical solutions to become repeatable, scalable and adaptable to fit agnostically with other software stacks, thereby

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enabling rapid implementation and payback. Today, organizations deploying combined AVEVA Energy Management and Performance Solutions can realize reductions in project implementation times of up to 60% when compared to bespoke implementations of intelligent operations – thanks to a real-time, 360-degree view of the value chain, and predictive maintenance and operations.

As a finalist for the Sustainability Changemaker Partner of the Year Award, AVEVA was recognized for providing innovative and unique solutions based on Microsoft technologies that help customers solve challenges of sustainable digital transformation. Sustainability changemakers drive purpose-driven digital transformation that powers a more sustainable world.

AVEVA provides industrial software that inspires people to shape a sustainable future. The combined solutions span engineering and operations, enabling AVEVA to be well positioned to help increase energy efficiency, minimize noxious emissions and optimize the effective use of valuable natural resources, advancing sustainable development across diverse sectors.

“I am honored to announce the winners and finalists of the 2021 Microsoft Partner of the Year Awards,” said **Rodney Clark, corporate vice president, Global Partner Solutions, Channel Sales and Channel Chief, Microsoft**. “These remarkable partners have displayed a deep commitment to building world-class solutions for customers—from cloud-to-edge—and represent some of the best and brightest our ecosystem has to offer.”

## ***Christophe Sut new member of Sandvik’s Group Executive Management***

8 July 2021

Sandvik has appointed Christophe Sut as President of the Sandvik Manufacturing Solutions Business Area Segment and a new member of the Sandvik Group Executive Management, effective no later than 1 January 2022.

Christophe Sut is since 2016 the Executive Vice President and Head of ASSA ABLOY Global Solutions, a business unit within division Global Technologies. Christophe Sut has a background from leading businesses targeting many different customer verticals, where a strong focus has been to create digital offerings and business models with recurring revenue, growing both organically and through acquisitions.

“I am convinced that Christophe’s extensive experience in establishing profitable growing businesses, focusing on digital solutions based on an existing core hardware business, will be exactly what we need for Sandvik Manufacturing Solutions and our growth plans going forward. Christophe has a background in marketing, a strong customer focus, a solid understanding of technology, and excellent leadership skills. I’m confident that he will add substantial value as a member of the Group Executive Management, as well as to the Sandvik Manufacturing Solutions’ leadership team,” says Stefan Widing, President and CEO of Sandvik.

Christophe Sut’s previous experience includes several different roles within ASSA ABLOY, as well as positions within the Niscayah Group, ITW Group and SAM Outillage. He was born in 1973 and is from France, but also has a Swedish citizenship.

## ***IFS Selects Technodyn As Exclusive Distributor To Lead Growth In Sub Saharan Africa***

5 July 2021

**IFS has entered into an exclusive distribution agreement with Technodyn across sub-Saharan Africa. Technodyn will be empowered to grow IFS' presence in this market as the lead partner and to become the market face of IFS in the region.**

Technodyn is a subsidiary of Technodyn Holdings, a Level 1 Broad-Based Black Economic Empowerment (B-BBEE) company that has a proven track record partnering exclusively with OEMs to develop their market presence, accelerate growth, and consistently deliver quality service to customers and partners.

As IFS focuses on developing Cloud enterprise applications that embed the latest performance and digital technologies, it needs to consider the most effective way to bring these products to market and deliver value to customers. Globally, IFS is committed to a partner-first business model that sees IFS working closely with partners to address customer needs and to expand the IFS footprint. In Sub-Saharan Africa, IFS believes that evolving this into a partner-led market approach is the most effective way to build its business in Africa.

As part of the appointment, Technodyn will be the lead partner through which IFS offerings will be procured for the Sub-Saharan African market. The investment and focus that Technodyn will provide will accelerate the expansion of the IFS footprint and maximise the growth opportunity in the Sub-Saharan African market.

Technodyn will also build a Certified Training Centre, thereby ensuring customers and partners have access to the full suite of training and enablement services from IFS in addition to the global IFS Academy.

Merlin Knott, Global Head of Partner & Channels for IFS, said: "Our customers and partners will benefit from Technodyn's commitment to develop the momentum and growing IFS' presence in Sub-Saharan Africa through its long-term vision. We will work in in close collaboration with Technodyn to ensure this transition to a partner-led approach is smooth for our customers and partners to build on our successes together."

Technodyn Holdings' CEO Kooban Naidoo added: "We are proud to partner with IFS in this way. Like IFS, we are very dedicated to delivering value and great experience, and these synergies, combined with IFS' cloud applications, mean we are confident that current and future IFS customers will achieve significant business value as they move ahead with their digital transformation strategies on IFS. We are committed to building on the high standards of services they have come to expect from their strategic business partner, and we are very much looking forward to our mutual successes over the coming years."

This move underpins IFS' commitment to developing a truly effective and world-class ecosystem of partners to provide the most successful outcome for customers, partners and IFS within each business region, enabling IFS to focus on its core competencies; offering customers choice and delivering exceptional value through its market-leading cloud applications and services.

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## ***Nemetschek Group: Strategic Investment in US Start-Up and AI-Expert Reconstruct***

8 July 2021

The Nemetschek Group, one of the world's leading software providers for the AEC/O industry, participated in the series B financing round of Reconstruct, the US-based leader in remote quality control and progress tracking software powered by Computer Vision and artificial intelligence (AI). Jon Elliott, Chief Division Officer, Build & Construct Division and Member of the Executive Board of the Nemetschek Group will join Reconstruct's Board of Directors.

Led by the Nemetschek Group and along with other leading AEC companies and tech titans, Reconstruct secured a total of around \$17 million to develop remote quality control for construction and real estate, which in turn will make on-time and on-budget projects a reality. This infusion of capital will accelerate Reconstruct's product roadmap and global expansion.

Reconstruct's CEO, Zak MacRunnels, explains, "It is exciting to see major AEC technology companies like the Nemetschek Group value the transformational uniqueness of our software-as-a-service. Their investment enables us to deliver our multi-patented automated detection offering that adds significant efficiencies to the workflow delivered by general contractors to owners."

"Tackling the industry's biggest challenges, Reconstruct is leading the way in applying Computer Vision and AI to aid managers in understanding the quantity and quality of work completed and providing a project record for building and infrastructure projects," says Jon Elliott, Chief Division Officer, Build & Construct Division and Member of the Executive Board of the Nemetschek Group. "We are excited to fuel Reconstruct's growth through this investment and by connecting them with our open partner ecosystems of Bluebeam and other Nemetschek brands across architecture, engineering, construction and operations, thereby expanding the value of digitalization for the AEC/O industry."

Reconstruct has continued its pace of 300% growth over the past 2 years. The company provides its software to customers ranging in complexity from 7-Eleven and McDonalds to billion-dollar construction firms and industrial and infrastructure owner-operators. Pfizer, for example, utilizes Reconstruct on their production facilities around the world.

The investment is a perfect fit to the Nemetschek Group strategy of supporting young companies to shape the future AEC/O market and drive innovation. See also a recent announcement about the participation in the series A financing round of fast-growing Contech startup Sablono, the market leader in digital lean technology for construction enterprises.

## ***Nominations Now Open for 2021 Infor Customer Excellence Awards***

6 July 2021

Infor, the industry cloud company, announced that the 2021 Infor Customer Excellence Awards are now open for submissions. These awards distinguish customers that drive innovation and showcase exceptional results in business performance after implementing Infor cloud-based applications and services. Winners will be announced this November in Las Vegas at Inforum 2021, Infor's annual user conference.

"This year was one of change – changing needs of employers, employees, governing agencies, consumers, customer behavior, competitor landscapes, supply chains and so on. For many, competitive advantages have shifted as we adapt to new market realities, and we believe organizations that are embracing this change and using technological innovation as a platform to propel their businesses can continue to grow, accelerate and succeed in the market as the pandemic subsides," said Nancy

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Mattenberger, Infor global chief customer officer. “The Infor Customer Excellence Awards give us a platform to formally recognize all of the innovative work our customers have done this year in the face of a global economic crisis using Infor solutions to push boundaries and achieve excellence within their organizations in unique ways.”

The awards identify customers that have displayed excellence in various business operations. Each candidate will be evaluated by a panel of Infor solution and industry experts based on scope and depth of performance improvement, quantifiable business benefits, customer focus and satisfaction, and technology use and innovation. The deadline for customer submissions is July 21. Nominees must be current Infor Cloud customers that have made a significant impact in their organizations by using Infor solutions and are willing to share their stories. Winners will receive special recognition at Inforum—along with a personalized award, brand amplification through media exposure, and more.

## ***OPTITEX EXPANDS ITS FABRIC MANAGEMENT OFFERING WITH VIZOO AND SWATCHBOOK***

8 July 2021

Optitex®, a global provider of integrated end-to-end 2D & 3D CAD/CAM software solutions for the fashion & apparel, automotive, and upholstery industries, collaborates with two internationally-acclaimed market leaders, **VIZOO**, a provider of the advanced industry-leading U3M-compatible 3D fabric scanner, xTex, and **swatchbook inc**, a leading cloud-based digital materials platform.

Partnerships with both vendors will enable Optitex customers to access and enjoy a rich variety of scanned materials, and create more realistic 3D garments, to share with their buyers and marketing channels, and in turn, make fabric management easier and more affordable.

The latest Optitex version, O/21, includes a host of newly digitized fabrics from VIZOO and swatchbook (downloadable via PDS 3D SamplePack), from ubiquitous suede, rib, knit, heather, and corduroy, to specialized materials, such as zipper backing, dry fit, birds eye mesh, leather snake, and laces. These materials are ready for use in Optitex PDS, bringing superior realism to digital garments. Moreover, the swatchbook-Optitex partnership gives users access to 70 additional real sourceable materials available for free download from a dedicated swatchbook-Optitex portal.

To further enrich their digital material library independently, users can deploy Optitex’s **Material Converter** to import additional VIZOO materials, and materials hosted on swatchbook to Optitex PDS, and expand their material range even more, with additional options for realistic 3D rendering. With the surge in e-commerce and digital workflow adoption that demands both high fidelity and accurate simulation, combined with appealing, eye-catching 3D rendering, Optitex uniquely offers the exact combination of both, plus its prime focus on highly-accurate garment simulation.

Amir Lehr, CEO of Optitex, said, “Our extended partnership with market leaders, VIZOO and swatchbook, brings concrete added value to our customers, enabling them to access a wide selection of digital fabrics in their virtual design prototypes to create impressive and reliable 3D rendering of fabrics. This is an integral part of Optitex’s recent and planned enhancements in our rendering infrastructure, to consistently give our customers the digital tools they need – from design to development and marketing, on every job.”

“We have witnessed an unprecedented demand for premium-quality digitized fabrics from global retailers and brands,” said Martin Semsch, Founder & CEO of VIZOO. “Extending our close partnership with Optitex, will enable us to offer our accumulated experience and expertise to Optitex customers, allowing them to benefit from a rich materials library, and ultimately, boost the quality of their 3D

rendering across the board.”

Yazan Malkosh, Founder & CEO of swatchbook, said, “We are proud to partner with Optitex, and complement Optitex’s advanced digital design tools with a broader selection of digital fabrics and scanned materials coming directly from suppliers. Together, we can enrich the user experience for Optitex customers around the globe, and in turn, help them create exquisite, high-quality designs with real sourceable materials, rather than abstract shaders.”

## ***Polytechnic University of Bucharest wins 10th edition of the Atos IT Challenge***

8 July 2021

Atos, a global leader in digital transformation, announces the winners of its international student competition, the Atos IT Challenge. The 3 winning teams were presented with their awards yesterday during the Ceremony which took place during the Atos Technology Days.

Now in its tenth year, the competition saw 144 teams from 28 countries around the world compete on the theme: “**How can Digital Decarbonize Non-Digital?**”.

The goal of the challenge is to develop digital solutions that will support multiple areas of decarbonization and decarbonization initiatives, helping companies and society to tackle climate change. The teams had to develop a functioning application, mobile app, service, or simulation to support industry, commerce, or individuals in the drive for decarbonization.

After an initial first round in which 15 teams were selected, the Atos IT Challenge Jury, made up of experts and Atos executives[1], chose three finalists. These are:

- **1<sup>st</sup> prize and competition winner: Polytechnic University of Bucharest, Romania**

Tire2Tire is a hardware device that helps truck drivers to reduce the amount of fossil fuel used improperly and minimize the carbon emissions of their vehicles. By using a machine learning algorithm, Tire2Tire catalogs the viability of truck tires and sends the data to truck fleet managers, responsible for their maintenance. The team won €10,000.

- **2<sup>nd</sup> prize: Fh Südwestfalen, Germany**

GreenList is a mobile application-based smart shopping list that simplifies grocery shopping and contributes to CO2 emission reduction in the food industry. The application empowers consumers to choose the most sustainable products for their money. As a result, the demand for climate-friendly products increases, which in turn decreases CO2 emissions. The team won €5,000.

- **3<sup>rd</sup> prize: Université Paris 1 Panthéon-Sorbonne, France**

green'it is a mobile application that connects users to a network of enterprises which are verified to be committed to sustainable consumption, as well as to a range of green associations that are looking for help in environment protection activities. The team won €3,000.

Each student in each of the three teams was offered the opportunity to do either an internship at Atos or to work together with the company to develop their project.

- **Special Prize: German University in Cairo, Egypt**

BeatTheReceipt uses the latest technologies to find an alternative process to printing receipts. It digitalizes the process of printing receipts by generating QR codes that redirect the customer to his receipt when scanning the QR code.

Commenting on these results, **Sophie Proust, Group Chief Technical Officer, Atos** said:

*“Congratulations to our winners and to all of our contestants! I am so impressed by the outstanding*

*creativity and the quality of the contributions of this tenth edition. Decarbonization is key when it comes to digital technologies, it's also at the core of Atos' strategy, and we're very proud to encourage the new generation to contribute to a more sustainable world".*

Atos also revealed the theme for the **IT Challenge 2022: "To the Moon... to Mars... and to the stars"**. Next year's participating teams will have to explore how data can be used from space within digital data driven ecosystems to advance humanity's progress, both in space and on Earth.

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

## ***Rand 3D Launches New Creo 7.0 Training Courses and Creates Customizable Learning Paths***

7 July 2021

Rand 3D a division of Rand Worldwide, Inc., has launched new training offerings to help transform the effectiveness of entire teams from beginners to power-users of both Creo Parametric 7.0 and Creo Simulate 7.0 software. In addition to its instructor-led courses, Rand 3D offers world-class, self-paced eLearning content and has developed the unique Creo ProductivityPASS, an innovative subscription-based learning option. Together, these three offerings give Creo users the ultimate flexibility empowering them to learn the skills they need in a format best suited to them.

### **Instructor Led Classes**

Rand 3D's dedicated instructors share invaluable insights via in-person or LIVE Online classes ranging from *Creo Parametric: Introduction to Solid Modeling* to *Creo Simulate: Structural and Thermal Analysis*. The experience and expertise of these trainers enables Rand 3D to offer a comprehensive list of courses critical for every new or existing Creo user.

### **Self-Paced eLearning**

As remote teams become more prominent in the workforce, Rand 3D continues to bolster its asynchronous learning content with its popular online platform, ProductivityNOW. To expedite the learning process, all the content from the newly released Creo 7.0 courseware is organized into 36 learning paths within ProductivityNOW where users can search for their specific point of need and instantly find the "how-to" details on that topic. This information is supported through engaging eLearning content that presents learning topics in multiple formats including text-based lessons, hundreds of high-quality videos produced by Rand 3D instructors, practice exercises, and review quizzes that ensure comprehension and knowledge retention.

### **Creo ProductivityPASS**

Maximizing productivity is all about accessing the right content in the way each user chooses to consume it. For one price, this new hybrid online learning option gives subscribers unlimited access to instructor-led training and online content designed to help Creo users accelerate product innovation and build better products faster.

"No matter the industry, companies of all sizes are facing the challenge of recruiting and retaining their employees," says Paul Burden, director of eLearning solutions and digital content, Rand Worldwide. "It has been clearly demonstrated that companies who continue to invest in training for their teams produce more productive employees with higher job satisfaction. In addition, consistent onboarding and training

initiatives are critically important to both prospective employees and the employers, and Rand 3D's programs and tools can be a valuable complement to a company's recruitment, training and retention initiatives."

## ***Rockwell Automation Announces the First Platinum Partner to its OEM Partner Program, BID Group***

2 July 2021

Rockwell Automation, Inc., the world's largest company dedicated to industrial automation and digital transformation, announced the first company to be designated as a Platinum OEM Partner in the newly evolved global Original Equipment Manufacturer (OEM) Partner Program: BID Group. BID, with a diverse line of wood processing equipment, is one of the only integrated companies in North America that can manage every step of a project to its completion with a wide range of products and services to satisfy customer needs throughout the asset life cycle.

In late 2020, Rockwell Automation evolved its OEM Partner Program globally, establishing levels of participation based on need and output. As a Platinum OEM Partner, BID takes advantage of a true partnership approach with Rockwell Automation with executive-level engagements and alignment with strategic growth opportunities. Additional connection points include utilization of newly acquired company Fiix, along with various services for digital transformation.

"We are excited to welcome BID as our first Platinum OEM Partner within Rockwell Automation's OEM Partner Program," said Johannes zu Eltz, Vice President of Global Market Access. "The Platinum designation formally recognizes BID as a leader in their industry, delivering positive outcomes based on Rockwell Automation technology. Participation in Rockwell Automation's Partner Ecosystem enables BID and Rockwell Automation to deliver unrivalled co-marketing opportunities, coordinate market planning with our sales force, and improve customer engagement with co-managed objectives."

As the enhanced offering now provides increased market access opportunities, simplification, and standardized product alignment for manufacturers, enabling participants to fully leverage Rockwell Automation technology, the company expects more platinum level partners, as well as a number of gold, silver and bronze, to join the program, making it a world-class opportunity for original equipment manufacturers.

"BID is pleased to reach this designation through Rockwell Automation's OEM Partner Program," said Steven Hofer, Executive Vice President, Strategy & Business Development. "This designation level is especially important to us because it is the only global designation within the program, which further supports our equipment and technology solutions that are primarily built around Rockwell Automation controls and automation technology. This will continue to differentiate BID Group and our focus on operational life cycle excellence with our global customers."

## ***Students Can Jump-Start Their Careers with New Offers Now Available from Dassault Systèmes***

8 July 2021

Dassault Systèmes announced the official availability<sup>1</sup> of three student editions on the 3DEXPERIENCE platform that are tailored to help students prepare for their future careers. In a global economy where existing jobs are transforming and new job skills are emerging, students can experience the digital technologies used by industry, develop in-demand skills, and achieve industry-recognized certifications that distinguish their technical expertise.

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Through an easy online click and buy experience, students can purchase an affordable, one-year license to any of the following 3DEXPERIENCE Edu solutions for individual students:

- 3DEXPERIENCE SOLIDWORKS for Students: intuitive 3D design applications to quickly innovate and create prismatic and organic shapes with ease
- 3DEXPERIENCE CATIA for Students: powerful applications to create and manage the design and engineering of sophisticated mechanical projects
- 3DEXPERIENCE Engineer for Students: a suite of integrated applications covering the design, simulation and manufacturing ecosystem on the 3DEXPERIENCE platform

Each 3DEXPERIENCE student edition provides a set of dedicated learning paths toward certification including SOLIDWORKS and CATIA Associate certifications. Students also gain access to live webinars and opportunities for real-time communication with a global online community of peers and Dassault Systèmes experts.

The early adoption of the latest digital technologies can potentially play a role in students' job prospects. In fields like mechanical engineering, for example, students who have skills in advanced technologies such as virtual simulations, could be in high demand by companies seeking to reduce product development cycles.<sup>2</sup>

Dassault Systèmes' three new offers enable students to develop workforce capabilities in collaboration, project management, data intelligence, and other highly sought after areas.

3DEXPERIENCE Edu is also offering a hub for job opportunities in all industry sectors by referencing job openings for qualified students that request skills in Dassault Systèmes applications.

<sup>1</sup>Click & Buy is available in the following countries: Algeria, Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany, Ireland, Italy, Japan, Luxembourg, Morocco, the Netherlands, Portugal, Spain, Sweden, United Kingdom, and the United States.

<sup>2</sup>Bureau of Labor Statistics, U.S. Department of Labor, Occupational Outlook Handbook, Mechanical Engineers

## ***TATA TECHNOLOGIES PARTNERS WITH STRATASYS TO BOLSTER THE INDIAN MANUFACTURING ECOSYSTEM WITH ADVANCED ADDITIVE MANUFACTURING TECHNOLOGIES***

7 July 2021

Tata Technologies, a leading global engineering, and product development digital services company, announced that it has partnered with Stratasys, a global leader in additive manufacturing / 3D printing technology to corroborate the Indian manufacturing ecosystem with advanced additive manufacturing technologies.

The manufacturing sector in India has been fraught with various challenges to meet the contemporary needs of end users, which include higher precision, faster time-to-market, mass product customization and automation. Organizations have thus focused on leveraging new technologies such as rapid prototyping and 3D printing via computer-aided design software using a range of raw materials such as plastic, thermoplastic, metal, fibre, resin and ceramic to produce sophisticated designs at minimal costs and lower raw material usage.

This partnership will combine complete capabilities and offerings of Stratasys' in the polymer space in terms of products designed to yield functional prototypes in multi-color, machines best suited for manufacturing tooling components, systems focused on mass production applications along with deep manufacturing domain knowledge and robust presence of Tata Technologies in the manufacturing sector

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to deliver end-to-end solutions from concept to prototyping to manufacturing companies based out of India.

**Mr. Anand Bhade, President & Global Head of Technology Solutions, Tata Technologies,** said, “As manufacturing companies focus on enhancing their competitiveness in the new reality, disruptive technologies like additive manufacturing will provide them the necessary impetus to develop and deliver better products to its customers. We are happy to collaborate with Stratasys and offer world-class 3D printing technologies to the Indian manufacturing industry to help it become more competitive.”

**Mr. Rajiv Bajaj, MD, Stratasys India and SEA,** said, “As companies look for technology solutions to address vulnerabilities in manufacturing and supply chain logistics, additive manufacturing will play a far bigger role in product innovation going forward. Our partnership with Tata Technologies further strengthens Stratasys’ commitment to drive additive manufacturing adoption in the Indian industry. We welcome Tata Technologies, one of the most trusted brands in India, to our ecosystem and are confident that this partnership will accelerate technological transformation in Indian industry and academia with best-in-class Stratasys technology.”

## ***Training and empowering the next generation of engineers through high school partnerships***

30 June 2021

As part of its mission to train and empower the next generation of engineers, Siemens Digital Industries Software is partnering with Brighton High School (BHS) in Michigan on an early workforce development program. Through technical marketing internships for graduating seniors, Siemens is providing a unique opportunity for these students to apply their skills in Computer Aided Design (CAD). These students will help design and modify models and to learn to work with tools from the Siemens’ Xcelerator™ portfolio of software, offering a head start in not only their academic pathway, but their future careers, too.

Matt Jourden, Engineering Technology Teacher at Brighton High School has been instructing students in CAD for over a decade. Mr. Jourden confirms, “This partnership will help us keep the curriculum aligned with industry best practices so we can prepare students for the next steps after high school. Gaining firsthand experience with this technology so they can better understand the day-to-day job of an engineer is a great taste of the industry.” Through the internships, Brighton students will gain access to tools, experiences and mentoring that will help these students advance skillsets at the university level and beyond.

Brighton High School was selected for this partnership in large part due to the success and recognition of their science, technology, engineering, arts, and mathematics (STEAM) curriculum, which was designed to follow best practices and current industry trends. As a result, Brighton students are constantly exposed to new technologies – including Siemens’ software – to better equip them with an understanding of the tools used in the industry. With BHS’ new STEAM Center nearing completion, the partnership with Siemens will provide additional opportunities for students to put education to practice. Siemens’ solutions are trusted by many of the world’s leading companies to design, simulate, and manufacture products across many industries. With access to a range of Siemens solutions including NX™ software, simulation, product data management (PDM), digital manufacturing and manufacturing execution system (MES) software, the program will allow engineering students to build their knowledgebase and understanding of industry operations with first-hand experience.

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Siemens' early workforce development program showcases the value that experience before college can have on the growth and development of students' early workforce years and the colleges, as well. "Through this program, we're giving these students skills and toolsets before they even get to college, so they can hit the ground running when they get there and go even farther," explains David Taylor, Vice President of Strategy and Marketing at Siemens Digital Industries Software. "These kids are getting a huge head start on software skills, knowledge and their careers in industry." Siemens hopes to expand this program to other high schools that showcase significant academic potential.

Siemens' Digital Industries Software supports over 3,000 secondary and post-secondary institutions globally to help empower the workforce leaders of tomorrow. Siemens has made grants of industrial software and hardware that have enabled more than 1 million students around the world to access to the same industrial strength software used by leading companies in all industries. By providing opportunity through workforce development programs, Siemens remains committed to contributing a sustainable positive impact on young professionals so that they can progress and prosper as the leaders of the next generation.

## ***T-Systems steps up in expertise with new AWS certification***

1 July 2021

Deep magenta expertise for your Networking infrastructure

T-Systems has achieved the admission to the AWS Service Delivery Program! This is the latest step in a partnership that started in 2018. Since then, T-Systems has been helping companies to connect their locations securely and smoothly – without any detours.

It was now time to take the next step: In completing an in-depth technical validation and business review, T-Systems' expertise and understanding for AWS Direct Connect Services has been rewarded. Service Delivery Partners follow best practices and have proven their successful delivery to customers.

T-Systems Beyond represents a further development on the basis of which business partners receive highly available, scalable and uninterrupted services for their AWS environments. This gives T-Systems customers a wide and customized range of options to connect to AWS. AWS Regions provide multiple, physically separated and isolated Availability Zones. Connected with low latency, high throughput and highly redundant networking, they enable a more accessible and effective way to design applications and databases.

More capacity, privacy and innovation

As a newly certified AWS Direct Connect Service Delivery Partner, T-Systems now has the exclusive authorization to provision hosted capacities greater than 500 Mbps.

Additionally, its customers can access 1, 2, 5 or 10 Gbps dedicated connections within a few hours only. At select locations, they even benefit from high-bandwidth connectivity with 100 Gbps between AWS and their data center. An increased capacity is especially beneficial for applications that transmit large data sets.

To allow such big capacities, T-Systems has invested in additional monitoring of the health of the network link between with AWS. On top, an automated Monitoring and Alerting solution are in place to provide an early response when needed.

This new certification also proves T-Systems' capacity to deliver a truly private connection based on its combination of AWS understanding and AWS Partner Level. T-Systems customers are no longer exposed to intermediaries aggregating many users on shared cloud exchange platforms.

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Finally, T-Systems now integrates the latest AWS networking constructs available inside the AWS cloud, no later than one month after release. The goal is to keep its cloud connect integration expertise up with the fast-paced AWS Networking Services innovation.

## Advantages

### Technical Expertise

- Deep knowledge of the latest AWS networking features
- Early access to product feature releases and roadmaps
- Validated experience working with specific AWS Direct Connect services & products

### Time savings

- Expert implementation of AWS Direct Connect services
- Efficient deployment based on experience
- Elimination of unnecessary troubleshooting by configuring it right the first time

### Performance efficiency

- Best practices with depth of specific AWS Direct Connect services
- Expertise to help maximize investment
- Optimal service configuration that can reduce total costs

## Event News

### ***CGS to Partner with AAPN on Webinar: “4 Steps to Digitally Transform Your Factory Floor”***

7 July 2021

CGS, a global provider of business applications, enterprise learning and outsourcing services, announced a partner webinar, “4 Steps to Digitally Transform Your Factory Floor,” with Americas Apparel Producers Network (AAPN), an international apparel industry business network, at 2 p.m. EDT on Tuesday, July 27, 2021. The session will help fashion and textile manufacturers empower their factory floor workforce to leverage shop floor control technology to navigate disruptions and bring efficiency, productivity and profitability as to the business.

“Because today’s fashion brands are struggling with new requirements and ever-changing consumer demands, manufacturing business process and strategies need to be adjusted for the new normal,” said Paul Magel, President, Business Applications division, CGS. “This webinar can help fashion and sewn product companies in their digital transformation process. They will gain insight on best practices for exceeding factory floor requirements – from increased output to compliance – necessary in today’s competitive market.”

The webinar will provide industry insight and expertise from CGS speakers: Mihaela Coapsi, VP, Manufacturing Systems; Michael Penchansky, VP, Global Business Development, and Joey Knight, Sales Director. The team has decades of industry experience providing retail, apparel and consumer lifestyle brands with end-to-end solutions.

The webinar will address how to:

- Explore and leverage Shop Floor Control's many benefits

- Measure ROI of Shop Floor Control
- Achieve the factory of the future – today
- Leverage Star Garment's success in eliminating 90% of off-standard time while gaining double-digit productivity increases

## ***Laval Virtual Europe ESI Group: virtual reality from upstream to downstream***

5 July 2021

**ESI Group, a global player in virtual prototyping for industries, will be present at Laval Virtual from July 7 to 9, 2021. In addition to showcasing its flagship solution for human-centric virtual simulation and collaborative work, IC.IDO, ESI Group will be present at the virtual exhibition via avatars to interact with customers and prospects. The following industrial use cases will be presented: assembly and disassembly simulation as well as design, process and ergonomics reviews. On the other hand, demonstrations will also be carried out on the Manus VR stand (B6), on the physical version of the exhibition, to highlight the link and the complementarity between Manus VR virtual reality gloves and the IC.IDO solution.**

### **Upstream to downstream**

Using virtual reality, engineers can test, experiment and validate their designs in total immersion before launching production. Evaluating the viability and functioning of a product without having access to the product is a very complicated imaginative and creative exercise. The use of virtual reality solves this problem while increasing collaboration, accelerating innovation, and reducing costs, manufacturing lead times, and the environmental footprint of manufacturers. ESI Group's customers rely on virtual prototypes to digitally demonstrate feasibility, reliability, and safety early in the development cycle.

### **100% virtual vehicle design - Volkswagen**

The development of a new vehicle usually requires time and a certain number of physical prototypes, both during the design and preparation for assembly phases. Volkswagen has succeeded in doing it thanks, in part, to the state-of-the-art solution provided by ESI Group, based on its IC.IDO software, 100% of the time in designing a vehicle virtually. This allowed the automotive company to shorten its schedule to 10 months and drastically reduce prototype production costs by 65%, while reducing its environmental footprint.

### **Virtual reality for training - Framatome**

Framatome's School of Design offers a space dedicated to creativity and prototyping methods via, among others, its virtual reality Sideral Lab. The Sideral Lab was built around the IC.IDO tool and enables collaborative virtual reality immersions. The objective is to accelerate and facilitate the transmission of information and knowledge about the design of complex systems.

### **Accelerate and secure developments - Latécoère**

Latécoère uses virtual reality to obtain more in-depth feedback during the development phase, to secure their "first time right", to reduce their industrialization time and to train their operators upstream. In particular, they can work on assembly sequences and assembly methods (for example, defining the most appropriate order for assembling parts according to their geometry and accessibility).

*The use of virtual reality is a major turning point in industrial production. It is now used at all stages of product design, from prototyping to production. ESI Group goes even further with IC.IDO, which is a Human Factor simulation solution, not just VR. It is one of the few solutions that allows the combination of both. In terms of added value, our solution enables process optimization, design improvement, occupational health and productivity, significant time savings and improved maintainability.*

## Financial News

### ***Infosys to Announce First Quarter Results on July 14, 2021***

7 July 2021

Infosys, a global leader in next-generation digital services and consulting, will announce results for the first quarter ended June 30, 2021 on Wednesday, July 14, 2021 around 3:45 p.m. Indian Standard Time (IST) (6:15 a.m. US ET; 3:15 a.m. PST; 11:15 a.m. London time; 6:15 p.m. Singapore/Hong Kong time). The results will also be available on [www.infosys.com](http://www.infosys.com).

#### **Common press conference (Hosted virtually)**

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

Following the release, the leadership team will be part of a common press conference at 4:30 p.m. IST. The participating executives will address questions from the media during this interaction, which will be streamed live on the Investor Relations section of Infosys website, following which it will be archived at [www.infosys.com](http://www.infosys.com). The archive will be available after 7:00 p.m. IST on July 14, 2021 (after 9:30 a.m. US ET on July 14, 2021). In addition, a transcript of the conference will be available at [www.infosys.com](http://www.infosys.com).

#### **Earnings call**

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

The company will conduct a single 60-minute conference call at 6:00 p.m. IST (8:30 a.m. US ET; 5:30 a.m. PST; 1:30 p.m. London time; 8:30 p.m. Singapore/Hong Kong time) on July 14, 2021 (open to investors/analysts in all regions), where the senior management will discuss company's performance and answer questions from participants. To participate in the conference call, please dial the numbers provided below 10 – 15 minutes before the scheduled start time of the call. During this time, the operator will provide instructions on how to ask questions. Alternatively, you can also pre-register yourself using the DiamondPass™ link provided below which will enable you to connect to the conference call without having to wait for an operator. As participation in the call is limited, early registration is encouraged.

This event will be webcast live on the Investor Relations section of Infosys website, following which it will be archived at [www.infosys.com](http://www.infosys.com). The archive will be available after 8:30 p.m. IST on July 14, 2021 (after 11:00 a.m. US ET on July 14, 2021). In addition, a transcript of the conference call will be available at [www.infosys.com](http://www.infosys.com).

#### **Summary of events**

<b>Event</b>	<b>Date and Time</b>	<b>Website/ Region</b>	<b>Telephone No.</b>
<b>Earnings release over the wire services</b>	3:45 p.m. IST	<a href="http://www.infosys.com">www.infosys.com</a>	
	6:15 a.m. ET		
	July 14, 2021		

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<b>Common press conference (Hosted virtually)</b>	4:30 p.m. IST  7:00 a.m. ET  July 14, 2021		Dial-in details to be shared with participants
<b>Earnings conference call</b> (open for questions from investors / analysts in all regions)	6:00 p.m. IST  8:30 a.m. ET  July 14, 2021  Questions during the call can be addressed to <a href="mailto:sandeep_mahindroo@infosys.com">sandeep_mahindroo@infosys.com</a>	DiamondPass™ registration link	<a href="https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=8622855&amp;linkSecurityString=1ea07e5621">https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=8622855&amp;linkSecurityString=1ea07e5621</a>
		India	<b>Toll, Mumbai:</b> +91 22 6280 1168 +91 22 7115 8069
		US	<b>Toll-free:</b> 1 866 746 2133  <b>Toll Number:</b> +1 323 386 8721
		Singapore	<b>Toll-free:</b> 800 101 2045  <b>Toll-number:</b> +65 3157 5746
		Hong Kong	<b>Toll-free:</b> 800 964 448  <b>Toll Number:</b> +852 3018 6877
		Japan	<b>Toll Free:</b> 0053 116 1110

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			<b>Toll Number:</b> +81 3 4589 9421
		UK	<b>Toll Free:</b> 0 808 101 1573  <b>Toll Number:</b> +44 203 478 5524
		Germany	<b>Toll-free:</b> 00 8001 424 3444
		Canada	<b>Toll- free:</b> 011 8001 424 3444
		France	<b>Toll-free:</b> 0 800 914 745
<b>Replay of conference call</b>	Till July 21, 2021		<b>Toll-free, USA:</b> 1 833 289 8317  <b>International toll:</b> + 1 347 974 7488  <b>Toll, Mumbai/India:</b> +91 22 7194 5757 +91 22 6663 5757  <b>Playback code: 4637#</b>

### ***Invitation - presentation of Sandvik's report of the second quarter 2021***

2 July 2021

Sandvik will publish its second quarter results on Friday, July 16, 2021 at approximately 11:30 AM CEST.

A combined webcast and conference call for investors, analysts and financial media will be held at 1:00 PM CEST.

The report will be presented in a webcast and conference call by Stefan Widing, President and CEO as well as by Tomas Eliasson, CFO.

The presentation will be broadcasted live on our website [home.sandvik](http://home.sandvik)

Dial-in details for the conference call:

SE: +46 8 505 583 53

UK: +44 333 300 9264

US: +1 833 526 8395

From about 12:00 PM CEST presentation slides will be available on our website [home.sandvik.com](http://home.sandvik.com)

## Implementation Investments

### ***Atos and IBM to Collaborate to Build a Secured Infrastructure for the Dutch Ministry of Defense***

8 July 2021

Atos and IBM announced their plans to collaborate to build a new, highly-advanced digital infrastructure for the Dutch Ministry of Defense. The Dutch Ministry of Defense plans to use advanced technologies, infrastructure services, and expertise from Atos and IBM Global Technology Services to construct new data centers, safeguard its IT system, and build a proprietary broadband mobile network to help ensure classified government information remains protected.

*“Our work on Groundbreaking IT (GrIT) marks our continued commitment to building secure infrastructures that help global customers accelerate their digital transformations,”* said **Peter `t Jong, Head of Atos in The Netherlands**. *“By collaborating with IBM, a world-class partner with deep experience in helping government organizations across the globe modernize with advanced technology, we will help enable the Ministry to build an agile organization based on a reliable, secured, future-ready and flexible digital infrastructure.”*

Atos and IBM announced the expansion of their strategic global alliance in January 2021 with the goal of transforming digital acceleration, increased productivity, and reduced operating costs for their customers. Today’s announcement reinforces the companies’ collaboration and mutual commitment to helping customers use open hybrid cloud and AI to accelerate digital transformation.

*“Collaborating on GrIT with Atos, one of our sustainability-focused global ecosystem partners, reinforces our mission to build secure infrastructures using open hybrid cloud to help customers make their organizations future ready,”* said **Evaristus Mainsah, GM, IBM Hybrid Cloud and Edge Ecosystem**. *“Together, we’re helping customers, like the Dutch Ministry of Defense, accelerate their digital transformations by streamlining operations and increasing productivity in a most secured environment.”*

### ***Casino Group Partners With Accenture and Google Cloud to Accelerate its Digital Strategy***

6 July 2021

Casino Group, Google Cloud and Accenture announced a strategic collaboration to accelerate the technological developments of Casino Group, digitally transforming the leading French mass-market retail brand and the retail market as a whole.

The collaboration is two-fold:

- The Casino Group’s B-to-C activities, such as its stores and ecommerce sites, will benefit from the deployment of innovative digital solutions, enhancing customer experience and operational efficiency, and drawing on the extensive expertise of Google Cloud (in particular on its smart analytics, machine learning and artificial intelligence solutions) and of Accenture.

## CIMdata PLM Industry Summary

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- For Casino group's new B-to-B activities, such as its retail media properties, the objective is to accelerate the development of RelevanC (the Group's subsidiary specializing in data marketing solutions) by benefiting from the commercial and technological support of Google Cloud and Accenture.

"This alliance with two major technology players marks another important step in the deployment of the group's digital strategy. It will enable us to accelerate two of the group's priorities: continuously improving our customer service through technological innovations such as AI applications, and accelerating the growth and value creation of our technological activities in data and software", said Jean-Charles Naouri, Chairman and CEO of Casino Group.

"This alliance will give RelevanC the opportunity to confirm its leadership position by accelerating its international development thanks to Accenture and Google Cloud," adds Cyril Bourgois, CEO de RelevanC.

"Our strategic collaboration with Casino Group, RelevanC and Google Cloud will focus on speeding up Casino's, as well as the broader retail industry's, adoption of game-changing technologies such as cloud and AI. Accenture brings its cloud-first business and technology capabilities, combined with its deep retail industry knowledge and global network of innovation centers. Retailers' mastery of these technologies is essential to enable them to quickly respond to the new challenges resulting from the acceleration of digital and the constantly-changing consumer expectations; this mastery will enable the creation of new services and new revenue streams," said Jean-Marc Ollagnier, CEO of Accenture Europe.

"The pandemic has shifted consumers' expectations and retailers' businesses like never before. Cloud technologies — including secure infrastructure, data analytics, and AI/ML — coupled with training and skills programs, will be critical to help companies navigate these market changes," said Thomas Kurian, CEO of Google Cloud. "We're delighted to work with Group Casino and RelevanC to contribute to their digitalization and help drive growth opportunities for their brands and the entire retail industry."

### ***ebebek Executes 100% Remote PLM Implementation with Centric PLM***

6 July 2021

Leading baby retailer in Turkey, ebebek, has successfully implemented Centric's Product Lifecycle Management (PLM) solution ahead of schedule and is realizing significant ROI. Centric Software provides the most innovative enterprise solutions to fashion, retail, footwear, outdoor, luxury, home décor and consumer goods companies to achieve strategic and operational digital transformation goals.

ebebek was founded in 2001 and currently has 175 stores, a highly active e-commerce site and a chain of stores focused on meeting all the needs of mother and baby. ebebek is rapidly growing with goals to open 30 stores per year, reaching a total of 270 stores and expanding internationally.

Doğan Barış, Textile Category Manager at ebebek explains that the time was right to implement a modern PLM system that could support growth, streamline supplier communication and provide a single version of the truth for all stakeholders.

"We found that although we were working hard, we were lacking in organization. We were managing supplier communication and internal design processes with emails and Excel," says Barış. "Looking back, these were time-consuming and confusing processes, especially if we were looking for product and pricing information."

Barış and his team rallied support for a digital transformation project within the business.

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“We delivered presentations to the relevant departments at ebebek. Part of our strategy was that we conducted a return on investment (ROI) study with Centric Software. The numbers and the data were so compelling that it was impossible not to be convinced of the value.”

ebebek partnered with Centric Software on the digital transformation project in the midst of the COVID-19 pandemic. All meetings, trials and tests were conducted remotely and despite the market challenges, ebebek went live with Centric PLM a week ahead of schedule, achieving ROI on the implementation in record time. “We realized a 50 percent increase in labour productivity and a 50 percent decrease in error rate. We are currently completing our work in 50 percent less time,” shares Barış.

“We are thrilled to be working with ebebek to help them drive productivity and radically improve data management,” comments Chris Groves, President and CEO of Centric Software. “We are looking forward to continuing this digital transformation partnership.”

## ***Emergency Medical Products chooses Capgemini to drive digital transformation initiative***

6 July 2021

Capgemini announced its e-commerce transformation engagement with Emergency Medical Products (EMP), an online provider that specializes in the distribution of medical and safety supplies to businesses, first responders and other healthcare professionals. The site, BuyEMP.com, was delivered in six months to meet increased safety and preparedness concerns. In addition to a lift in conversions, the average order value (AOV) is up by almost 30 percent since launch.

EMP wanted to address customer feedback and implement a commerce solution that could give visibility into the supplier’s product inventory. With more than 10,000 products, customers not only needed to find the right products quickly, but also wanted insight into product status and availability. EMP selected Capgemini because of its strong strategic capabilities and its vast technological expertise within its North American Digital Customer Experience (DCX) practice.

*“Our customers are the heart of our business, and we are dedicated to helping them save lives and improve patient outcomes,”* said Andrew Love, Vice President and General Manager at Emergency Medical Products, a subsidiary of Sarnova, Inc. *“Capgemini understood our goals from the onset of the project and delivered tremendous value. Not only has the site created an improved customer experience, we have seen an increase in conversion rate, average order value, and session duration – and significantly improved back-end service team efficiencies.”*

To evolve the customer experience and create an omnichannel shopping journey, Capgemini’s DCX team implemented SAP Commerce. The new site includes revamped product detail pages highlighting product features and inventory status which helps reduce service inquiries and resolution times as customers have full line of sight into product information. Streamlined site navigation is mobile-optimized and includes a smoother path-to-purchase and checkout functionality, driving an increase in conversion and average order value (AOV).

Capgemini also brought efficiencies to EMP’s loyalty program, EMP Rewards. The points-based system encourages customers to make purchases on the site to accrue points for future product discounts. The SAP solution enables new promotional capabilities for customers, including action-based points for filling out a survey. Customers can also view their loyalty status and track points in an interactive dashboard. The program has proven to be a key business driver with a significant uptick in engaged and repeat customers.

*“The new Emergency Medical Products site offers a host of customer experience enhancements for the*

# CIMdata PLM Industry Summary

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*end-users and EMP employees. Capgemini is proud to be an integral part of the transformation team,” said Jonathan Brassington, Head of Digital Customer Experience, Capgemini in North America. “We look forward to building on our work with the Sarnova family of brands, while continuing to support business growth and scale digital initiatives.”*

## ***HCL EMPOWERS BP WITH NEXT-GENERATION DIGITAL WORKPLACE AT SCALE***

9 July 2021

HCL Technologies (HCL), a leading global technology company, has successfully completed the first phase in building a modern Digital Workplace for multinational energy company bp. This multi-year strategic partnership with HCL will help transform bp’s workplace services, enabling it to drive efficiency and create a standardized end-user experience for its employees across more than 500 sites.

HCL has been providing global Site Support services and managed telephony for 60,000 IT end-users at bp. The implementation of HCL WorkBlaze™ and DRYiCE OptiBot™ has led to significant efficiency gains and supported the rapid shift to remote working in the pandemic. HCL’s success in improving employee satisfaction through better omnichannel experiences as well as increased first call resolution led to a five-year extension of the engagement and enhancement of scope to include the Global Service Desk, Microsoft Platform Services and Platform Engineering Services.

“HCL’s commitment to building a relationship that goes deeper than the contract is very impressive and has given us the type of flexibility that has been critical to supporting the changing needs of our workforce during the pandemic,” said Stewart Fry, Senior Vice President, Digital Enterprise & Operations, bp. “Over the last two years, HCL has helped us create a globally consistent support structure for our workforce,”

“The success we’ve achieved with bp is a great example of why HCL is the partner of choice for forward-looking enterprises looking to transform IT service delivery,” said Sandeep Kumar Saxena, Executive Vice President – UK & Ireland, Diversified Industries, HCL Technologies. “bp’s drive to optimize user-experiences is closely aligned to our own philosophy of putting employees first. We are proud to have developed a next generation Digital Workplace for one of the largest names in energy.”

## ***HCL TECHNOLOGIES ANNOUNCES STRATEGIC PARTNERSHIP WITH THE MOSAIC COMPANY FOR DIGITAL TRANSFORMATION***

9 July 2021

HCL Technologies (HCL), a leading global technology company, announced a five-year, global agreement to provide digital transformation and managed services to The Mosaic Company, a Fortune 500 company and the largest U.S. producer of phosphate and potash. As part of the agreement, HCL will manage and transform Mosaic’s global application and infrastructure environments to enhance the company’s agility and ability to drive growth in the marketplace.

As part of this endeavor, HCL will deploy a scaled Agile/DevSecOps delivery model across North America and South America to deliver process-led transformative services across applications, infrastructure and business analytics environments.

This partnership with Mosaic capitalizes on our strong focus on the agriculture business, mining and chemical segments. In addition, Mosaic will benefit from our presence in the Latin American market where the company will be able to execute on go-to-market models for different segments, including

B2B and B2C firms.

“Our partnership with HCL will allow Mosaic to create a stronger digital and analytics foundation to accelerate the ROI for key enterprise transformation priorities through innovation, insights, speed, and scale,” Jeff Wysocki, CIO for The Mosaic Company, said.

“We recognize the strong focus of our customers to move to a more product-centric, stream-driven delivery model, which is an exceptional area of strength for us,” Ajay Bahl, Executive Vice President for HCL America, said. “We’re thrilled to help Mosaic scale its global capabilities with our transformative services.” As a partner and key enabler, Mosaic will rely on HCL Technologies to use its services to drive its strategic priorities, including functional collaboration and efficiency.

## ***Leica Geosystems and Huddig collaborate to launch a new 3D machine control solution for their backhoe loaders***

6 July 2021

**Leica Geosystems, part of Hexagon, today announced a new collaboration with Huddig AB, a Swedish manufacturer of backhoes, to offer 3D machine control solution for Huddig backhoe loaders.**

For over 60 years, Huddig has supplied versatile and agile backhoes specialised for city, cable, and rail projects, performing the same job as three other machines with only one operator. Huddig backhoe loaders can replace larger traditional machines on a heavy construction site and are built for the harsh Scandinavian climate.

*"We are pleased about this cooperation between Leica Geosystems and Huddig. With the introduction of our new hybrid backhoe, Tigon, we emphasise our ambition to lower the environmental footprint for the heavy construction industry,"* says explains Daniel Myrgren, Market & Sales Manager for Huddig AB.

Adding 3D machine control from Leica Geosystems to the Huddig backhoes will ensure even higher productivity of the machines when working on individual projects or with a fleet of machines that uses 3D machine control and digital workflows.

*"We are looking forward to offering our excavator machine control solution on Huddig machines. As of today, our proven technology can be retrofitted on all new Huddig backhoes as well as those sold in the past,"* says Mattias Korall, Regional Heavy Construction Director Nordics at Leica Geosystems part of Hexagon.

*"Adding machine control from Leica Geosystems to our first hybrid backhoe further helps reduce fuel consumption, wear and tear on machines, rework and errors,"* explains Myrgren.

### **A Dirt Simple Solution now enabling complete control for Huddig backhoes**

Earlier we announced the new release of the Leica iCON iXE3 3D excavator machine control solution for smaller excavators with swing boom. Now customer of Huddig backhoe loaders can also benefit from the one-for-all, unified hardware and software solution from Leica Geosystems part of Hexagon.

*"Today, 3D machine control is mandatory in many projects, and this collaboration allows the Huddig backhoes to work on larger scale connected sites,"* says Jonas Löfskog from Jonas Excav, explaining the advantage of the new cooperation.

## ***McLaren Racing accelerates F1 car development with optimal use of materials***

8 July 2021

e-Xstream engineering, part of Hexagon's Manufacturing Intelligence division, has been selected by McLaren Racing to provide materials data management for its Formula 1 cars.

The historic racing team makes extensive use of advanced materials to squeeze optimal performance and handling from its race cars. The team has chosen the MaterialCenter materials lifecycle management system to help its engineering team make optimal design decisions for their vehicles quickly and efficiently, with full knowledge of the performance and cost implications at every step. MaterialCenter captures data from material testing and the many tools and processes the team employs to ensure full traceability throughout each component's lifecycle.

Richard Jenkins, Materials Group Leader for McLaren Racing, said: "Designing and building a Formula 1 race car is one of the greatest engineering challenges imaginable. It takes all of the individual engineering pressures – time, budget, weight, performance – and hyper focuses them into one package.

"We chose MaterialCenter because its open architecture and flexibility allows us to integrate the system with our existing tools, and its data collection capabilities will help us understand, manage and control our advanced materials constraints so we can keep building ever-better vehicles, and winning races."

Roger Assaker, President Design & Engineering, Hexagon's Manufacturing Intelligence division, said: "We are proud to have been chosen as McLaren Racing's materials management solution. We share McLaren's ambition to continuously push the envelope in engineering, and understand that the key to that is swift, unimpeded collaboration between teams and complete oversight of your resources. We hope MaterialCenter will be a valuable asset in helping McLaren Racing continue to achieve the impossible."

Designed to manage the complete materials workflow as the single point of entry for all materials-related activities, MaterialCenter guarantees that engineers use a consistent source of approved materials derived from traceable integrated processes, resulting in reduced data loss and the elimination of unnecessary and time-consuming manual data management tasks. It addresses unique processes and data requirements and enables design innovation using complex and advanced materials such as alloys, elastomers, plastics, metals and composites.

## ***OMB Valves Chooses Infor for Digitization of Processes in the Cloud***

7 July 2021

Infor, the industry cloud company, has announced that OMB Valves, the Italian manufacturer of valves for the oil & gas, power, shipbuilding, and aerospace sectors, will implement Infor CloudSuite Industrial Enterprise as its core technology platform. OMB's vision is to digitize its complex business processes and unify its management strategy over the entire group. This ambitious project will be managed by Infor partner Lutech CDM.

Founded by Roberto Brevi in 1973 and based in Cenate Sotto, Bergamo, OMB Valves now has over 500 employees and seven production plants in Italy, North America, the Middle East and Asia. Long-term vision, technological excellence, and local commitment are the values that inspire the group every day to offer high-quality products and services to all major industrial applications.

OMB Valves' previous ERP system has undergone numerous customizations and modifications to support the exponential growth that the group has been experiencing. However, after many years, it was no longer able to sustain OMB's strong international outlook nor its multi-plant structure. Innovation

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was essential to perform the technological leap necessary to help make the company competitive. As such, the advantages offered by the cloud environment were decisive in its choice of solution.

Following a selection process that began in November 2020 and ended in March 2021, OMB Valves found the answer to its needs: Infor CloudSuite Industrial Enterprise, a multi-tenant cloud solution available on the AWS (Amazon Web Services) platform able to offer high performance, scalability and security.

This innovative solution will be extended to the production, logistics, finance, and project management departments, involving more than 200 users around the world, in addition to 100 users of Infor Factory Track to push on the digitization of its production processes. The company will quickly benefit from the complete and integrated management of its varied corporate value streams ('make to stock' and 'engineer to order') in a single, secure environment.

OMB's new ERP solution will allow it to deploy a unified strategy in the logistical and financial management of its plants. It will digitalize all business processes and optimize the transfer of customer-specific requirements within the operations. As such, the cloud environment will enable the right level of flexibility, favoring the integration of processes and defining a group structure across the world.

The go-live is scheduled for 2022 at all plants in Italy, North America, and Singapore. Following this implementation will be the future plant in Saudi Arabia.

"We wanted a SaaS solution that would allow us to take a crucial step forward to grow in today's market. Infor CloudSuite Industrial Enterprise, implemented in a multi-tenant cloud, was the only solution able to meet this need, offering us the right level of flexibility and control we need," said Giordano Bonfanti, OMB Valves general manager.

"We are proud that an important Italian organization like OMB Valves has chosen to implement such an ambitious project in a multi-tenant cloud environment. Our technology, together with the invaluable advice of Lutech CDM, will help simplify operations, reduce delivery times, and obtain a complete view of the business to satisfy the oil & gas market," said Bruno Pagani, Infor country manager for Italy.

## ***Pierre Fabre chooses Atos OneCloud to support its ambitions in digital transformation, cybersecurity and decarbonization***

7 July 2021

Pierre Fabre, a pharmaceutical and dermocosmetics group, has selected Atos to handle its secure, decarbonized digital transformation. As part of this jointly developed project, Pierre Fabre will initiate a multi-cloud strategy based on the one-stop shop offered by Atos OneCloud. The Pierre Fabre Group will gain access to an infrastructure and wide range of services which meet its strict requirements in terms of security and compliance, operational excellence, and decarbonization.

*"Digital is at the heart of Pierre Fabre's global transformation strategy and it will be key to our future success. Atos has become our trusted partner in meeting these challenges, not only for its technological excellence, but also for its values of social and environmental responsibility, which are particularly important to our Group. At the same time, its European origins are a guarantee of security, allowing us to access cutting-edge digital technology without sacrificing our sovereignty,"* said **Olivier Siegler, CIO Pierre Fabre.**

The transformation plan developed by Atos for Pierre Fabre is based on three key areas:

- **Security and compliance:** As the leading company in security services in Europe and second leading company in security services worldwide, Atos will provide its expertise and

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cybersecurity solutions to Pierre Fabre, ensuring that it has full control over all its data, even the most sensitive. Atos's pragmatic approach targets data flow according to the principle of "security by design," allowing operational teams to easily conduct projects in compliance with the company's security policy. At the same time, as a founding member of Gaia-X, Atos provides a guarantee of compliance with the upcoming Gaia-X framework and other European data protection regulations.

- **Operational excellence:** Through the transformation program implemented by Atos, Pierre Fabre's Digital Acceleration & Information System (DAIS) department will become a true partner to the business teams, focusing on their needs and productivity. In order to accomplish this, DAIS will implement automation and artificial intelligence solutions in order to accelerate incident resolution. Furthermore, Atos Technology Framework—a suite of standardized tooling—will contribute to infrastructure management and the running of applications. At the same time, Atos will provide Pierre Fabre with 24/7 support in France and internationally. What's more, through its cloud orchestration platform, Atos will give Pierre Fabre access to its private cloud as well as to a wide catalog of multi-cloud services (OVH.cloud and Microsoft Azure in particular), accessible through a unified portal.
- **Decarbonization:** Atos has made a contractual commitment to reduce Pierre Fabre's carbon footprint using technology, through the implementation of a Decarbonization Level Agreement (DLA). To fulfill this commitment, Atos will use its decarbonized digital solutions and the optimization of its network of energy-efficient data centers.

*"We are delighted to continue our longstanding, trustful partnership with Pierre Fabre, on this key project. With our Atos OneCloud initiative, which involves all major Cloud providers, Pierre Fabre will be able to adopt a secure, neutral approach to the Cloud, which will support the company's changing needs. Capitalizing on our cooperation with leading international pharmaceutical groups, our in-depth knowledge of the healthcare sector is an asset that will enable us to anticipate our customer's current and future requirements,"* explains **Yannick Tricaud, Head of Southern Europe, Atos.**

## ***SonyLIV Enters into Strategic Partnership with TCS to Transform Customer Experience and Drive Growth***

6 July 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions organization, has entered into a strategic partnership with India's premier OTT streaming platform, SonyLIV, to help create an innovative business model enabled by digital technologies, enhance customer experience, and pave the path to future growth.

The partnership will leverage TCS' next-gen digital capabilities, global expertise, domain knowledge and innovation ecosystem to define SonyLIV's platform transformation roadmap for India and global markets. TCS will help enhance its core OTT platform to leverage AI and machine learning to provide personalized experiences to subscribers across devices. It will also help SonyLIV use data and insights to monetize content and create new revenue streams.

Additionally, TCS will set up a world-class Experience Design Center leveraging its innovation labs, where it will deploy its Location Independent Agile Model to accelerate innovation by rapidly prototyping and helping SonyLIV launch new best-in-class features ahead of the market. The partnership will help SonyLIV reimagine the customer experience and engagement, enhance its brand, establish competitive differentiation in the marketplace and drive

growth.

**Danish Khan, Business Head, SonyLIV, Sony Entertainment Television and Studio**

**Next**, said, “We are delighted to have TCS on board as our technology partner. We will work closely with the TCS leadership team in India, US and UK to enhance the user experience of SonyLIV. Further, we hope to harness the TCS global talent reach, infrastructure and global centers of excellence to bring innovations that will improve engagement and provide a delightful consumer experience.”

“We are pleased to partner with SonyLIV in their growth and transformation journey to become one of the best OTT platforms in the country and the world,” said **Ujjwal**

**Mathur, Country Head, TCS India**. “Through this partnership, TCS will bring its deep domain knowledge in the media and OTT industry along with world-class technology capabilities to enable SonyLIV to innovate at speed and scale. TCS will leverage its global innovation ecosystem to introduce next-gen immersive and interactive features to enrich the overall customer experience.”

## Product News

### ***Atos launches ‘Atos Computer Vision Platform’, the first highly scalable end-to-end Artificial Intelligence video and image analytics platform***

7 July 2021

At its annual ‘Atos Technology Days’ event, Atos launches **Atos Computer Vision Platform**, its new highly scalable end-to-end AI video and image analytics platform. It is the most comprehensive video and image analytics solution on the market today and the only one which combines a full offering bringing together a set of pre-trained and customizable AI models, enriched by consultancy expertise with 6 Atos AI Computer Vision labs worldwide, based on high performance hardware and software. **Atos Computer Vision Platform** enables organizations to process and analyze massive amounts of complex video and image data in real-time so that they can automatically monitor, manage and improve working practices, and improve security and surveillance processes to guarantee people and asset safety - all across a wide range of sectors such as manufacturing, transport and retail/airport security with many different tailored use cases.

#### **Most extensive range of use cases on the market**

AI video and image analysis is used in many various use cases, such as transport safety and traffic monitoring, quality control in manufacturing and location tracking. **Atos Computer Vision Platform** is the only solution able to serve such a wide variety of use cases, from manufacturing to smart city management, and airport/retail security to crowd movement monitoring. Data collected from such implementations can provide many valuable insights to businesses which in turn can be used to reduce error rates, guarantee people and asset safety and to offer frictionless and personalized customer experiences.

#### **From Cloud to Edge**

**Atos Computer Vision Platform** provides video and image analysis across the full spectrum - from Cloud to Edge, meaning it can be managed from the Cloud, or on an edge server for real-time video analytics.

Atos proposes a range of edge servers to deploy computer vision at the edge in real-time, close to the data source – this is the BullSequana Edge and BullSequana Edge nano. The rugged BullSequana Edge nano can be used in any type of environment: from the shop floor, to outdoor and highly constrained

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environments in remote locations such as in outdoor construction, industrial mining or at sea.

*“Atos stands out among IT services providers with its ability to offer a computer vision platform, combining its own software suite, hardware range and AI computer vision labs to deliver holistic advise-build-run solutions to clients addressing their business needs at scale. Integrating pre-trained & customizable AI models in hardware improves Atos’ ability to drive profitable growth through automation and recurring revenue streams.”* said **Elitsa Bakalova, Senior Professional Services Analyst at Technology Business Research.**

*“One of the unique aspects of Atos Computer Vision Platform is its huge capacity to scale computer vision projects. Our pre-trained and customizable AI models, supported by our consultancy expertise, enable businesses to rapidly industrialize and deploy a computer vision solution, much faster than if developing their own project from scratch”* said **Emmanuel Le Roux, SVP, Global Head of Big Data, Atos.**

**Atos Computer Vision Platform** is made up of:

- **Expertise, Consulting & Services** supported by AI Computer Vision experts at 6 dedicated labs worldwide (Dallas, London, Sao Paulo, Grenoble, Dubai and Singapore) to develop custom AI models to fit specific customer needs and local regulations, with post-deployment support management and model tuning.
- **Software Products & Services** based on VISuite, which is a suite of pre-trained and customizable AI models based on Atos IP (including Ipsotek and VI Protect) and a strong ecosystem of partners.
- **Hardware Products & services:** BullSequana Edge nano and BullSequana Edge servers which can be installed anywhere, the BullSequana SA20G server has high storage capacity and the BullSequana X451 server has maximum GPU density.

## ***Atos takes data sharing to the next level with “Atos Digital Hub”***

7 July 2021

At its annual ‘Atos Technology Days’ event, Atos announced the launch of a major initiative that positions the Group as a main actor in the growing data economy and outlines its strategic vision for the coming years: “**Atos Digital Hub**”, a one-of-a-kind solution whose primary objective is to serve as an accelerator for the building of ecosystem platforms. Based on the observation that data is still too siloed within and across organizations and that value creation often lies in **data federation**, Atos' approach is to provide trusted digital ecosystem hubs for organizations – with equity, reliability, and security at the heart.

When it comes to data value, rarely does any one entity hold all the necessary "pieces of the puzzle". However, many organizations remain steadfast in their belief that the pieces they do hold have a differentiating value. Hence their reluctance to openly share data without a defined path to monetization, not to mention the dynamics of data privacy regulations. Despite this, the ability to collaborate with an ecosystem and share data is providing great flexibility to businesses – enabling them to quickly adapt to changes and to satisfy new customer demands which no one entity could answer alone.

In this context, the Atos Digital Hub aims to enable and orchestrate value chains within extended data-driven ecosystems. Ones in which stakeholders of the ecosystem (organizations, partners, suppliers and customers) can build, manage and monetize services with **transparency and contractual guarantees** of how data will be used and protected. In addition to using analytics and AI to help unlock the value of

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data, the framework allows for the creation of business services based on federated data, with a set of predefined blueprints supporting diverse industry models.

As part of this solution, Atos will act as a **trusted intermediary and neutral player** which operates and orchestrates the platform – guaranteeing the required level of trust and ensuring that all platform participants are treated fairly.

*“While the idea of data monetization is not new, trusted exchanges are rare, so Atos, by using all its skills and technologies from across the Group, is creating the next level of business platforms to help partners to collaborate and generate a better return on their respective data and services. It’s important to highlight that Atos is working with data and cloud communities, such as GAIA-X data space consortiums and IDSA partners, to foster innovative business solutions which use fair and sovereign usage of data,”* said **Gard Little, Vice President, Global Services Markets and Trends, IDC.**

*“We aim to support the multi-party digital economy by bringing value and trust to the market. This is not just about technology, but also about realizing that enterprises work as part of business communities. We enable groups of industry players to act together in a single ecosystem, with the ability to share data assets in a frictionless manner and work towards a common business goal,”* said **Sophie Proust, Chief Technology Officer, Atos.** *“We must act now and start working with existing best practices, establish trusted data ecosystems, and refine as we learn.”*

Atos Digital Hub is a technology foundation provided by Atos, which allows for the creation of tailored platforms for a wide spectrum of activities and sectors, such as:

- **Healthcare and life sciences:** offering more personalized and efficient care paths for patients thanks to interoperable clinical care platforms that enable a wide community of healthcare professionals and healthcare institutions, laboratories or government agencies to exchange valuable health information – further advancing the development of healthcare standards and overcoming system disparities.
- **Electric vehicle charging:** federating data from energy suppliers, charging station operators and car manufacturers, so that users can get seamless access to any charging and related payment service.
- **Tourism:** creating a collaborative environment which aggregates the offers from a wide range of local tourism players (flight services, restaurants, shops, events venues) thereby increasing the brand value of the destination and generating more revenue across the ecosystem.
- **Decarbonization:** allowing enterprises to simplify and automate the collection, calculation, reporting, data analysis and visualization of their carbon emissions across entire supply chains; and working with audit and certification bodies and local governments, to establish a transparent approach to data sharing and exchange.

Atos puts decarbonization at the heart of its approach, in line with its journey to carbon neutrality, and has recently launched the most comprehensive end-to-end decarbonization capabilities on the market to enable and accelerate its clients’ journeys to net zero.

## ***Atos Urban Data Platform to accelerate smart cities***

7 July 2021

At its annual ‘Atos Technology Days’ event, Atos presents its solution framework “**Atos Urban Data Platform**” which aims to make smart cities a reality by supporting governments in their mission to deliver smart integrated services to their citizens, visitors, and economic partners. This state-of-the-art

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platform enables a city to benefit from the combination of all data generated by a wide ecosystem of smart city services, applications, and intelligent devices. It manages and publishes data across the city's operational areas – providing a single secure access point and monitoring dashboards for all data-driven services.

The Atos Urban Data Platform is underpinned by the design principles of the Atos Digital Hub, also announced today. It is based on open source technologies and provides **security and data privacy rules** on data capture, storage and access. It acts as the backbone of a truly data-driven city and the enabler of a robust data economy.

For cities and local authorities, the urgent need to meet key sustainability goals and deliver smart services demands unified thinking and integrated delivery. Where most cities start with a vertical approach, focusing on a single topic such as street lighting, Atos focuses on the **horizontal layer** to maximize the benefits of combining data from many different sources:

- **Air quality and mobility** – Capture data on current traffic situations, parking availability and alternative transport options and present them in a single, easily accessible view to enable citizens to make better-informed choices to adapt their travel plans in real time. This collaborative approach can reduce traffic flow, facilitate parking, and improve overall air quality.
- **Energy Transition** – Enable a city to support the local energy transition by creating more awareness and support citizens to extend privately-owned photovoltaic systems. This includes the deployment of such systems on rooftops of public buildings. By distributing the surplus energy to the citizens who participate, interest to invest in private photovoltaic systems will increase.

The Atos Urban Data Platform can be used for many other use cases such as care services or security and public safety.

The solution integrates various IoT functionalities to ingest, analyze and present a collection of data. Based on hybrid cloud containerization, the platform is highly scalable and stores historical data and indicators which are correlated using AI. It also embeds edge server technology to reduce latency, secure privacy and improve delivery of services. It can easily integrate any existing system and supports the monitoring of embedded systems. In addition, it adheres to **globally defined open standards by OASC[1]** and is based on open source technologies (powered by FIWARE[2]).

Finally, the Urban Data Platform will be enriched with Atos' Computer Vision Platform, the most comprehensive AI video and image analytics solution on the market today.

*“A smart city is a data-driven city! As cities need to create an ecosystem of partners to create services and use data, Atos Urban Data Platform is the centerpiece of a ‘platform-of-platforms’ approach – agglomerating data from disparate smart city services platforms – and enables effective public data management for safety, mobility or utilities.”* said **Luiz Domingos, Chief Technology Officer, Public Sector and Defense, Atos**. *“The success of data-driven cities depends on the confidence they can place in the reliability of the information provided. What is important is the accuracy, availability, confidentiality and accessibility of data.”*

Atos is already supporting several cities and communities such as Eindhoven in the Netherlands where the Group is using big data for real time incident response management (to address anomalies such as a group of people running or sound of aggression) to ensure public safety in “Stratumseind” street.

## ***AVEVA Supports the Power and Utility Industry in Drive to Digital Transformation***

8 July 2021

AVEVA, a global leader in industrial software, driving digital transformation and sustainability, reaffirmed its support for power providers joining the new breed of digital-industrial companies that are changing their business models to take full advantage of new digital capabilities. The company's domain expertise across different segments of the electricity value network underscores its ability to speak to the varied needs of power providers globally. It is uniquely placed to offer cutting-edge solutions for power operators to deliver safe, resilient, sustainable, and efficient services while minimizing risk and lowering total cost of operations.

Today, the key players in the power and utilities sector are striving to balance the fuel mix through big data analytics, accelerating the adoption of natural gas and renewables; optimizing plant operations by using analytics to reduce cost and emissions while maximizing economic output; and developing new ways to interact with customers. The speed and scale of the digital transformation is impacting multiple industries. The digital agenda is being driven by a combination of technologies from cloud, analytics, mobile, machine learning to IoT. Together, these technologies are putting data and intelligence at the center of new business models. Industries, companies and business leaders are grappling with a world that is more volatile and more complex, yet demands greater agility, more speed, and more digital competence.

Although power companies are making progress on digital transformation and many have adopted technologies that would be considered disruptive—such as AI, analytics, and machine learning - many are still weighing up and exploring the opportunities. AVEVA's comprehensive industrial solutions portfolio ranges from the Digital Twin, Asset Strategy and Asset Performance Management to Connected Worker and Mobile Operator Rounds all designed to enhance digital acceleration and the utilization of cloud technologies across the power sector.

### **AVEVA's Proven Power Sector Track Record**

AVEVA has a track record of co-innovation with major power and utilities customers globally who rely on AVEVA solutions to increase efficiency and safety of workers, improve plant reliability, reduce risks, augment productivity and advance overall business performance with transformative digital and cloud solutions.

- Leading global producer and distributor of electricity and gas ENEL recently deployed AI-infused AVEVA Predictive Analytics to drive its autonomous plant vision. Today, AVEVA's solutions are enabling ENEL to optimize the performance and reliability of its assets and to improve business performance. The solutions empowered ENEL's workforce to pivot overnight to working from home when the pandemic struck, ensuring resiliency and sustainable delivery of critical services.
- Federal Electricity Commission (CFE) in Mexico, deployed AVEVA Smart Grid portfolio to align its assets, operations and workforce to international standards and supply reliable and sustainable electricity across the country.
- US-based Duke Energy is an electric utility company that has also leveraged AVEVA's predictive asset analytics software to centrally monitor its power generation assets. The company has saved USD \$50 million through reduced failures, including a saving of USD \$ 30 million from a single early catch event.

### **Digital Transformation Requires Power Sector Resilience and Commitment**

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The process of digital transformation is not as straightforward as it sounds. It requires investing in infrastructure and new technologies; changing mindsets, public policies, and business models; investing in people through education and on-the-job skills upgrading and developing open standards and ensuring interoperability. It also will require the highest degree of cyber security against potential data privacy and system security risks.

The current challenging macro-economic environment means that it is even more vital for power companies to equip themselves with technologies that will modernize legacy systems and processes to propel them into the digital future. AVEVA's solutions portfolio, supports this approach by offering power customers a holistic view of the asset lifecycle and value chain. This helps customers to greatly improve operational safety and eliminate information silos from across IT and OT systems, and also improving collaborative efficiencies in the process.

“The rapid move to industrial sector digital transformation was not affected by the pandemic, with even more power industry players realizing the importance of having high data availability and embracing a cloud-first approach to increase efficiencies, automate processes, maximize productivity and ensure continuity in all events,” said **Evgeny Fedotov, Senior Vice President and Head of EMEA, AVEVA**. “Our solutions are helping to play a critical role in enabling companies from all sectors to transform their organizations, through technology, to become more resilient, reliable and efficient. The power sector is currently undergoing a digital transformation that will continue to play out for the next few years to come and it is this transformation that is enhancing the way energy is produced, delivered, and consumed.”

## ***Graphisoft releases Archicad 25 — Strengthens user-service relationships with Graphisoft Forward — Launches Building Together conference registration***

7 July 2021

**Graphisoft, the leading Building Information Modeling (BIM) software solution developer for architecture, closed 2020 with outstanding results despite the pandemic. Today, the company introduced Archicad 25 with powerful innovations and looks to the future with new offerings in service, user, and channel partner relationships. In addition, September's Building Together 2021 conference will bring together leading architects and experts with students and community members to showcase the greatest assets and achievements in the AEC industry, share powerful success stories, and discuss the future of architecture.**

This year is a special one for Graphisoft. The company has come through the pandemic stronger than ever. As the global health crisis caused personal and professional challenges on an enormous scale, the company's first focus was on people: to safeguard employees, partners, and users. Graphisoft introduced free emergency licenses, helping users who may have had difficulties working at home to access Archicad licenses located on the company network. In addition, to help teams work together while at home, Graphisoft offered free access to BIMcloud as a Service, a solution to empower remote team collaboration between architects and designers.

This approach resonates with Graphisoft's mission: empowering teams to create great architecture. This is best achieved through innovative products and services, deep industry expertise, and a close relationship with users.

### **2020: best year despite pandemic**

Despite the unprecedented challenges Graphisoft faced a year ago, the business is thriving, thanks to the dedicated team of professionals worldwide. Currently, Archicad is offered in 28 language localized

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versions, with users in over 100 countries. Teams in Brazil, Russia, Latin America, Singapore, and Southern Europe have seen strong double-digit growth over the last year, while Austria, Italy, USA, UK, and France are well above the year-to-date plan.

“With 2020 having been our best year ever, we have high aspirations and expectations for 2021 and beyond,” said Huw Roberts, Graphisoft CEO.

## **Introducing Archicad 25**

Innovation has always been the hallmark of Graphisoft, and Archicad 25 is the strongest version yet. In the area of collaboration, cooperation with MEP and structural engineers is easier than ever, with powerful open BIM and interoperability improvements. In design, users will experience greater design freedom, enhanced usability and navigation, and more accurate quantity take-offs. In visualization, realistic shadows and customizable surface textures, as well as enhanced rendering capabilities, guarantee compelling presentations for faster decision-making. In documentation, more precise quantity and cost estimations and new labeling options for Zones and MEP elements are just a few of the key enhancements made to Archicad 25. All improvements and innovations were based on user feedback.

Both BIMx and BIMcloud are packed with enhancements making them more powerful than ever – together. BIMcloud has been rebooted with a new 100K file capacity and opened up so that users can host all their project files in one convenient location. In addition, the BIMx desktop viewer opens all 2D and 3D files, with access from the BIMcloud desktop app — what’s more, the new 3D BIMx engine is now available for Android users as well.

## **Signature building: heritage, inspiration, innovation**

Archicad 25 is a great milestone representing a rich history of innovation and an exciting future. The Duke Ellington School of the Arts, the latest version's so-called 'signature building,' reflects this heritage and philosophy. Located in Washington, DC, the award-winning design by **cox graae + spack architects** transformed an aging historical National Landmark into a top-tier facility. Using Archicad, the design finds the balance between restoring and respecting the historic fabric while creating major new academic and performance venues, expanding the existing complex by 100,000 square feet.

“In an ever-changing world, cox graae + spack architects recognize it’s critical to utilize innovative technologies that enhance our ability to communicate seamlessly with our clients, our consultants, and our project builders as well as the sub-contractor and fabricator communities,” said Derek Banocy, AIA, Associate Principal. “From IFC file exchange for consultant coordination to 3D design of complex geometries, Archicad was essential to the entire team to deliver the Duke Ellington School of the Arts. Put simply, it would have been impossible to visualize, design, and construct this innovative design without the collaborative team process ingrained in our office culture.”

## **Stronger user-service relationships**

This year, the company is launching a global Software Service Agreement. Available with Archicad 25, Graphisoft Forward is a strong user-service relationship for Graphisoft and its clients. With Graphisoft Forward, users will maximize value and productivity while lowering the overall cost of software ownership through exclusive tools, training, support, and services. Early access to downloads and free product updates guarantees that they will benefit from the latest innovations and capabilities. Partners often extend the core benefits of upgrades to add additional benefits and value locally.

## **Building Together 2021 conference**

The AEC industry is witnessing the changing role of architects and the impact of digitalization from the front row, taking on the challenges one at a time. Architects and designers are using innovative

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technologies as an opportunity for discovery and efficiency. Graphisoft is at the forefront of the digital revolution with expert knowledge, breaking down barriers to continued growth and success for its users every step of the way.

As a global leader in the AEC industry, Graphisoft has much to be proud of — at the same time, the company has a huge responsibility to the industry and its users to continue its drive for innovation and excellence in everything they do. Graphisoft's core beliefs in great architecture, design, digitalization, and discovery have prompted the company to bring the world's AEC experts and leaders together to share leading innovations, ideas, and examples of great architecture — all within the framework of an inspiring conference.

Graphisoft is pleased to announce the Building Together 2021 conference. Through a carefully curated program, the online conference will showcase the AEC industry's greatest assets and achievements, share powerful success stories from Graphisoft community users, and reinforce the company's global influence. This conference aims not only to share industry knowledge and expertise but to make them universally available to AEC experts, researchers, educators, academics, architects, engineers, and students.

The Building Together 2021 event will be a 3-day online conference held on September 14-16. A vast range of topics will be covered, from sustainability to the future of architecture, from integrated design to Building Lifecycle Intelligence. More than 30 leading architects and experts from around the world will participate in the form of roundtables, keynotes, and “TED Talk” presentations.

“Topics like diversity in architecture, rapid rehousing, the future of cities, the changing role of architects, and the challenges of cultural heritage preservation will also be covered. Architects, experts, and students from around the world are all invited. I hope you'll join us!” said Huw Roberts, Graphisoft CEO.

## ***Graphisoft's BIMx and BIMcloud are now best together***

7 July 2021

**Graphisoft, the leading Building Information Modeling software solution developer for architecture, today announced significant enhancements to BIMx and BIMcloud that boost security, storage space, and visualization and collaboration capabilities. In addition, the new 3D BIMx engine is now available for Android users as well.**

Award-winning **BIMx**, the most popular presentation and coordination app for all project stakeholders, bridges the gap between the design studio, the client's office, and the construction site. BIMx features the BIMx ‘Hyper-model’ – a game-like navigation tool that helps anyone easily explore the building model and understand project deliverables. Real-time model cut-throughs, in-context measuring, and project markups in the model context make BIMx the architect's best anywhere BIM companion.

Thanks to **BIMcloud**, architects can rely on secure, real-time collaboration between project team members regardless of the size or complexity of the project, the location of the offices, or the speed of the internet connection. Award-winning BIMcloud is available in both private and public cloud configurations on standard hardware so even smaller offices can take advantage of fast, efficient, and secure access to shared projects in real-time.

### **BIMx + BIMcloud — Best together**

Integrated with Archicad 25, Graphisoft's BIMx and BIMcloud are better than ever — together.

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BIMcloud has been rebooted with a new, 100K file capacity per instance, and opened up so that users can host all their project files in one convenient location. In addition, the BIMx desktop viewer opens all 2D and 3D files, with access from the BIMcloud desktop app — what's more, the new 3D BIMx engine is now available for Android users as well.

Users will be able to keep their security-sensitive BIMx Hyper-models on their own BIMcloud while enjoying the same sharing benefits the BIMx Transfer site provides. No data caps means users can control their own storage space and upload any number of models.

Faster backups lessen the impact on daily project management, reducing the storage space required during the BIMcloud backup process.

## **BIMx models on BIMcloud**

BIMcloud will have a BIMx web viewer built right in, enabling users to visualize the design on the fly, using BIMx Hyper-models without installing any app on mobile devices — a simple web browser will do. This leads to a better understanding by all stakeholders of the building design through visual exploration.

## **BIMcloud SaaS license transfer**

Smaller practices and sole practitioners will appreciate the new “BIMcloud SaaS license transfer” — perfect for pooling resources while delivering projects in Joint Ventures, without any hidden costs.

By utilizing the flexibility of a Graphisoft ID, they can identify themselves across the BIMcloud SaaS network, and bring their own BIMcloud license to participate in projects. This will greatly enhance the competitiveness of architects and engineers who can easily form flexible design teams and work on much larger projects together.

## **BIMx for Android users**

Also announced today: the new 3D engine is now available for Android users. With BIMx, Android users join iOS users with the capability to:

- Get precise data from the 3D model or 2D plans with the Smart Measure function.
- Play animated Archicad client presentations in BIMx Presenter mode.
- Access BIMx hyper-model elements from outside of BIMx.
- Get photorealistic views with real-time illumination calculation.
- Open models in no time thanks to a faster startup.

In addition, new BIMx PRO in-app subscription plans available in BIMx unlock the following features:

- Open 3D models of any size and complexity.
- Save favorite 2D and 3D project views for later easy access.
- Create BIMx presentations using favorite animated sequences and still views.
- Print hard copies of any 2D and 3D project view.

## ***New EPLAN Data Portal User Interface***

2 July 2021

The new EPLAN Platform is on the verge of being released and will also mark the moment when the EPLAN Data Portal will exclusively be available for use in the EPLAN ePulse cloud environment. The platform's updated user interface offers numerous enhancements for searching for and finding device

data. Improved search algorithms and parameters make it much easier for users to quickly find the appropriate components to download. Increased system performance also ensures greater speed when selecting components. Another new feature is the integration of the Lenze product configurator.

## **Configurators streamline product selection**

Lenze Director of Team Processes and Data Bernd Spiegel explains: “The direct integration of our product configurator into the new EPLAN Platform lets customers very quickly find the product they need. There’s no need to search for devices in extensive lists and customers get the devices that match their requirements. Aside from which, this cooperation also provides benefits for Lenze as a manufacturer of many products and variants. Maintaining the data for the configurator in EPLAN Electric P8 is much easier for us than doing that for all the distinct variants of a product series.”

A real-life example: A user needs a frequency inverter. Using the Lenze Easy Product Finder, said user needs just a few steps to find a suitable device from the company’s i550 series of devices. The defining characteristics such as rated power, supply network type, and the type of fieldbus network are included as selection criteria. Once users have decided on a particular device based on these parameters, the associated EPLAN data can be generated in the detail view and then imported into the CAE solution’s device management.

## **Around three million data sets available on the portal**

The configurators of additional manufacturers, including Endress+Hauser, Bosch Rexroth and Rittal, all work in a similar way. This makes each manufacturer portfolio easily accessible to design engineers. Selecting devices and acquiring high-quality data is easy and intuitive. The data is up to date and can be transferred directly into projects. Similarly to configuring features for a new car, users are guided through the various product families of the assorted manufacturers. Integrating configurators doesn’t just expand the data available in the portal (more than 1 million data sets) by approximately two million configurable variants, it also makes it easier for users to compile high-quality device data.

In addition, there are selectors from Aventics, IPF and Schneider Electric that ensure fast product selection. There’s no question that the data is correct thanks to the targeted narrowing of selections via search parameters. This portfolio will soon be expanded with the offerings from two additional well-known global players – meaning users have even more to look forward to.

## **EPLAN Data Standard becoming entrenched**

More than one-third of the data on the portal already conforms to the new, high-quality Data Standard, and solutions provider EPLAN has set further ambitious goals: half of all the device data should meet the Data Standard by the end of 2022, if possible. This calls for further commitments from device manufacturers, many of whom are recognising the benefits of having 100-per-cent digital data. Big players that have been pioneers in this in the international arena include Chint (China), IFM, Pilz, Rittal and SMC (Europe), Numatics (USA) and Omron (Japan).

Pilz Vice President Customer Support International Arndt Christ says: “We’re pleased that we can now offer our customers high-quality engineering data. In 2020, we decided to create our Pilz product macros to conform with the EPLAN Data Standard. The data standardisation that is currently possible, which makes using the macros easier, benefits our in-house engineering departments in our affiliated companies and, externally, our customers around the globe. While macros previously had to be inserted into designs using value sets, today it can be accomplished using a functional template. The benefits include improved networking of data – for instance between 2D and 3D – fewer errors because the wiring connections are precisely defined, and time savings above all because the macros are standardised. The new Data Standard, particularly the functional template, is a mark of quality for our

macros and meets our expectations for high-quality data. We have a dependable partner for the future in EPLAN, someone we can work with to continue advancing this approach.”

EPLAN Director Cloud Business Master Data Timm Hauschke says: “The aspiration for high quality from the manufacturers coincides with the demands of our users. After all, only comprehensive, integrated, end-to-end data forms the foundation for the digital twin, which provides information for processes and to machines along all the stations of the process, from design engineering to manufacturing. The EPLAN Data Standard is being implemented worldwide since its introduction. Our goal is for device data to be available 100-per-cent digitally, thus providing the ideal foundation for highly efficient engineering.”

## ***Release Announcement of CADfeature 16.0 M5 – Elysium***

5 July 2021

Elysium has released CADfeature 16.0 M5.

Enhancement

- Quality improvement throughout multiple translation paths and bug fixes.

## ***TCS Launches Jile™ 5.0, a Major Release of its SaaS-based Enterprise Agile Tool, with Enhanced Portfolio Capabilities***

6 July 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting, and business solutions organization, launched Jile™ 5.0, a major release of its on-the-cloud Enterprise Agile planning and delivery tool that enables enterprises to meet the large-scale development needs of multiple distributed teams. With enhanced Agile portfolio capabilities and Lean portfolio budgeting, Jile enables better collaboration and accelerates value creation.

Jile 5.0 enables organizations to better align execution with strategy by providing a unified view of portfolios and programs, helping business stakeholders and teams to collaborate effectively, and speeding up time-to-market for new software. Through its Lean portfolio budgeting, Jile further helps business stakeholders make informed investment decisions to achieve targeted business goals.

The new release is available in two editions: A Standard edition for medium and large enterprises that are beginning to scale agile practices to multiple team-of-teams, and an Enterprise edition for large enterprises that have mature agile practices and are looking at agility at the business layer. In addition to the features available in the Standard edition, the Enterprise edition allows teams to track budget allocation versus consumption as well as portfolio, program, and team performance using customizable dashboards.

**Durga Maruwada, Business Head, Jile, TCS,** said, “*With its intuitive user interface, Jile is easy to learn and enables our customers to embrace industry-proven Agile methods and frameworks across the enterprise and accelerate their growth and transformation journeys. The new release of Jile comes in two editions catering to the needs of organizations at different maturity levels, and helps customers manage their portfolios better to align execution with strategy.*”