

## Contents

CIMdata News.....	4
CIMdata to Participate in a Webinar on the Smart Commercialization of Consumer Electronics Products.....	4
engineering.com - Digital Twin Lessons for Engineers from the PLM Road Map & PDT .....	4
Free Webinar on Making the Case for Organizational Change to Support Digital Transformation in Food & Beverage.....	5
Acquisitions.....	6
Addnode Group acquires Team D3 in the US, making Symetri one of Autodesk’s largest global partners .....	6
ARKANCE acquires VinZero, doubles size .....	7
Company News .....	8
AMETEK Announces Financial Executive Appointments .....	8
Bentley Systems Announces Allen Li has Joined as General Manager, China.....	9
CAPGEMINI OFFICES IN INDIA REACH 100% RENEWABLE ENERGY .....	9
CGS Appoints Cathrine Jooste as President of Global Outsourcing and Customer Experience Division.....	11
FARO Announces Strategic Partnership with HOLOGATE .....	11
GenAlpha Announces New Partnership with Optessa .....	12
Infosys Grows Its Footprint in the Nordics with a New Proximity Centre in Oslo, Norway to Enable Digital Transformation Programs Within the Region .....	13
LTIMindtree and SNP Partner To Launch “Fast Forward” For BLUEFIELD™ Implementation .....	14
Markforged Announces Changes to the Board of Directors .....	15
Matterport Partners With CompuSoluciones To Drive Digital Twin Adoption in Latin America .....	15
MaxGrip joins the IFS Global Partner Network strengthening EAM expertise .....	16
Modelon Partners with Toyota Tsusho Systems to Increase System Simulation Accessibility .....	17

PTC Names Janesh Moorjani to Board of Directors.....	18
Rockwell Automation Obtains Highest Level Product Security IEC Security Certification ...	19
TECHNIA and NDES Forge Partnership for PLM Implementation in Japanese Manufacturing Industry .....	20
Event News .....	21
AMETEK Showcases the Future of Aerospace at Paris Air Show 2023.....	21
Dassault Systèmes’ “Science Week” to Explore AI, Simulation and Research Breakthroughs with Virtual Twins .....	22
Digital Foundry Leader ExOne to Showcase the World’s Most Trusted Sand 3D Printing Systems at the GIFA International Foundry Trade Fair in Germany.....	22
IMAGINiT Technologies Exhibits with Eagle Point Software at the 2023 AIA Conference...	24
Jotne will support the joint GPDIS and PDES, Inc. meeting 16-23 September, Phoenix, Arizona .....	25
Markforged to Participate in Upcoming Investor Conferences.....	25
Financial News .....	25
Accenture to Announce Third-Quarter Fiscal 2023 Results .....	25
American Software Reports Fourth Quarter and Fiscal Year 2023 Results.....	26
Blackline Safety Announces Fiscal Second Quarter 2023 Financial Results Conference Call	29
Implementation Investments .....	29
Bang & Bonsomer upgrades to IFS Cloud to support business transformation and drive growth.....	29
Corman Selects Aras Innovator to Drive Digital Transformation .....	30
Gamma Technologies and Proventia Join Forces to Accelerate Battery Development Through a Holistic Battery Simulation Platform .....	31
Lufthansa Technik Uses Ansys to Develop and Certify AeroSHARK Technology for More Sustainable Aviation .....	32
Sidel Selects Configit Ace® to Transform the CPQ Process.....	33
SMALL BUSINESS EPATHUSA SELECTS DELTEK COSTPOINT TO STREAMLINE BUSINESS PROCESSES IN THE CLOUD .....	34
Tseng Limited Boosts Global Standing with Centric PLM .....	35
Product News.....	35
Automatic creation of Revit families on 3Dfindit .....	35

CGS Unveils "Soft Skills" Augmented Reality Training Solution with Singapore Airlines Low-Cost Carrier Scoot ..... 36

COMSOL Launches Open-Access Learning Center for Multiphysics Modeling ..... 37

DELTEK RELEASES ITS NEWEST VERSION OF COSTPOINT WITH ENHANCED DESIGN AND FUNCTIONALITY, INCLUDING STREAMLINED CAPABILITIES FOCUSED ON SMALL AND MID-SIZED FIRMS ..... 38

eCADSTAR release 2023 enhances user experience and productivity ..... 39

Hewlett Packard Enterprise helps organizations reduce IT carbon footprint with new sustainability dashboard and comprehensive portfolio of services ..... 40

Hexagon introduces HxGN Smart Sites for managing complex sites ..... 42

IronCAD Unveils Product Update 1 for 2023, Revolutionizing Mechanical CAD Design for Industrial Equipment Machinery and Fabrication Markets..... 43

Mastercam 2024 is Now Released..... 45

pSeven Enterprise v2023.05 Release ..... 46

Qualtrics Announces General Availability of Customer Journey Optimizer, Helping Companies Identify and Eliminate Points of Friction for Customers..... 46

RedTeam Adds Automatic Hyperlinks as Latest Improvement for Drawing Management Workflows ..... 48

Schneider Electric Transforms Building Environment Optimization with New Additions to Connected Room Solution ..... 48

TCS Launches its Data Exchange and Marketplace Platform on Google Cloud..... 50

What’s New in OpenBOM, May 2023..... 51

Wipro Launches an Immersive Innovation Experience for Financial Services with Microsoft ..... 51

## CIMdata News

### *CIMdata to Participate in a Webinar on the Smart Commercialization of Consumer Electronics Products*

8 June 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that Doug Macdonald, Director of PLM Success and Executive Consultant, will join a webinar for PLM Professionals interested in learning more about the Smart Commercialization of Consumer Electronics Products. The webinar is on Thursday, 29 June, at 11:00 AM EDT.

In today's fast-moving and highly competitive consumer electronics environment, speed-to-market, and giving consumers what they want in a timely fashion are critical to success. Siloed departments, disconnected systems, and product data chaos can prevent launching the right products at the right time. The time has come for the smart commercialization of consumer electronics products, allowing enterprises to move away from spreadsheets, streamline processes, maximize profits, and slash time-to-market to reach the next level of product development.

In this webinar, which is co-sponsored by Centric Software, attendees will learn about the following:

- How the emergence of smart products is upending the Consumer Electronics products market.
- How current business processes for planning and launching new products supported by spreadsheets and email put brand owners and retailers at risk.
- How an integrated approach that allows stakeholders to collaborate using a single source of truth can help businesses achieve growth and profitability.

Marie McCarthy, Consumer Electronics Director at Centric Software, will also participate

Learn more and register at <https://www.centricsoftware.com/events/the-smart-commercialization-of-consumer-electronics-products-how-to-improve-go-to-market-and-maximize-profitability/>.

### *engineering.com - Digital Twin Lessons for Engineers from the PLM Road Map & PDT*

8 June 2023

On June 8, 2023 [engineering.com](http://engineering.com) published an article written by CIMdata's Peter Bilello highlighting CIMdata's PLM Road Map and PDT (in collaboration with Eurostep).

Peter says, "Digital thread connectivity is vital to digital transformation—freeing information from formats, documents, tools, models and departmental databases (read silos). The value of the digital thread lies in the myriad of data links that feed and validate decision-making."

Read the full article here: <https://www.engineering.com/story/digital-twin-lessons-for-engineers-from-the-plm-road-map-and-pdt>

## *Free Webinar on Making the Case for Organizational Change to Support Digital Transformation in Food & Beverage*

6 June 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free webinar, “The Digital Transformation of Food & Beverage Product Development.” The webinar will take place on Thursday, 13 July 2023, at 11:00 a.m. (EDT) and will last for one hour.

Change is accelerating in the food and beverage business, impacting all participants in the food & beverage value chain: grocery retailers, branded product manufacturers, private brand contract manufacturers, and suppliers of ingredients and raw materials. Consumers are driving some of this change by seeking more value, healthier products, improved visibility into ingredients and origins, and products with more sustainable ingredients and packaging. Other drivers for change come from within the industry as food contamination incidents remain at stubbornly high levels, traceability of ingredients appears out of reach, and food fraud continues to increase.

Product lifecycle management (PLM) solutions have a role to play in helping to manage these changes by providing better visibility into ingredients and their sources. Although PLM solutions have been successfully implemented in other industries, their adoption by food & beverage companies has been slow.

This webinar will explore the drivers for change in the food & beverage industry, the nine imperatives that all participants in the food & beverage value chain must focus on, and how PLM solutions can help this industry innovate.

Attendees at this webinar will:

- Learn about the nine imperatives for food & beverage businesses.
- Find out how PLM can help improve the outcome of the nine imperatives.
- Gain an understanding about the drivers for change in food & beverage.

According to Doug Macdonald, CIMdata’s Director of PLM Success, and the host for this webinar, “Product Lifecycle Management solutions are a powerful tool that can help food & beverage companies respond to consumer desires, tackle underlying issues, and achieve better outcomes.”

Doug has built his career around the various aspects of PLM. Before joining CIMdata, Doug worked with several leading solution providers, including PTC, SAP, Oracle, Aras, Sherpa (acquired by Siemens), and, most recently, Bamboo Rose. His experience includes strategic and product marketing, growth, and pre-sales roles. Before moving into PLM, Doug worked with Ford Motor Company and was a consultant with Coopers & Lybrand (now PwC). His industry

experience includes aerospace, defense, automotive, industrial, shipbuilding, medical devices, and food & beverage.

The webinar will be of interest to executive leadership, managers, and specialists in product development, brand management, quality, safety, marketing, supplier management, regulatory compliance, retail merchandising, and other areas of the food & beverage industry.

During the webinar, attendees will have the opportunity to ask questions about the topics discussed. To find out more, visit: <https://www.cimdata.com/en/education/educational-webinars/webinar-the-digital-transformation-of-food-beverage-product-development>. To register for the webinar, please visit <https://register.gotowebinar.com/register/5315736725305423887>.

## Acquisitions

### *Addnode Group acquires Team D3 in the US, making Symetri one of Autodesk's largest global partners*

1 June 2023

**Addnode Group announced that it has signed an agreement to acquire Team D3 in the US with net sales of USD 120 million. Team D3 is an Autodesk Platinum Partner with 200 employees located in multiple sites across the US. Addnode Group's company Symetri will together with Team D3 be one of Autodesk's largest global partners.**

#### **Background and rationale**

The acquisition of Team D3 is the natural next step following the acquisition of Microdesk in 2022. Addnode Group's subsidiary Symetri already holds a strong position as platinum partner to Autodesk in large parts of Europe within both the AEC and Manufacturing industries. The acquisition of Microdesk established Symetri in the US, particularly within the AEC segment and on the East and West coast. The acquisition of Team D3 now strengthens Symetri's position both in the segments of Manufacturing and Process & Power, as well as in the Midwest part of the US. Overall, Symetri will now serve more than 400,000 daily users, 25,000 customers and have more than 1,000 employees across 30 offices in Europe and US. Symetri will become one of Autodesk's largest global partners.

Founded in 1999 Team D3 is one of the largest Autodesk partners in the US market, with a focus in the Manufacturing, AEC and Power & Process industries. The customer base mainly consists of architects, engineers, construction professionals and property owners and operators. Assignments are primarily centred around improving workflows and integrating project delivery technologies and services. As business consultants they drive desired outcomes by leveraging the latest in design, development, and data technologies. Team D3 is located in multiple sites across the US with head quarter in Springfield, Missouri.

*"By acquiring businesses that digitalise society and providing a growth platform for our subsidiaries, Addnode Group creates sustainable value growth. The complementary acquisition of Team D3 to Symetri is in line with our growth strategy. Symetri has successfully grown*

*organically and by acquiring and integrating other Autodesk partners, and with support from a strong portfolio of proprietary software and related professional services. This acquisition will strengthen Symetri, create value for our shareholders, and open further opportunities to leverage our presence on the US market,”* says Johan Andersson, CEO and President of Addnode Group.

*“Team D3 is a strong complement to the previously acquired Microdesk in 2022, both operationally and geographically. Together we will be able to add more value to our customers in their ambition to work smarter and more sustainable. Symetri’s own technology, such as Naviate and Sovelia solutions, will add value for Team D3:s customers, and it will also be possible to expand our joint professional service expertise to our US customers,”* says Jens Kollserud, CEO of Symetri.

### **Purchase price and financials**

On an enterprise value basis, the purchase price for 100% of the company amounts to a maximum of USD 59 million, of which USD 31 million is fixed and up to USD 28 million is contingent on future financial performance.

The acquisition has been financed through Addnode Group's existing credit facilities.

Closing is planned for early July and Team D3 is planned to be consolidated from July, 2023, as part of Addnode Group’s Design Management Division and its subsidiary Symetri.

The acquisition of Team D3 is expected to have a positive impact on Addnode Group's earnings per share from the time of consolidation and onwards.

## ***ARKANCE acquires VinZero, doubles size***

1 June 2023

*On 1 June 2023, the ARKANCE Group, of which AGACAD is a member, announced the acquisition of VinZero. This deal doubles the size of the ARKANCE Group and makes it a global leader in providing solutions and services for the construction and manufacturing sectors.*

Largest acquisition in Group history

ARKANCE becomes a global player in digitalization with this acquisition, the biggest in Group history. A subsidiary of Monnoyeur, a more than 100-year-old French family-owned group, ARKANCE has acquired the international company VinZero and its brands A2K Technologies, A2K Cloud, Cadline, Capricot Technologies and U.S. CAD. The new global group specializes in digitalization and digital transformation for the construction and industrial sectors.

*“ARKANCE now has the critical mass to develop sophisticated solutions, and the enhanced ability to deliver them and capture the growth of digitalization trends,”* says Gregoire Arranz, CEO of ARKANCE.

What does this deal mean for AGACAD customers?

In the near future, following the acquisition transition period, users of Autodesk® Revit® applications in the USA, the UK, Australia, New Zealand, and India will be able to secure support

and consulting services not only from AGACAD, but also from their local ARKANCE office, of which there are now 50+ worldwide.

With the addition of 32 VinZero offices and 550 professionals, the number of solution professionals in the ARKANCE group has grown to 1300+, speaking 32 languages. The group will therefore be able to provide services and support even more fluently, faster and at the most convenient time for its customers.

ARKANCE is now the global leader for digitalization across construction and manufacturing.

## Company News

### *AMETEK Announces Financial Executive Appointments*

1 June 2023

AMETEK, Inc. announced that its Board of Directors has elected two new Vice Presidents. Frank Donnelly and John Hoffman III have been promoted to the positions of Vice President, Group Controller and Vice President, Audit Services, respectively, effective July 1, 2023.

"I am pleased to announce the promotions of Frank and John to these important leadership roles," said David A. Zapico, AMETEK Chairman and Chief Executive Officer. "Both individuals possess the experience, expertise, and leadership qualities needed to help support AMETEK's continued and sustainable growth."

#### **Frank Donnelly - Vice President, Group Controller**

Frank Donnelly, in his new role as Vice President, Group Controller, will oversee finance and accounting related matters for AMETEK's Process and Analytical Instruments and Measurement, Communications and Testing divisions within AMETEK's Electronic Instruments Group.

Frank has been an integral part of AMETEK for over three decades, providing financial leadership most recently as the Division Vice President, Finance for the Process and Analytical Instruments division. Mr. Donnelly will work closely with divisional finance leaders, lead acquisition finance due diligence efforts, and liaise with the Corporate Comptroller on the consistent application of corporate financial processes.

"Frank's extensive experience and outstanding leadership within our finance organization has been instrumental in our success," stated Mr. Zapico. "In this new role, Frank will continue to deliver strong financial oversight and provide strategic guidance to further AMETEK's growth."

Prior to his role in the Process and Analytical Instruments division, Frank held leadership positions in finance with AMETEK's U.S. Gauge business. Mr. Donnelly holds a Bachelor of Science in Accounting and a Master of Business Administration from St. Joseph's University. He is a Certified Public Accountant and a member of the Pennsylvania Institute of Certified Public Accountants.

#### **John Hoffman III - Vice President, Audit Services**

In his new role as Vice President, Audit Services, John Hoffman III will assume responsibility for

overseeing all audit-related activities within AMETEK. With a distinguished career and a wealth of financial and audit leadership experience, John is well positioned to lead the Audit Services team.

"John's promotion is a testament to his exceptional leadership and financial expertise," stated Mr. Zapico. "His comprehensive understanding of our business and his proven track record make him the ideal candidate for this role."

Prior to his promotion, John most recently served as the Director of Audit Services at AMETEK. He has also held significant roles including Division Vice President, Finance for the Measurement, Communications & Testing (MCT) division, and Division Vice President, Finance for the Sensors, Test and Calibration (STC) business unit.

Mr. Hoffman holds a Bachelor of Science degree in Accounting and International Business from Pennsylvania State University, and he earned his Master of Business Administration from NYU. He is a Certified Public Accountant and a member of the Pennsylvania Institute of Certified Public Accountants.

### *Bentley Systems Announces Allen Li has Joined as General Manager, China*

7 June 2023

Bentley Systems, Incorporated, the infrastructure engineering software company, announced that Allen Li has been appointed to the new role of General Manager, China, reporting to Chief Revenue Officer Brock Ballard. Allen Li has had a long executive career at enterprise software leader SAP, including as Chief Operating Officer, China. He earned a bachelor's degree in Engineering and a master's in Technology Management at Harbin Institute of Technology, and then an Executive MBA from University of Mannheim Business School.

While Bentley's infrastructure engineering offerings have become well established in major design institutes and owner organizations, the company is also pursuing substantial growth opportunities as a platform for software development and distribution by Chinese entities. Allen Li has end-to-end responsibility for all of Bentley's business in China, including recent and potential future joint ventures to offer local Chinese products leveraging Bentley technology.

Bentley Chief Operating Officer Nicholas Cumins said, "China is unique in the world for the scale and digital advancement of its infrastructure engineering, meriting a unique approach in go-to-market. We welcome Allen Li as General Manager, a new role within our organization. His experience leading initiatives to 'regionalize' enterprise software in China will be instrumental to Bentley's forward-looking priorities there."

Allen Li said, "I am very impressed by the strength of Bentley's product-market fit and its technology leadership for infrastructure engineering in China to date, and I am excited to have the opportunity to lead Bentley in its next phase of growth, leveraging local and partner resources, in China for China."

### *CAPGEMINI OFFICES IN INDIA REACH 100% RENEWABLE ENERGY*

31 May 2023

Capgemini announced that its facilities in India are operating on 100 percent renewable energy (RE), achieving a new sustainability milestone. This allows the company to avoid over 70,000 tonnes of carbon emissions per annum. The company transitioned to 100 percent renewable energy through onsite renewable energy generation, offsite renewable energy purchase through power purchase agreements, and green power purchasing through utility programs, all contributing to 83 percent of renewable energy. The balance of 17 percent is sourced from renewable energy certificates[1].

Capgemini in India comprises 180,000+ team members working across 13 cities. It has installed 11.5MWp of on-premises solar plants across all campuses in India. Some campuses have energy surplus which they are exporting to their respective state electricity boards. Capgemini's campuses in Bengaluru, Hyderabad, and Chennai (MIPL and SIPCOT) have been exporting surplus renewable energy back to the state electricity grid using the 'net-metering program'. Since the beginning of the year, 450 MWh of renewable electricity has been exported to the electricity grid from the four offices, making the campuses net positive on energy use in 2023.

In another decarbonization initiative, illustrating the use of technology to transform the energy industry, Capgemini recently installed a state-of-the-art 'Battery Energy Storage Solution' (BESS) with a capacity of 2.5 MWh in the Noida campus and 3.5 MWh in the Mumbai campus. The solution allows Capgemini to store excess renewable energy generated from solar plants during the day and use it during the evening peak hours. This, in turn, significantly reduces the greenhouse gas (GHG) emissions from peaker[2] power plants and decreases the energy cost, carbon footprint and stress on the grid during the peak hours.

The BESS solution is equipped with an intelligent Energy Management System (EMS) to orchestrate and manage the electrons from solar, battery storage, utility supply, and load. This, integrated with Capgemini's Energy Command Center (ECC), enables real-time monitoring and control of energy supply. The EMS is equipped with artificial intelligence (AI) analytics for effective management of energy tariff and utilization of BESS to store and release energy during the non-peak and peak hours, respectively. This process helps in managing 'Peak Shaving' efficiently.

Commenting on the milestone, **Ashwin Yardi, CEO of Capgemini in India and Member of the Group Executive Committee** said, *"At Capgemini, sustainability has always been a priority, and over the years, we have taken significant steps to ensure we reduce our carbon footprint. In India, we have progressed our journey towards our net-zero goal, through this milestone of achieving 100 percent renewable energy across all offices in India. With the use of innovative technology like Battery Energy Storage Solutions and intelligent Energy Management Systems, we can very clearly see a path towards transforming and decarbonizing the energy industry through technology. We will continue to leverage technology to drive meaningful impact and help nurture a sustainable tomorrow, making our communities future ready."*

The Capgemini Group was amongst the first companies globally to have its net zero targets validated according to the SBTi's new Net-Zero Standard in July 2022, including achieving a 90% reduction in all carbon emissions across scope 1, 2 and 3 by 2040.

## *CGS Appoints Cathrine Jooste as President of Global Outsourcing and Customer Experience Division*

1 June 2023

CGS, a global provider of business applications, enterprise learning and outsourcing services, announced the appointment of Cathrine Jooste as the new President of CGS' Global Outsourcing and Customer Experience division. With an illustrious career spanning over 25 years in the consulting, business process and customer care outsourcing industries, Jooste brings extensive expertise and a proven track record of success to CGS.

"We are delighted to welcome Cathy to the CGS family as the President of our Global Outsourcing and Customer Experience division," said Phil Friedman, President and CEO for CGS. "Her extensive experience, industry expertise, and leadership skills will be invaluable as we expand our global presence and enhance our client-centric solutions. We are confident that Cathy's expertise will enable us to deepen our client relationships and drive sustainable growth."

With optimized call center resources to serve global clients, CGS offers a unique hybrid approach through automation and live agents in its contact centers located in North America, South America, Europe, Asia, Africa, and the Middle East. Its AI-enriched chatbot and RPA technologies complement the customer support services provided by thousands of multilingual call center agents. CGS supports many of the world's industry-leading global brands from retail, hospitality, financial services, healthcare, technology, and telecom. CGS's innovative, scalable and flexible business process outsourcing (BPO) solutions include technical and customer support, tele sales, channel enablement and back-office support.

"I'm honored to join CGS, a company renowned for its commitment to delivering exceptional customer experiences and driving measurable business outcomes for clients," said Jooste. "I look forward to working with the talented and diverse global team at CGS and leveraging our collective strengths to unlock new opportunities, expand our global reach, and create differentiated value for our clients."

Prior to joining CGS, Jooste served as the Chief Commercial Officer and North American Region President for Atento, a global customer relationship management and BPO firm. During her tenure, she played a pivotal role in driving record growth and solidifying Atento's market position. Jooste has also held various leadership positions at renowned companies including DXC, Cognizant, and Accenture, where she consistently demonstrated her ability to navigate complex business environments and deliver exceptional results.

## *FARO Announces Strategic Partnership with HOLOGATE*

6 June 2023

FARO® Technologies, Inc., a global leader in 4D digital reality solutions, announced their strategic partnership with HOLOGATE's enterprise division HGXR, developers of high-end extended reality (XR) solutions for training and simulation.

For the first time, HGXR systems will integrate state-of-the-art FARO digital scanning technology. The integration will enable anything from objects and infrastructure to real-life situations and scenarios to be scanned and simulated in photo-real VR as digital twins, offering customers enhanced training and greater customization potential.

This partnership unites two technological leaders in their field. For over 40 years FARO has pioneered bridging the digital and physical worlds with best-in-market laser scanning technology which digitally captures any situation or object using 3D point clouds. Point clouds are essentially a huge collection of individual data points plotted in 3D space from which HGXR creates digital twins, virtual photo-real representations based on the scanned physical environment.

HGXR offers full-service virtual reality training and simulation solutions for enterprises and is a division of HOLOGATE, a global media company, and market leader in turnkey extended reality solutions for entertainment with more than 450 locations and 16 million users worldwide.

With digital twins HGXR systems users can visualize and simulate any real object, environment or situation in the virtual space. This is indispensable technology for organizations needing to digitally capture a situation or critical infrastructure for any time review, evaluation, and training — such as a crime scene reconstruction, or security planning and process optimization on the factory floor.

Leif Petersen, CEO and Founder of HOLOGATE/HGXR, commented: "We are delighted to announce this partnership with FARO which is an incredible enhancement to our training and simulation offers. FARO's expertise in the digital scanning and imaging field directly complements our virtual solutions and enables us to further adapt our XR training and simulation applications to meet our customers' needs. We are really excited for our first collaboration!"

"We are pleased to be working with HGXR in a partnership that capitalizes on the strengths of both organizations," said Christian Schäfers, Regional Manager of Public Safety & Forensics at FARO. "FARO's high-speed leading digital scanning technology, coupled with HGXR's premium XR training, takes their training and simulation solutions to the next level."

### *GenAlpha Announces New Partnership with Optessa*

1 June 2023

GenAlpha Technologies and Optessa have entered into a mutually beneficial partnership. Through the use of their planning and scheduling optimization software, Optessa enables manufacturers to adapt quickly and overcome operational challenges. In doing so, they help to stabilize supply chains, reduce costs, and improve efficiency.

Through this partnership, both companies hope to learn from each other and work to provide an even higher level of support for their customers.

"It was an obvious choice for us to join forces with Optessa. Just like GenAlpha, they are dedicated to empowering manufacturers and enhancing operational efficiency. By partnering with Optessa, we can offer our customers even more valuable resources, making this decision a

seamless one. I am excited to witness the incredible potential that lies ahead as we embark on this partnership," said Kris Harrington, CEO of GenAlpha Technologies.

"I think this partnership can bring a lot of value to both Optessa and GenAlpha. Our companies share the common goal of helping manufacturers succeed, so this is just another way to do that. There's a lot we can learn from each other, and I'm looking forward to working with GenAlpha into the future," said Ashok Erramilli, Co-Founder and CEO of Optessa.

### *Infosys Grows Its Footprint in the Nordics with a New Proximity Centre in Oslo, Norway to Enable Digital Transformation Programs Within the Region*

7 June 2023

Infosys, a global leader in next-generation digital services and consulting, announced a new Proximity Centre in Oslo, Norway as part of its continued expansion plan in the Nordics. The new state of the art centre will enable Infosys to attract, re-skill, and up-skill local talent to work on global opportunities through next-gen technologies like cloud, AI, IoT, 5G, and software engineering.

Over the last few years, Infosys has invested and expanded its footprint in the Nordic region with fresh partnerships including the one with Lefdal Mine Datacenter in Norway, strategic acquisitions such as Fluido in Finland and BASE Life Science in Denmark, as well as opening a new proximity center in Gothenburg, Sweden.

The new Oslo proximity centre will enable Infosys to partner, and work even more closely with its regional customers including Telenor, one of the world's largest telecommunications companies and DNB ASA, the largest bank in Norway, helping both organizations build and strengthen next-gen solutions and advance their digital transformation journeys.

**Maria Ervik Løvold, Group Executive Vice President of Technology and Services (CIO), DNB ASA**, said, "Infosys has been our strategic services partner for over 8 years, and we are very glad to see them expanding their presence in Norway. This shows their commitment to their localization agenda and bringing next generation digital technology skills to the Norwegian Market. We welcome this move and are happy to support Infosys on their continuing journey in Norway and the Nordics."

**Torbjørn Larsen, CIO Telenor Norway**, commented, "Telenor has chosen Infosys as one of our strategic partners in our digital transformation journey and we are pleased to see Infosys expanding its presence in the Norwegian market. We congratulate Infosys with their new office in Norway, an expansion that will provide a strong foundation for the collaboration between our two organizations. We look forward to continuing our digital transformation journey in partnership with Infosys."

**Lisbeth Hammer Krog, Mayor of Bærum Municipality**, said, "The opening of the new office in Bærum and Norway is a testament to Infosys' commitment and plans for the country. With its focus on digital transformation and innovative solutions, Infosys will undoubtedly contribute to the growth and success of Norwegian companies. We appreciate Infosys' localization agenda and its alignment with the values of trust and integrity that are deeply ingrained in our Nordic

culture. We extend our full support as Infosys continues its journey in Norway and we are confident that this partnership will bring significant benefits to our region, the Norwegian market and to their clients.”

**Anand Swaminathan, Executive Vice President & Global Industry Leader - Communications, Media and Technology at Infosys**, said, “We are thrilled to fortify our presence in the Nordics with the new office in Oslo, Norway. This expansion demonstrates our commitment to delivering exceptional services to Norwegian clients while addressing their unique challenges and building next-generation solutions. With the new office in place, we aim to attract local talent and bring next-generation technology to Norwegian companies embarking on their digital transformation journey. With an unparalleled combination of local talent and world-class technologies, we are confident that we will serve as a hub for innovation and will empower clients across the Nordics to become future-ready.”

### *LTIMindtree and SNP Partner To Launch “Fast Forward” For BLUEFIELD™ Implementation*

8 June 2023

LTIMindtree, a global technology consulting and digital solutions company, in collaboration with SNP Schneider-Neureither & Partner SE, a world-leading provider of software solutions for digital transformation processes, automated data migrations and data management in the SAP environment, today announced the launch of “Fast Forward” for BLUEFIELD™ implementation, powered by SNP’s proprietary approach.

The joint offering – “Fast Forward” – is a full lifecycle solution built to accelerate an enterprise’s migration to the SAP S/4HANA platform with minimal risk, while retaining the golden nugget of existing ERP. It combines LTIMindtree’s global S/4HANA capability and industry knowledge with SNP’s CrystalBridge® platform and Rapid Empty Shell Creation technology to transform existing SAP investments without having to fully redesign their legacy systems.

As part of the partnership, LTIMindtree and SNP will also set up a joint innovation center to build tailored industry solutions for clients.

“CrystalBridge® is the world’s leading software suite for data transformations that automatically analyzes, implements and tracks changes to IT systems. It offers clear qualitative advantages while significantly reducing the time and expense involved in transformation projects,” said Lutz Lambrecht, Executive Vice President of Partner Management, SNP. “This collaboration with LTIMindtree, will combine the technical tenets of our software suite with LTIMindtree’s domain and engineering DNA to deliver agile transformation and flexibility that can deliver unmatched user experience and automated business processes.”

“Many organizations, during the course of S/4HANA transformation are faced with the dilemma of whether to redefine or rewrite the entire core or carry forward existing, non-optimal processes and data AS-IS,” said Sudhir Chaturvedi, Whole-Time Director & President, Markets, LTIMindtree. “The synergies drawn from LTIMindtree and SNP in the form of Fast Forward will seamlessly establish an industrialized process capable of delivering minimal impact and high-

value rapid SAP transformation projects and driving significant cost savings, operational efficiencies, and positive business outcomes for its global clients across industries.”

### *Markforged Announces Changes to the Board of Directors*

5 June 2023

Markforged Holding Corporation, the company strengthening manufacturing resiliency by enabling industrial production at the point of need, announced the appointments of Aaron VanDevender to the Board of Directors and Board Chairman Alan Masarek to the Compensation Committee. Additionally, Kevin Hartz announced his resignation and amicable departure from the Board of Directors.

“Thanks to Kevin, Markforged was able to get access to public capital markets and fund its accelerated innovation efforts. Over the last two years Kevin also helped us navigate through a challenging macroenvironment while prioritizing the organic and inorganic R&D investments that are powering our preparations for the biggest launch of products in our history. I am grateful to Kevin for lending his keen insight and unwavering support to Markforged since joining the Board. I wish him the best of luck in his future endeavors,” said Shai Terem, Markforged’s President and Chief Executive Officer.

Alan Masarek, Chairman of the Board commented, “On behalf of Markforged, we thank Kevin for all of his contributions to the Company and wish Aaron a warm welcome to the Board.”

Terem added, “We are truly delighted to have Aaron join the Board at this pivotal time for Markforged. His deep understanding of foundational technology and proven ability from his time as Chief Scientist of the Founders Fund to identify products that can disrupt entire industries complements our existing Board. I look forward to having his insight and guidance to help Markforged execute our strategic plan.”

Hartz’s departure is not related to any disagreements concerning operating, accounting or financial reporting matters.

### *Matterport Partners With CompuSoluciones To Drive Digital Twin Adoption in Latin America*

8 June 2023

Matterport, Inc. announced that it is significantly expanding its presence in Latin America, partnering with CompuSoluciones, one of the largest value-added distributors (VAD) of technology in the region, as a key distributor of Matterport’s digital twin technologies in Mexico and Colombia.

For nearly 40 years, CompuSoluciones has partnered with the world’s leading international technology brands, including some of the largest solution providers servicing architecture, engineering and construction (AEC), facilities management, and manufacturing. Through its network of more than 2,000 resellers, CompuSoluciones provides the world’s premier information technologies (IT) and consulting services spanning cloud, SaaS and other services to a vast array of industries out of its headquarters in Mexico.

Latin America is one of the largest property markets in the world. According to the NAIOP, Mexico's industrial market alone encompasses more than 900 million square feet of building space across all product types, including manufacturing, with total industrial space in construction reaching a historic level of 43 million square feet in 2022.

Through this agreement, CompuSoluciones' sales teams will offer Matterport's industry-leading digital twin platform, as well as the Pro3 and Pro2 cameras, to enterprises and SMBs in Mexico and Colombia. Providing solutions across space planning, progress monitoring, quality management and facilities management, CompuSoluciones' vast reseller network will now be able to offer Matterport's immersive, photo-realistic digital twins to their customers to help them operate more efficiently from wherever they are in the world.

CompuSoluciones' customers will also have access to Matterport's vast suite of more than 200 partner integrations, including those with Autodesk Construction Cloud®, supporting CompuSoluciones' customer retention and the overall customer experience, while fueling growth for Matterport's business in the regions.

"Having Matterport in our portfolio will allow us to meet the demand for 3D digital twins that is growing exponentially in the region," said José Luis Cortés, Commercial Director of CompuSoluciones. "Complementary solutions such as Matterport's integrations with Autodesk® will provide CompuSoluciones' associated resellers an opportunity to capture greater value within their portfolio, while supporting end-user clients competitiveness in the market through improved productivity, collaboration and innovation."

"As one of the leading IT distributors in the region, CompuSoluciones is well positioned to drive adoption of Matterport's solutions in two of the largest property markets in the region, Mexico and Colombia," said Jay Remley, Chief Revenue Officer, Matterport. "Matterport is a globally recognized solution for immersive remote collaboration, and with CompuSoluciones, we will deliver Matterport's value to even more regions around the world."

### *MaxGrip joins the IFS Global Partner Network strengthening EAM expertise*

8 June 2023

IFS, the global enterprise applications company, has today announced that, MaxGrip, a specialist in Enterprise Asset Management (EAM) has joined the IFS Global Partner Network.

MaxGrip is headquartered in the Netherlands, with main offices in the USA and Malaysia. With over 25 years of experience, MaxGrip has established itself as a leader in Enterprise Asset Management solutions consultancy.

As a new Gold Partner, MaxGrip's domain expertise, change management skills and proven track record in Asset Performance Management will forge new market opportunities in IFS's EAM business unit.

IFS's leading EAM solution is a flexible, composable, cloud-native solution with a specific industry focus designed to handle the complex asset demands of its customers. IFS EAM's distinctive, single integrated platform, uniquely combines enterprise class ERP capabilities with

leading service management functionality – addressing the needs of complex asset-intensive environments.

IFS has boasted huge success in its EAM business unit as it continues to enable both large global organizations and mid-size companies to elevate their asset management maturity. Most recently, IFS ranked #1 in the Enterprise Asset Management market based on revenue for the second consecutive year in the Gartner, Market Share: All Software Markets, Worldwide, 2022. In addition, IFS was also recognized as a Gartner Peer Insights Customers' Choice for EAM Enterprise Asset Management Software.

Commenting on the announcement, **Nils van der Zijl, General Manager of the IFS Asset Management Business Unit, said:** “MaxGrip’s skills and experience in the Enterprise Asset Management field are recognized throughout the industry. With their proven domain expertise and deployment capabilities, we are confident that our new partnership will strengthen the IFS Partner ecosystem.”

He continued, “With both IFS’s commitment to delivering excellence in customer experience and MaxGrip’s goal of empowering their customers to achieve and optimize asset performance, I am assured of the compatibility and future of this partnership.”

Further to this, MaxGrip’s existing partnership with IFS Ultimo and specialism in IFS’s key verticals, including Manufacturing and the Energy, Utilities and Resources sector, will harmonize focus, continue growth and drive excellence in customer experience within the EAM business unit.

**Mark Mulder, CEO of MaxGrip, said:** “We are hugely excited to be joining IFS as a Gold Partner. I am proud that we are recognized for realizing change through our domain expertise in Asset Performance Management and our expertise in deploying Enterprise Asset Management software.”

“Our new partnership with IFS builds upon our success as trusted advisors in asset performance management. We have continued to prove ourselves as a leader, with global reach acting as the steer for the meaningful change of our customers. We look forward to maximizing our success with IFS, as we remain committed to delivering results.”

### *Modelon Partners with Toyota Tsusho Systems to Increase System Simulation Accessibility*

8 June 2023

Modelon announced its partnership with Toyota Tsusho Systems (TTS) to distribute Modelon Impact, Modelon’s cloud-based system simulation and modeling platform, in Japan. This partnership leverages Toyota Tsusho Systems’ private cloud infrastructure, consulting services, and Modelon Impact’s cloud capabilities to provide enterprise-level productivity in system simulation for Japanese engineering and technology companies.

“At Modelon, we believe engineering teams should have better access to system simulation for design and decision-making. This means easier collaboration, accurate and insightful results, and high productivity. We’re pleased that Toyota Tsusho Systems shares this belief and is

making system simulation more accessible in Japan. With their ability to offer secure cloud environments and their expertise in transitioning customers to cloud-based technology, I believe this partnership with Toyota Tsusho Systems will help Japan-based companies level up their engineering innovation.” says Magnus Gäfvert, CEO at Modelon.

Some of the challenges companies face in taking full advantage of system simulation are heightened barriers to entry. Often, it can be difficult to determine how to leverage system simulation efficiently to solve business challenges. Additionally, many system simulation tools on the market today are limited in collaboration capabilities and ways in which engineering teams can extract meaningful insights to share across their organization.

The partnership between Modelon and Toyota Tsusho Systems lowers the above barriers to entry and keeps the customer’s requirements, concerns, and need for innovation in mind. Modelon Impact’s browser-based interface, multiple cloud service offerings, increased security, and local language support, this partnership will help customers move forward to a cloud solution with confidence. The benefits of this partnership include:

- The ability to leverage powerful system simulation coupled with the collaborative nature of cloud technology.
- Access to simulation experts from both Modelon and Toyota Tsusho Systems to help customers quickly achieve their business and technology goals.
- Single-tenant and multi-tenant cloud services are offered by Toyota Tsusho Systems.

Engineering and technology companies based in Japan can take advantage of these benefits by contacting Toyota Tsusho Systems. Toyota Tsusho Systems will recommend a cloud service type and system simulation approach based on the customer’s requirements.

“Modelon’s system simulation platform, Modelon Impact, perfectly complements our ability to deliver secure cloud technology. Together, we’re looking forward to helping companies become more agile and innovative in their engineering approach”, says Kiyoshi Nishio, Product Manager at Toyota Tsusho Systems.

### *PTC Names Janesh Moorjani to Board of Directors*

5 June 2023

**PTC** has appointed Janesh Moorjani to its Board of Directors, effective June 7, 2023.

An experienced public company finance leader with international operating experience in sales, Moorjani has spent more than two decades helping fuel growth and drive transformation in large and mid-size technology companies. Moorjani is currently CFO and COO of Elastic NV, a leading platform for search-powered solutions.

“At PTC, we are driven by the parallel pursuit of technology leadership and operational excellence,” said James “Jim” Heppelmann, CEO of PTC. “Janesh brings a unique blend of expertise in financial and operational management that will be a real asset to PTC as we continue to evolve our business model and accelerate our company’s embrace of SaaS. We are pleased to expand our talented board with someone with such an impressive background.”

Before joining Elastic and leading the company to its successful IPO in 2018, Moorjani served in senior finance roles at Infoblox and VMware. Earlier, he spent nearly a decade at Cisco Systems, serving in sales, operations, and finance roles in Asia Pacific and the U.S.

“PTC is well positioned to create value for shareholders by leveraging an enviable market position as a leader in helping companies digitally transform the way they create, manufacture, and service physical products,” said Moorjani. “I am pleased to join PTC’s Board of Directors and look forward to contributing to the company’s continued success.”

Moorjani is on the Board of Directors at Cohesity, a pre-IPO data management company, funded by premier venture capital firms, where he serves on the Audit Committee.

Moorjani will serve on the PTC Board’s Audit Committee. His appointment brings the total members of PTC’s board of directors to ten.

### *Rockwell Automation Obtains Highest Level Product Security IEC Security Certification*

1 June 2023

Rockwell Automation, Inc., the world’s largest company dedicated to industrial automation and digital transformation, announced it has been recognized for achieving Maturity Level 4 of the globally recognized The International Electrotechnical Commission (IEC) 62443-4-1 industrial cybersecurity certification, the highest level. Certification of the Rockwell Automation SDL was performed independently by TÜV Rheinland.

This certification by the IEC, a global, not-for-profit membership organization that assesses the needs for standards across various industrial applications, demonstrates Rockwell’s continued commitment to security. It represents the strong practices and protocols in place globally to bring secure solutions to our customers. Maturity Level 4 recognizes the highly mature and ubiquitously deployed cybersecurity practices used around the world. In general, the IEC 62443-4-1 standard defines a secure development lifecycle (SDL) for the purpose of developing and maintaining products that are secure by design, used in industrial automation and control systems. Along with other cybersecurity achievements in recent years, Rockwell Automation stands out as a global leader in this area.

“Cybersecurity continues to be top of mind for customers around the world. The IEC 62443 series of standards and certifications allow for customers to make more informed decisions when sourcing, designing, and building their industrial automation and information solutions,” said Tony Baker, vice president and chief product security officer, Rockwell Automation. “These standards provide customers with confidence that the technologies were designed with security in mind, provide the appropriate security controls to secure their application, and that Rockwell Automation will provide on-going security support throughout the products useful life.”

Rockwell Automation has achieved numerous milestones in recent years in cybersecurity including:

- Introduction of the world’s first programmable automation controller to be certified compliant with the IEC 62443-4-2 security standard by TÜV Rheinland.
- Introduction of ODVA CIP Security capable systems for the plant floor.
- Become a founding member of the ISA Global Cybersecurity Alliance.
- Achieve IEC 62443-3-3 Process Certification by TÜV Rheinland.
- Achieve ISO 27001 Certification for remote support through the Standards Institute of Israel.
- Provide comprehensive cybersecurity services.

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In February 2023, Rockwell Automation was notified that it passed our external audit by TÜV Rheinland. Rockwell product security is now certified to Maturity Level 4 for IEC-62443-4-1 globally. IEC 62443-4-1 defines secure development lifecycle (SDL) cybersecurity requirements for industrial automation, control systems, IIoT, building management, and medical device products. These requirements can be applied to new or existing processes for developing, maintaining, and retiring hardware, software or firmware.

IEC62443 is also based on CMMI with five levels of increasing maturity (summarized in Fig. 1). Maturity Level 4 demonstrates that Rockwell has a highly mature and ubiquitously deployed cybersecurity practice for industrial automation and control systems products.

### *TECHNIA and NDES Forge Partnership for PLM Implementation in Japanese Manufacturing Industry*

2 June 2023

**TECHNIA, the Virtual Twin Experts, announced a new, strategic partnership with NTT Data Engineering Systems Corporation (NDES), a provider of PLM solutions in the Japanese market.**

TECHNIA will work together with NDES to provide their clients with world-leading PLM implementation services. This transformative collaboration will be seamlessly implemented in accordance with the terms of the business agreement.

With a solid reputation in the PLM and engineering industry, NDES is renowned for consistently delivering exceptional business consultancy and transformation. Their expertise lies in providing meticulous and comprehensive, detail-oriented solutions that cater to the unique needs of their customers.

TECHNIA will work hand in hand with NDES to provide services and support for their comprehensive product offering. This strategic partnership aims to facilitate the seamless integration of TECHNIA's unparalleled PLM expertise into Japanese manufacturing, addressing the ever-evolving needs and challenges of the industry.

The collaboration between TECHNIA and NDES signifies a milestone in their individual trajectories and underscores a shared commitment to driving excellence in PLM implementation.

*"We are thrilled to embark on this momentous journey with NDES through our strategic partnership. Together, we will expedite the implementation of innovative PLM solutions for Japanese manufacturing customers, ensuring they maintain their position at the forefront of technological advancement."*

**Magnus Falkman**

**Chief Executive Officer | TECHNIA**

*"We are happy and excited to provide more value to more customers through our partnership with TECHNIA. NDES will start to supply TECHNIA software, and we will further expand the range of proposals for services and consulting using TECHNIA's PLM expertise. NDES and TECHNIA will continue to set strategic goals and make efforts to enable Japanese manufacturing customers to always lead the world's manufacturing industry."*

**Kazuhisa Higashi**

**President and Chief Executive Officer | NDES**

## Event News

### *AMETEK Showcases the Future of Aerospace at Paris Air Show 2023*

5 June 2023

AMETEK Inc. is gearing up to showcase the very latest in cutting-edge aerospace technology at the Paris Air Show 2023 in Le Bourget, France.

The trade portion of the Show, which runs from June 19 – 22, will feature solutions from across AMETEK's businesses that are designed to improve safety and sustainability, while also meeting regulatory and performance requirements.

"The Paris Air Show is the perfect platform to showcase AMETEK's wide-ranging product portfolio while also strengthening relationships with our key customers," said Sheraz Ahmed, VP/GM Aerospace & Defense division. "From material science to sensors and rugged computing, our engineered solutions sense and control air, heat, liquids, power, and data to make modern aircraft safer, more secure, and more sustainable. We encourage everyone to stop by and learn more about how we're solving our customers' most complex challenges and delivering tomorrow's technology today."

Join AMETEK's aerospace experts as they demonstrate the latest in in flight-safety certifiable mission computers, solid-state power distribution systems, flight critical actuation, heat exchangers, motors, pumps, sensors, bellows and more, by visiting Hall 3, Booth C16 or connecting with your AMETEK representative to schedule an in-person meeting hosted in Business Chalet 198.

For more information about AMETEK's participation at Paris Air Show or to learn more about our aerospace solutions, visit [ametekaerospaceanddefense.com/ParisAirShow](http://ametekaerospaceanddefense.com/ParisAirShow)

## *Dassault Systèmes' "Science Week" to Explore AI, Simulation and Research Breakthroughs with Virtual Twins*

6 June 2023

Dassault Systèmes will host "[Science Week](#)" June 6-8, 2023 at the Revere Hotel Boston Common in Boston, gathering more than 300 members of the global scientific community to explore how science and virtual twin experiences are catalyzing a more sustainable society.

Experts from Abbott, Biogen, Boston Children's Hospital, Harvard Medical School, Johns Hopkins University, Long Island University, Medtronic, MIT, Moderna and more, will join Dassault Systèmes at two signature events to address the latest breakthroughs, advances and challenges in areas that are top-of-mind in the scientific world – from identifying new therapies for more precise patient care to creating resilient food systems.

"Science in the Age of Experience" on June 6-7 will delve into the impacts of virtual platforms on innovations that can improve health, reinvent industry and preserve the planet. Following opening remarks from Bernard Charlès, Chairman and CEO of Dassault Systèmes, thought leaders from industry and academia will discuss topics including: "Cancer Research: Hitting a Brick Wall," "Leveraging Innovation & Technology in the mRNAge," "Transforming Therapeutic Innovation: Harnessing AI-Powered Analytics from Unprecedented 3D Live Cell Data," "Persuasive Cities," and "Creating Resilient Future Food System through Zero-waste Food Processing: The Role of Food Tech Innovations."

The ninth annual "Virtual Human Twin Experience Symposium" on June 7-8 will bring leaders from clinical practice, medical device and pharmaceutical industries together with government regulators and academia to share the latest advances in simulating the human body and accelerating the development of preventative, precision and personalized health. Highlights include panels on "The Implications of AI on Modeling and Simulations for Healthcare," "Virtual Patients for Regulatory Applications," and "The Role of the Virtual Twin in Patient Care," in addition to expert talks on "Building a Living Eye Virtual Twin to Empower Cures for Blindness," "Virtual Twin of the Kidney: Challenges and Opportunities," "Improving Mitral Valve Translocation using the Living Heart Model" and more.

For the full agendas and lists of speakers, visit: <https://myevents.3ds.com/science-week-2023>

## *Digital Foundry Leader ExOne to Showcase the World's Most Trusted Sand 3D Printing Systems at the GIFA International Foundry Trade Fair in Germany*

6 June 2023

Desktop Metal, Inc., a global leader in additive manufacturing technologies for mass production, reaffirmed its commitment to the global foundry market, where its ExOne brand remains the leader in digital casting solutions for foundries with its binder jet 3D printing technology.

ExOne will showcase the brand's innovative, market-leading portfolio at the 2023 GIFA International Foundry Trade Fair in Germany, to be held June 12-16, at Messe Dusseldorf. ExOne will be located at the entrance of Hall 12 in Booth C02.

"We are as committed as ever to our digital casting customers such as BMW Group, Kimura Group, Grede, Humtown, and others who are some of our highest production customers worldwide," said Ric Fulop, Desktop Metal Founder and CEO. "Foundries have laid the blueprint for how binder jet 3D printing will scale beyond castings with direct metal printing, and we're eager to deepen our relationship with the world's metalcasters as we improve accessibility of our systems downstream to every foundry."

### **A Celebration of Customer Loyalty**

In addition to showcasing continued reliability enhancements to its popular digital casting systems, ExOne will also be celebrating the loyalty of its customers throughout the show.

More than half of all ExOne systems installed globally are now located at customer sites that have two or more sand printers. What's more, a growing number of these customers are Super Fleet customers with three or more systems running full production volumes, usually around the clock.

The average size of an ExOne Super Fleet today is five systems, with the largest fleet at Humtown Products in Ohio with 13 machines. The S-Max family of sand 3D printing systems is the workhorse of these Super Fleets, making up more than 80% of all Super Fleets worldwide.

The German car manufacturer BMW Group also is a Super Fleet customer with a full fleet of ExOne Exerial sand 3D printing systems producing cores for water jackets with inorganic binders for various combustion engines in the light metal foundry at the BMW Group Landshut plant.

### **Showcasing New Foundry Innovations**

At GIFA, ExOne will also showcase a wide range of its market-leading sand binder jet 3D printing solutions, along with binders and applications from customers, including GF Casting Solutions Leipzig GmbH, Fraunhofer IGCV and Nexteam Group.

The S-Max Pro will be shown with an efficient box-in-box footprint with transport shuttle, as well as a dosing unit for powder additives. A visual representation of the Exerial – which remains the company's flagship system for volume production of sandcastings with sustainable inorganic binding systems – will also be showcased in the booth.

Aidro, a Desktop Metal subsidiary and a pioneer in the volume production of next-generation hydraulic and fluid power systems through metal additive manufacturing (AM), will also be part of a showcase that demonstrates a range of manufacturing capabilities for foundry customers – from traditional metal casting to modern production with digital sandcasting to production using direct metal binder jet printing on the Desktop Metal Shop System™.

### **Foundry Innovation Under \$500,000**

First announced in 2022, the S-Max Flex robotic sand 3D printer will also be shown at GIFA. Expected to retail below \$500,000, the upgraded system is slated for global availability by year's end.

Among the enhancements, the new S-Max Flex is the first ExOne sand printing system to feature Desktop Metal Live Print machine-control software with an intuitive, easy-to-use interface. The software runs on a touchscreen system that will be on display at the show for users to experience firsthand.

This entry-level silica sand and furan system, which uses Desktop Metal's patent-pending Single Pass Jetting™ (SPJ) technology, will make sand 3D printing accessible to foundries worldwide.

### *IMAGINiT Technologies Exhibits with Eagle Point Software at the 2023 AIA Conference*

6 June 2023

IMAGINiT Technologies, a leading provider of architecture, engineering and construction (AEC) solutions, is pleased to announce that a team of experts on IMAGINiT Clarity, ProductivityNOW and Eagle Point Software experts will be on hand in booth #1139 during the 2023 AIA Conference on Architecture in San Francisco, June 7-10, 2023. This collaboration presents attendees a unique opportunity to learn from experts who can provide innovative solutions to contemporary challenges in talent acquisition, upskilling, and retention as well as demonstrate how Clarity helps architects improve firm profitability by eliminating design hours spent on repetitive tasks.

"Today's architectural firms are challenged with tightened project timelines, finding talented staff to execute on current projects, while at the same time focusing on innovation to win new projects and remain competitive," says Bill Zavadil, president and chief operating officer, IMAGINiT Technologies. "Investing in a continuous learning solution like our ProductivityNOW solution, helps create a culture that embraces professional development ultimately attracting and retaining the brightest employees. In addition, our Clarity software increases efficiency and team output of tasks in Autodesk Revit, Autodesk BIM Collaborate Pro, and Autodesk Construction Cloud. Whether your teams are focused on ramping up summer interns on the latest CAD tools, or automating time consuming manual tasks so they can focus on more strategic work, stop by our booth to meet with our experts and learn more."

IMAGINiT's ProductivityNOW eLearning and Support platform is an easy way to give BIM and CAD teams reliable and consistent answers to urgent questions and to enhance their Autodesk software skills. Powered by the Pinnacle Series platform from Eagle Point Software, ProductivityNOW includes Autodesk learning content, hundreds of videos, user quizzes as well as content from ASCENT Center for Technical Knowledge, a division of Rand Worldwide. Firms can also upload their own content to the Platform such as workflows and standards to help ensure consistent design practices across the firm.

"We're excited to work side by side at this year's conference. It's an extension of the work we've already done with IMAGINiT in helping to create a rock-solid foundation for

ProductivityNOW powered by our Pinnacle Series Platform,” says Steve Biver, chief operating officer, Eagle Point Software. “Our long-term relationship continues to grow as we find opportunities together to help customers access the best learning content in the industry. We love seeing results when firms fully embrace learning initiatives to advance the productivity and professional development of their employees. When it comes to training and education, our two teams are ready to answer any question attendees throw at us.”

### *Jotne will support the joint GPDIS and PDES, Inc. meeting 16-23 September, Phoenix, Arizona*

2 June 2023

The Global Product Data Interoperability Summit (GPDIS) functions as a communications hub for industry principals to foster knowledge through the exchange of ideas, solutions, and methods. Read more [HERE](#).

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

5 June 2023

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

- **Stifel 2023 Cross Sector Insight Conference** – The conference is on Tuesday, June 6.
- **Sidoti Small Cap Conference** – The conference is on Wednesday, June 14 and Thursday, June 15.

## Financial News

### *Accenture to Announce Third-Quarter Fiscal 2023 Results*

6 June 2023

Accenture will host a conference call at 8:00 a.m. EDT on Thursday, June 22, 2023 to discuss its third-quarter fiscal 2023 financial results. An earnings news release will be issued before the call.

To participate, please dial +1 (877) 692-8955 [+1 (234) 720-6979 outside the United States, Puerto Rico and Canada] and enter access code 3264013 approximately 15 minutes before the scheduled start of the call. The conference call will also be accessible live on the Investor Relations section of the Accenture website at [accenture.com](http://accenture.com).

A replay of the conference call will be available at [accenture.com](http://accenture.com) beginning at 11:00 a.m. EDT on Thursday, June 22, 2023. The replay will also be available via telephone by dialing +1 (866) 207-1041 [+1 (402) 970-0847 outside the United States, Puerto Rico and Canada] and entering access code 4564655 from 11:00 a.m. EDT on Thursday, June 22, 2023 through 12:00 a.m. EDT on Thursday, Sept. 28, 2023.

## American Software Reports Fourth Quarter and Fiscal Year 2023 Results

8 June 2023

American Software, Inc. reported preliminary financial results for the fourth quarter and fiscal year 2023.

### Key Fourth Quarter Financial Highlights:

- Subscription fees were \$13.0 million for the quarter ended April 30, 2023, an 18% increase compared to \$11.1 million for the same period last year.
- Total revenues for the quarter ended April 30, 2023 decreased 14% to \$29.9 million, compared to \$34.6 million for the same period of the prior year, principally due to a decline in services and license fee revenue.
- Recurring revenue streams for Maintenance and Cloud Subscriptions were \$21.2 million or 71% of total revenues in the quarter ended April 30, 2023 compared to \$19.8 million or 57% of total revenues in the same period of the prior year.
- Maintenance revenues for the quarter ended April 30, 2023 decreased 7% to \$8.2 million compared to \$8.8 million for the same period last year reflecting the shift to cloud revenue as a client preference.
- Professional services and other revenues for the quarter ended April 30, 2023 decreased 32% to \$8.0 million compared to \$11.7 million for the same period last year. The decline was primarily driven by a 43% decrease in non-core project revenue in our IT Consulting business unit. For the Supply Chain business, professional services revenues for the quarter ended April 30, 2023 decreased by 23% to \$4.6 million when compared to \$6.0 million in the same period last year due to lower project work and outsourcing of some services to partners.
- Software license revenues were \$0.7 million for the quarter ended April 30, 2023 compared to \$3.1 million in the same period last year.
- Operating earnings for the quarter ended April 30, 2023 were \$2.3 million compared to \$5.5 million for the same period last year.
- GAAP net earnings for the quarter ended April 30, 2023 were \$2.9 million or \$0.08 per fully diluted share compared to \$3.6 million or \$0.10 per fully diluted share for the same period last year.
- Adjusted net earnings for the quarter ended April 30, 2023, which excludes non-cash stock-based compensation expense and amortization of acquisition-related intangibles, were \$4.1 million or \$0.12 per fully diluted share compared to \$4.4 million or \$0.13 per fully diluted share for the same period last year.
- EBITDA was \$3.0 million for the quarter ended April 30, 2023 compared to \$6.4 million for the same period last year.

- Adjusted EBITDA was \$4.3 million for the quarter ended April 30, 2023 compared to \$7.5 million for the same period last year. Adjusted EBITDA represents GAAP net earnings adjusted for amortization of intangibles, depreciation, interest income & other, net, income tax expense and non-cash stock-based compensation expense.

### **Key Fourth Quarter of Fiscal Year 2023 highlights:**

#### **Clients & Channels**

- Notable new and existing customers placing orders with the Company in the fourth quarter include: Annex Products Pty Ltd., CertainTeed LLC., DecoPac, Inc, Farmlands Cooperative Society Ltd., Heidelberg Materials US Inc., ICL, Inc., Libbey Glass LLC, Tilly's Inc. and Yazaki, Inc.
- During the quarter, SaaS subscription and software license agreements were signed with customers located in the following eight countries: Australia, Belgium, Mexico, New Zealand, Norway, Sweden, the United Kingdom and the United States.

#### **Company & Technology**

- Announced in February, Allan Dow, president of Logility, Inc., and Elaine Videau, director of planning for Tillamook County Creamery Association, a farmer-owned co-op, were two winners of this year's Food Logistics' Rock Stars of the Supply Chain award. This annual award program recognizes influential individuals in the industry whose achievements, hard work and vision have shaped the global cold food supply chain.
- In March, Allan Dow, president of Logility, Inc. and Marti Kirsch, EVP marketing for Logility, Inc. were announced as winners of the 2023 Pros to Know award by Supply and Demand Chain Executive. This annual award recognizes outstanding executives whose accomplishments offer a roadmap for other leaders looking to leverage their supply chain for competitive advantage.
- In August, Logility was recognized with the Gartner Peer Insights "Voice of the Customer" award for Supply Chain Planning Solutions. This Gartner research document synthesizes Gartner Peer Insights' customer feedback on supply chain planning solutions for a specific 18-month period to offer peer perspective.

### **Key Fiscal 2023 Year to Date Financial Highlights:**

- Subscription fees were \$50.4 million for the twelve months ended April 30, 2023, a 20% increase compared to \$42.1 million for the same period last year.
- Total revenues for the twelve months ended April 30, 2023 were \$123.7 million compared to \$127.6 million for the same period last year. Excluding our non-core IT Consulting business unit, total revenues from our Supply Chain Management segment increased 2% compared to the same period last year.
- Recurring revenue streams for Maintenance and Cloud Services were \$85.0 million and \$78.7 million or 69% and 62% of total revenues for the twelve-month periods ended April 30, 2023 and 2022, respectively.

- Maintenance revenues for the twelve months ended April 30, 2023 were \$34.6 million, a 6% decrease compared to \$36.6 million for the same period last year.
- Professional services and other revenues for the twelve months ended April 30, 2023 decreased 17% to \$35.9 million compared to \$43.5 million for the same period last year.
- Software license revenues were \$2.8 million compared to \$5.4 million for the same period last year.
- For the twelve months ended April 30, 2023, the Company reported operating earnings of approximately \$10.5 million compared to \$13.2 million for the same period last year.
- GAAP net earnings were approximately \$10.4 million or \$0.31 per fully diluted share for the twelve months ended April 30, 2023 compared to \$12.8 million or \$0.37 per fully diluted share for the same period last year.
- Adjusted net earnings for the twelve months ended April 30, 2023, which exclude stock-based compensation expense and amortization of acquisition-related intangibles were \$15.2 million or \$0.45 per fully diluted share, compared to \$16.0 million or \$0.47 per fully diluted share for the same period last year.
- EBITDA was \$13.7 million for the twelve months ended April 30, 2023 compared to \$17.3 million for the same period last year.
- Adjusted EBITDA was \$18.9 million for the twelve months ended April 30, 2023 compared to \$21.3 million for the twelve months ended April 30, 2022. Adjusted EBITDA represents GAAP net earnings adjusted for amortization of intangibles, depreciation, interest income & other, net, income tax expense and non-cash stock-based compensation.

The overall financial condition of the Company remains strong, with cash and investments of approximately \$115.5 million. During the fourth quarter of fiscal year 2023, the Company paid shareholder dividends of approximately \$3.7 million.

“We endured a number of macroeconomic headwinds throughout the past year and were pleased to deliver adjusted EBITDA above our original guidance entering FY ‘23,” said Allan Dow, CEO and President of American Software. “While we have seen signs that the economic challenges facing our customers are beginning to abate, our initial outlook for FY ‘24 reflects some conservatism as we manage through the current uncertainty. However, we remain confident in the long-term growth prospects of our business given the secular tailwinds from digital supply chain transformation and our platform expansion.”

#### **Fiscal Year 2024 Financial Outlook**

- Total revenues of \$120.0 million to \$126.0 million, including total recurring revenues of \$88.0 million to \$92.0 million.
- Adjusted EBITDA of \$19.0 million to \$21.0 million.

## *Blackline Safety Announces Fiscal Second Quarter 2023 Financial Results Conference Call*

6 June 2023

Blackline Safety Corp. ("**Blackline**" or the "**Company**") a global leader in connected safety technology, announced it will release fiscal second quarter 2023 financial results before market opens on Wednesday, June 14, 2023. Management will host a conference call and webcast to discuss the Company's financial results at 11:00 am ET the same day.

### **Blackline Safety Corp. Fiscal Second Quarter 2023 Financial Results Conference Call**

**When:** Wednesday, June 14th, 2023

**Time:** 11:00 am ET

**Webcast Link:** <https://www.gowebcasting.com/12594>

**Dial-in Instructions:** Please dial in 5-10 minutes prior to the scheduled start time and ask to join the Blackline Safety Corp. earnings conference call.

- Canada/USA Toll Free: +1-800-319-4610
- Toronto Toll: +1-416-915-3239
- International Toll: +1-604-638-5340

A replay will be available after 2:00 PM ET on June 14th, 2023 through July 14th, 2023 by dialing +1-800-319-6413 and entering access code 0243.

## Implementation Investments

### *Bang & Bonsomer upgrades to IFS Cloud to support business transformation and drive growth*

8 June 2023

IFS, the global cloud enterprise software company, announced that leading Finnish smart materials technology provider Bang & Bonsomer will upgrade to the IFS Cloud ERP software solution as it looks to expand into new geographical markets and drive growth.

Bang & Bonsomer wanted a robust and resilient ERP platform to support its digital transformation and enable modern ways of working. IFS Cloud is able to deliver that, enabling the Finnish company to automate operations to achieve seamless processes and providing it with enhanced integration for better communication with internal and third-party applications.

The IFS Cloud implementation will also provide Bang & Bonsomer with an evergreen platform, giving it resilience against changing market dynamics and enhanced strategic control. By choosing the solution, the Finnish provider also attains the increased visibility and financial oversight that comes from having a fixed contract with a fixed term in place.

IFS stood out to Bang & Bonsomer as an excellent strategic partner, not only to support its expansion into new Western European markets but also to help it to drive growth through acquisition while also navigating a raft of complex macroeconomic challenges.

Bang & Bonsomer will initially implement the supply chain, finance, manufacturing and asset cost management modules of IFS Cloud. Once completed, IFS will work closely with its customer to ensure the smooth roll-out of the solution to 200 users across nine countries.

**Tero Törnqvist, Group ICT Manager, Bang & Bonsomer, said:** “Upgrading to IFS Cloud will enable us to more effectively address many of the challenges inherent in any business transformation. We can, for instance, replace the need to add third-party systems for automation with IFS’s workflow and business process automation capabilities. We can stay evergreen on the supported version without needing to upgrade and continue to drive digitalization without worrying about carrying out complex integrations. IFS Cloud is the perfect solution for accelerating our current growth path.”

**Bjarne Baarman, Country Manager, Finland, IFS, said:** “Bang & Bonsomer Group is an ambitious, fast-moving technology company with a concerted focus on strong growth. We are thrilled they have chosen IFS as a strategic partner as they look to expand, both geographically by moving into new Western European territories and, in industry terms, by migrating into new market sectors such as manufacturing.

“There is a close cultural fit between our companies,” he added. “We share a common vision - like Bang & Bonsomer, IFS is customer-centric and strongly focused on sustainability and environmental efficiency. We look forward to working closely with them to ensure they get the most out of their transformation journey at every step.”

### *Corman Selects Aras Innovator to Drive Digital Transformation*

8 June 2023

Aras, which provides the most powerful low-code platform with applications to design, build, and operate complex products, announced that Corman has selected Aras Innovator to enhance its manufacturing, distribution, and sales activities. Corman is one of the largest global manufacturers of medical devices and personal care products.

For over 70 years, Corman has been committed to innovation and research in their space. As the company has grown, it has sought new ways to ensure speedy development of safe and effective solutions for the health and well-being of millions of customers worldwide. Corman has also made sustainable practices part of its core by implementing measures that promote more efficient and environmentally friendly management of consumption. They use renewable raw and biodegradable materials, installed a solar system to generate energy, and collaborate with suppliers who comply with the rules regulations around sustainability to reduce risk.

As the company has grown in size and complexity, it needed a new product lifecycle management (PLM) solution that could guarantee more effective management of its data. The company’s existing systems could no longer handle the massive amount of data it was grappling with, so it started a search for a more advanced and scalable solution.

Corman selected Aras Innovator, giving it high marks for its intuitive user-friendly interface and overall ease of use. After conducting a feasibility study to assess how Aras Innovator would meet the company’s needs, Corman has moved forward with an implementation project. Using

Aras Innovator, Corman expects to quickly achieve significant increases in process efficiency and organization. Aras Innovator gives Corman one platform for complete, end-to-end product lifecycle management, spanning requirements and engineering to manufacturing and operation.

**Luigi Salerno, country manager, Aras Italy, said:** “We are proud to accompany Corman in this important process of implementing the product lifecycle management platform. This represents a significant step towards a more efficient organization, which improves process management and allows greater traceability of crucial information.”

**Adriano Vitale, Process R&D Manager, Corman, said:** “I am extremely happy to announce that Corman has adopted Aras' PLM platform. This decision represents an important step forward for our company, allowing us to optimize product lifecycle management processes and improve internal collaboration. We are excited to use Aras to increase operational efficiency, provide greater visibility and control over our products, and drive continuous innovation. I am confident that the adoption of this platform will contribute to our long-term success and position us advantageously in the competitive market in which we operate.”

### *Gamma Technologies and Proventia Join Forces to Accelerate Battery Development Through a Holistic Battery Simulation Platform*

30 May 2023

Gamma Technologies (GT) and Proventia announced they have aligned to develop state-of-the-art battery and system models based on industry best practices. This partnership will help to guide and accelerate the development of Proventia's battery products portfolio specialized in non-road mobile machines.

By leveraging Gamma Technologies' environment for battery solutions, Proventia continues to innovate and thus maintain its leadership position in the market and expand the impact of their solutions' portfolio.

“The industry is undergoing an unprecedented transformation, requiring us to act fast and decisively to meet the net zero ambitions,” stated Chris Walsh, CRO of Gamma Technologies. “We are pleased to embark on this journey with Proventia and be a key part of their advanced technology roadmap.” Walsh continued, “A trusted system simulation platform can play a key role in the accelerated development of innovative and high-quality products, while reducing development costs and time-to-market.”

This partnership establishes an ongoing collaboration and facilitates the sharing of expertise and thought leadership for battery technologies and electrification in general. Both partners hope this collaboration will lead to further contributions from the off-highway industry and we are all stakeholders in the transformation towards a sustainable future.

Jari Granath, Proventia Electric Powertrain Product Manager remarked, “Decision-making on the power sources of agricultural, construction, mining, and material handling machinery, for instance, is not simple in this rapidly evolving industry. Proventia offers high-power battery solutions that will enable not only the usage of batteries but also the usage of hydrogen fuel

cells in the machines.” Granath continued, “This partnership with Gamma Technologies supports our customers in electrification and hydrogen projects. We use GT-SUITE simulations to guide and assess the design, integration, and control aspects of our battery products in relation to our customers’ machine engineering.”

### *Lufthansa Technik Uses Ansys to Develop and Certify AeroSHARK Technology for More Sustainable Aviation*

6 June 2023

Lufthansa Technik, one of the world’s leading providers of technical aircraft services, integrates Ansys’ simulation solutions to design and certify AeroSHARK, a biomimetic coating technology that emulates shark skin and significantly reduces fuel consumption and carbon dioxide (CO<sub>2</sub>) emissions.

By leveraging Ansys’ computational fluid dynamics (CFD) and high-performance computing (HPC) technology, Lufthansa Technik and BASF, a chemical company, designed the coating film with a subtle ribbed texture consisting of small elevations referred to as riblets. The riblet effect imitates the placoid scales on shark skin, which help sharks cut through water effortlessly by reducing drag and friction while increasing buoyancy. Engineers used Ansys’ CFD to analyze turbulent flow phenomena surrounding the riblets to ensure they would generate the same effect.

Lufthansa Technik used Ansys’ tools to build and validate smaller, more generic virtual prototypes of AeroSHARK before scaling and tailoring the prototypes through comprehensive aerodynamic simulations. With the ability to simulate the entire aircraft, including in-flight behavior, and verify the riblet effect using innovative turbulence modeling, Lufthansa Technik reduced the risk of physical flight tests and drastically reduced the time to certification.

AeroSHARK is certified by the European Union Aviation Safety Agency (EASA) and the American Federal Aviation Authority (FAA) for two types of Boeing 777s and is currently operating in flight by Swiss International Air Lines (SWISS) and Lufthansa Cargo. Once all eleven Boeing 777Fs at Lufthansa Cargo and all twelve 777-300ERs at SWISS have received their AeroSHARK modification, they will reduce the Lufthansa Group's carbon footprint by more than 25,000 tons annually.

“AeroSHARK can significantly contribute to more sustainable air transport,” said Stefan Kuntzagk, senior engineer, aircraft performance, CFD, and flight test at Lufthansa Technik. “With the ability to model aircraft and aerodynamic behavior in a predictively accurate, robust, and computationally efficient manner by using Ansys’ simulation solutions, we can enhance and expand our shark-inspired technology to make entire subfleets more climate-friendly, reduce fuel consumption, and decrease CO<sub>2</sub> emissions for commercial aircraft.”

Today, because of successful simulation-powered testing, 40% of the aircraft can already be covered by AeroSHARK with plans to extend its coverage to other areas of the plane.

“We are constantly amazed by the creativity of our customers, and Lufthansa Technik has elicited the same reaction with its trailblazing AeroSHARK coating technology, which has the

potential to significantly reduce fuel consumption and CO<sub>2</sub> emissions,” said Walt Hearn, senior vice president of worldwide sales and customer excellence at Ansys. “Our customers continue to demonstrate what is possible when Ansys’ simulation solutions are combined with ingenuity and vision. As more sustainable propulsion systems are still being researched and tested, innovations like AeroSHARK are pivotal in the immediate reduction of aviation’s carbon footprint.”

## *Sidel Selects Configit Ace® to Transform the CPQ Process*

6 June 2023

Configit, the global leader in Configuration Lifecycle Management (CLM), announced that packaging giant Sidel will use Configit Ace® to transform its Configure, Price, Quote (CPQ) process. Configit’s CLM technology integrated with CPQ will provide greater scalability, transparency and insight.

Sidel is a leading provider of equipment, services and complete solutions for packaging liquids, foods, home and personal care products. There are over 40,000 Sidel machines in operation daily in more than 190 countries. With all those different machines, the company needed a better approach to its CPQ process.

The company sought to replace its entire CPQ stack, including configuration, pricing and bill of materials (BOM) solving, in a phased approach, because its previous configuration engine could no longer handle the modeling complexity. Sidel chose Configit Ace® as its new future-proof platform to improve overall user experience when configuring Sidel machines and to combine valid product combinations into a single source of truth. Configit’s partner, Coolshop, will be responsible for the CPQ front-end design, including incorporating pricing.

By using Configit Ace®, Sidel will benefit from:

- **Increased transparency and insight:** With a CPQ alone, there’s a significant lack of transparency that can lead to inaccurate revenue projections. Configit Ace® allows sales, manufacturing and engineering to align with a single source of truth and ensure Sidel only quotes what can be built based on sales and engineering, creating an aligned product definition.
- **Ability to scale:** Integrating CPQ with CLM offers the scale required to satisfy dynamic customer requirements and the rising complexity of products – without affecting current customer installations and processes.

**Vahe Ter Nikogosyan, CDO, Sidel,** said: “Configit Ace® will provide clarity and ensure our organization understands the impact of decisions being made when engineering, changing offerings and selling products. CLM provides the insights we need to manage product complexity, deliver what is promised and do so profitably.”

**Johan Salenstedt, CEO, Configit,** said: “When it comes to configuration, there are two common approaches: some companies approach it from a purely sales and marketing-oriented perspective, while others are using a purely engineering-oriented perspective. Our Configit Ace® platform has a leg up on standard CPQ as it alleviates the silos and eliminates significant

disconnects that organizations can experience in terms of ensuring what is offered to customers is what can actually be provided.”

## ***SMALL BUSINESS ePATHUSA SELECTS DELTEK COSTPOINT TO STREAMLINE BUSINESS PROCESSES IN THE CLOUD***

1 June 2023

Deltek, the leading global provider of software and solutions for project-based businesses, announced that ePATHUSA, a small business government contracting firm, has selected Deltek Costpoint to streamline processes, maximize efficiency, and remain compliant with security regulations.

ePATHUSA is a women-owned small business (WOSB) and a multiple GSA Schedule holder that has been recognized for its contributions to the industry with multiple awards, including the prestigious Woman-Owned Small Business Award and the Iowa Impact Award. With several offices and a growing team of 70 people across the U.S., ePATHUSA provides recruitment and staffing solutions along with software modernization and data analytics services to a wide range of federal, state, commercial and non-profit entities.

Leadership at ePATHUSA made the decision to make the switch to Deltek Costpoint ERP from QuickBooks®, due to Costpoint’s capability to scale with the company and handle the DCAA compliance requirements necessary when working with federal contracts. ePATHUSA needed a more streamlined accounting solution with end-to-end processes – and Deltek, recognized as the trusted industry standard, was the clear choice as its partner.

Deltek Costpoint is the government contracting industry’s leading solution that delivers more innovation and greater intelligence at every stage of the project lifecycle. It centralizes the management of projects, people and finances, and scales seamlessly as needs grow, enabling small to enterprise size businesses to win new contracts, manage project profitability and improve customer satisfaction at every stage. Additionally, the integrated cloud offering enables the secure storage of contract data and is consistently enhanced to meet the most up-to-date governmental and agency cybersecurity compliance standards including NIST 800-171.

“We vetted multiple solutions and found Deltek Costpoint to be the best accounting solution for us as we work to grow and scale our business,” said Anitha Timiri G, President & CEO at ePATHUSA. “All of our colleagues in the industry are more familiar with Costpoint and trust the solution more than anything else on the market. It was apparent to us that Deltek was the partner we needed to set us up for success in the future. We’re looking forward to implementing Deltek Costpoint to have an end-to-end, secure and compliant solution that is recognized as the gold standard among all the different organizations we work with.”

“We’re proud that Deltek Costpoint has been selected by ePATHUSA as the best solution to help it remain competitive, and compliant, as it scales,” said Brian Daniell, Senior VP and Chief Customer Officer at Deltek. “We’re looking forward to working with ePATHUSA to help them streamline operations as they continue growing their business.”

## *Tseng Limited Boosts Global Standing with Centric PLM*

6 June 2023

Centric Software®, the market leader in Product Lifecycle Management (PLM), proudly welcomes its first Taiwanese customer, Tseng Limited, to its expanding global clientele. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source, price and sell products such as apparel, footwear, sporting goods, furniture, home décor, consumer electronics, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Founded in 1979, Tseng Limited is a renowned manufacturer of high-quality sleeping bags and apparel for global brands. The company's partnerships with top global suppliers enable them to stay at the forefront of innovation by utilizing cutting-edge materials and R&D.

The decision to implement a PLM solution arose from Tseng Limited's need for a single, efficient system to replace time-consuming, non-value added work. The company also made a strategic decision to prioritize PLM over ERP because it needs a centralized platform to speed up product development and improve collaboration among various teams.

Dennis Tseng, CEO of Tseng Limited, expressed his high expectations for the collaboration with Centric, "From day one of the first presentation, Centric made a very good impression on us. They possess a large customer base, particularly in the outdoor apparel and goods segment, and demonstrate extensive knowledge of textile processes. In fact, some of our current customers are already benefiting from Centric PLM®, further reinforcing our familiarity with Centric's innovations."

"We are honored to welcome Tseng Limited as our first customer from Taiwan and are committed to delivering exceptional solutions that empower their continued growth and global success," said Chris Groves, CEO of Centric Software.

## Product News

### *Automatic creation of Revit families on 3Dfindit*

5 June 2023

#### **A new feature on the platform 3Dfindit allows users to generate components as entire families for the BIM software Autodesk Revit**

The software house CADENAS simplifies the creation and subsequent use of intelligent product data by allowing users to download components in several variants as native Revit families from the online portal 3Dfindit.

Designers can configure numerous parts individually for their building design on 3Dfindit and then download them free of charge as BIM-capable files to continue working with them in their CAD software. For designers using Autodesk Revit 2019 or a newer version, CADENAS now has good news.

## Family matters

As usual, users select a component group online that meets the requirements of their design. What is new is that they can then automatically download the configured part in the different variants (e.g. sizes), each including all information relevant to planning.

If a component does not fit exactly into the design in the BIM software or a change is made to the design, planners can now replace this part directly in Revit with any other product belonging to the same Revit family.

Users can immediately continue working with all components from the Revit family. This is practical and saves a lot of effort and time in the planning process, because designers do not have to search for alternative components and download them again. Instead, they select the appropriate modification from the already downloaded family in the planning program.

## Steadily growing supply

The function, which is an addition to the already known plug-in solution from CADENAS, has already been available since March 2023 for the parts of some, specially prepared manufacturer catalogs. In order to extend the new feature to other components, CADENAS is successively revising the product data on 3Dfindit in cooperation with the individual manufacturers.

## *CGS Unveils "Soft Skills" Augmented Reality Training Solution with Singapore Airlines Low-Cost Carrier Scoot*

31 May 2023

CGS®, a global provider of applications, enterprise learning, and outsourcing services, unveiled at the AWE Conference an augmented and virtual reality "soft skills" training solution for enterprise organizations and workers. The new Immersive Learning as a Service (ILaaS™) training solution uses a digital approach powered by CGS's TeamworkAR™ platform. The offering enables large enterprises to onboard, train and scale performance for workforces remotely using a digital replica of the work environment in immersive 3D. The company has partnered with Singaporean low-cost carrier Scoot, a subsidiary of Singapore Airlines, to demonstrate that generative AI with mixed reality can deliver excellent retention results.

### **IMPROVING AND SCALING EMPLOYEE TRAINING**

By 2030, Deloitte predicts soft skills jobs will make up 63 percent of all roles, and research conducted by Harvard University has concluded that 85 percent of job success comes from having well-developed soft and people skills. With a global soft skills training market worth around \$23 billion and expected to reach over \$47 billion by 2027, immersive soft skills training is one of the most significant untapped opportunities in the enterprise. Clients integrating XR with learning and training processes move employees from the classroom into the real-world workforce faster and immerse them in scenarios such as complex presentations, negotiation and leadership skills-building, one-on-one coaching, conflict resolution and customer support. TeamworkAR combines mixed reality with generative AI to build engaging soft skills critical for any employee and industry and scales for efficiency and productivity.

Furthermore, mixed reality training increases engagement and drives efficiency, safety, and knowledge transfer. TeamworkAR allows the creation of rich content experiences regardless of the technical level of your team and is deployed as XR-as-a-service, including strategy, content creation, best practice learning methodology, and device management.

"Global companies must find cost-effective ways to help their employees thrive and develop their skills wherever they're based. By applying augmented reality with job training, we can deliver a scaled approach to one-on-one mentoring," said Doug Stephen, President of Enterprise Learning & TeamworkAR at CGS. "Soft skills are one of the most important skills employers seek in candidates, which are essential for any job. The new immersive soft skills solution allows companies to accelerate and improve the quality of employee training and drive operational efficiencies."

TeamworkAR is an innovative, next-level, enterprise-ready XR learning and development platform. TeamworkAR revolutionizes conventional employee training by providing real-time training, guidance, and support on any device, anywhere. The platform solves return on investment challenges by aligning employee needs with immersive collaboration and built-in business metrics.

AWE Conference attendees can visit booth# 524 to see a demonstration of the Soft Skills solution.

### **TeamworkAR: Make Everyone a Genius™**

TeamworkAR is a platform that brings real-time digital transformation to onboarding, on-the-job training, learning and support for any company, anywhere. From knowledge capture and transfer to collaborating with and assisting workers across skill levels, our goal is to **make everyone a genius**. By moving your workforce from a training room to real-world work in days rather than weeks, TeamworkAR increases productivity and success. Enhancing your own custom content through augmented reality, you can change how work gets done—for better.

### *COMSOL Launches Open-Access Learning Center for Multiphysics Modeling*

1 June 2023

COMSOL, the developer of the COMSOL Multiphysics® simulation software, has introduced a new online resource that provides free and open access to modeling and simulation learning material across all areas of physics.

The Learning Center offers a single entry point for users of all skill levels, where courses, articles, and videos present a clear path for learning how to use COMSOL Multiphysics® for modeling and simulation. It was designed with the user in mind: Categories and filters aid in finding resources and materials that match a topic of interest.

"The new Learning Center makes it easier to find the right resources for each user," says Amelia Halliday, product information engineering manager at COMSOL. "The broad scope of the content and the on-demand format helps users learn what they need, just when they need it."

The Learning Center currently includes ten multipart courses, from introductory to advanced concepts. The "Getting Started with COMSOL Multiphysics<sup>®</sup>" course covers the fundamentals of using the COMSOL<sup>®</sup> software. The exercise files and resources included in that course help users gradually build essential skills and feature both step-by-step and more open-ended examples. The course familiarizes learners with the modeling workflow, efficient modeling and simulation techniques, and how to build a simulation application based on a model.

The multipart courses cover topics such as:

- Defining Multiphysics Models
- Introduction to Electro-Thermal-Mechanical Modeling
- Using Swept Meshes for Model Geometries
- Modeling Partial Differential Equations in COMSOL Multiphysics<sup>®</sup>

All content in the Learning Center, whether it be a multipart course or a standalone resource, offers a structured learning experience, in the form of articles, tutorial videos, model files, modeling exercises, and step-by-step instructions.

"COMSOL's mission is to provide easy-to-use software solutions to engineering problems and to help our users get the most out of our products," says Andrew Griesmer, product information director at COMSOL. "The Learning Center supports the second half of our mission. Our goal is to make it easy for users to acquire the modeling skills they need for their current and future simulation projects."

### *DELTEK RELEASES ITS NEWEST VERSION OF COSTPOINT WITH ENHANCED DESIGN AND FUNCTIONALITY, INCLUDING STREAMLINED CAPABILITIES FOCUSED ON SMALL AND MID-SIZED FIRMS*

5 June 2023

Deltek, the leading global provider of software and solutions for project-based businesses, announced the newest version of its industry-leading ERP for government contractors, Costpoint. This release builds upon Deltek's 40 years of experience developing project-based ERPs, adding enhanced functionality, new innovative features, and a forward-thinking design specifically built for managing government contracts and operations.

Highlights of this newest release include a streamlined time entry experience, overall usability improvements, and a new offering for small and medium-sized businesses looking for a purpose-built ERP. Costpoint 8.2 furthers Deltek's commitment to leading the government contracting industry by:

- **Automating everyday tasks:** Costpoint 8.2 has improved time entry experience with automatic email reminders to streamline timekeeping for government contractors. Additional enhancements and capabilities in Project Accounting, Source to Pay, and Capture and Contract Management, further automate key business processes.

- **Bringing more innovation to the project lifecycle:** With an increased use of Artificial Intelligence and Intelligent Character Recognition, businesses can use Costpoint to work smarter and make better business decisions.
- **Improving the user experience:** This release has simplified navigation and a customizable welcome screen, to make it easier for users to quickly get to the task at hand.
- **Supporting small and mid-sized firms:** Available with Costpoint 8.2, Deltek now provides small and mid-sized businesses an offering with only the essential capabilities that small and mid-sized firms need to move to a compliant ERP, helping those companies get up and running on Costpoint more quickly.

With this latest release, Costpoint remains committed to helping government contracts deliver successful projects with a trusted ERP solution.

“Deltek has a responsibility to innovate Costpoint, lower the cost of compliance, and help customers gain efficiencies around the project lifecycle,” said Warren Linscott, SVP and Chief Product Officer of Deltek. “Costpoint 8.2 delivers an improved user experience and provides innovations that improve project execution. With this release, we are introducing a new time user experience, dark mode, in-app learning guides and hundreds of new features that make Costpoint easier than ever to use. That means less time on compliance & operations and more time winning new contracts and delivering exceptional projects.”

### *eCADSTAR release 2023 enhances user experience and productivity*

6 June 2023

Zuken announces the 2023 release of eCADSTAR, Zuken’s next-generation PCB design system for small and medium businesses. The new release comes with a host of improvements and extensions ranging from enhanced parts and net editing functionality, extended analysis capabilities for signal, power, and EMI, all the way through to new variant handling capabilities for distributed manufacturing.

The improvements of eCADSTAR’s parts and net editing functionality include the ability of locking library parts in eCADSTAR’s Library Editor to prevent other users concurrently working on a design from modifying parts or shared PIN assignments. Hyperlinks added to parts descriptions in the library provide direct access to datasheets from eCADSTAR’s PCB Editor, and a new Net/Bus Label tool enables the naming of multiple nets in one single operation.

The resolution of power integrity (PI) and electromagnetic interference (EMI) issues detected in eCADSTAR’s integrated simulation tools is now supported by a new Layout Viewer that enables the visualization of identified errors directly in the PCB layout. Additionally, the visualization of simulation results has been enhanced with extended pan and zoom functionality and the ability to add text annotations to waveform results.

Enhancements on the manufacturing side comprise the ability to add variant text in PCB design that allows the definition of variants for different manufacturing sites (for example Europe, USA, and UK) within a master design. Automated batch exports of manufacturing data (photo,

drill, ODB++, IPC-2581, IPC\_D\_356A, and PDF) can be set up in a user-friendly way through an enhanced scripting interface.

eCADSTAR is available both in permanent and time-based licensing options in a broad range of configurations to fit individual needs.

### *Hewlett Packard Enterprise helps organizations reduce IT carbon footprint with new sustainability dashboard and comprehensive portfolio of services*

5 June 2023

Hewlett Packard Enterprise announced the preview of a new sustainability dashboard on the HPE GreenLake edge-to-cloud platform and a comprehensive portfolio of sustainability services. The offerings, which span technology, services, financing, and asset upcycling programs, are designed to help organizations reduce the carbon footprint associated with their IT estates.

“Achieving sustainability targets in a hybrid IT environment can be complex and daunting,” said Pradeep Kumar, senior vice president and general manager, HPE Services. “HPE breaks down this complexity with technologies and services that enable organizations to advance from strategy and design to operations and positive impact. Our unique, comprehensive approach helps customers transform sustainability initiatives from incremental pockets of activity to a holistic approach spanning every IT domain.”

According to Gartner®, 86% of business leaders see sustainability as an investment which protects their organization from disruption. In turn, four out of five leaders indicated that sustainability helped their organization to optimize and reduce costs, and 83% also indicated their sustainability program activities directly created both short- and long-term value for their organization<sup>1</sup>. Organizations of all sizes have announced plans to reach their sustainability targets but making progress towards those goals is not simple. Challenges often include lack of visibility and metrics, a shortage of specialized expertise, and an escalating and complex regulatory environment.

To help organizations monitor, observe, and reduce their energy consumption within their IT estate, HPE will soon offer a new sustainability dashboard on the HPE GreenLake platform that delivers key insights on IT energy consumption, carbon emissions, and electricity costs. The dashboard will leverage advanced analytics from the HPE portfolio across compute, storage, and networking to improve overall sustainability performance.

New technology from OpsRamp, which HPE acquired in May 2023, will provide additional sustainable IT capabilities to the dashboard by delivering a unified approach to manage multi-vendor infrastructure and application resources in hybrid and multi-cloud IT environments. The sustainability dashboard, which is currently being previewed with select clients, will help move organizations from the ideation and design stages of sustainable modernization into operations.

Fidelma Russo, CTO, HPE will showcase the sustainability dashboard during her keynote at HPE Discover 2023, on Wednesday, June 21<sup>st</sup> at 10 AM PST. The new capability will be available to customers later this year.

### **Achieve sustainable modernization starting from the workload**

To support organizations on their transformation journey, HPE delivers a unique workload-in approach, utilizing an array of tools and processes, to address environmental and sustainability goals and efficiently plan for modernization. The enhanced sustainability services include two new capabilities that bridge technology and data center facility solutions to offer an analysis of an organization's overall consumption.

- New workshops that explore a combined and sustainable approach to IT, workloads, and data centers are now available to customers seeking to begin their journey.
- New sustainability baselining services provide a clear picture of energy usage and emissions within their IT estate by considering commonly accepted accounting and reporting principles.

Customers also now have access to the newly enhanced HPE Right Mix Advisor a process used to identify application modernization and hosting requirements. Its new capabilities allow HPE to build an analysis of workload power consumption and calculate carbon footprint, collectively, or at the application level. This process is paired with the redesigned HPE Edge-to-Cloud Adoption Framework to enable support of sustainable IT goals in an organization's operating model.

Danfoss, a global engineering company, was hampered by two key challenges – a legacy SAP environment and flood-prone data centers.

"Danfoss focuses on sustainability," said Sune Baastrup, senior vice president and CIO, Danfoss. "Within our own ecosystem we had challenges with our legacy SAP environment, while also addressing potential flooding threats to our data centers. We addressed both, simultaneously with the help of HPE. It was essential to solve these issues with sustainability outcomes. The modular data center approach from HPE not only ensures energy efficiency and quick deployment but also enables sustainable data center expansion. HPE also reduced energy usage through the modernization of our SAP workload, aligning with our commitment to sustainability. Now, we're collaborating with HPE on identifying mutual sustainability solutions like ultra-efficient waste heat reuse for data centers."

### **New sustainable IT operations to reduce carbon footprint**

Additional new capabilities include services and solutions to gain visibility, control, and management capabilities of an organization's IT and data center carbon footprint.

- New operational services that provide customers with a continuum of sustainability features including access to dedicated experts, asset upcycling services, customized Circular Economy Reports, and access to additional certifications.
- Education is an additional layer of operational coverage and is supported with the refreshed HPE Digital Learner – an online learning subscription service that now includes sustainable upskilling for IT and data center facility employees. Customers can now offer their employees access to the ITIL® 4 certificate: Sustainability in Digital and IT and the EPI Certified Data Center Environmental Sustainability Specialist (CDESS®) certifications directly from HPE.

Thésée Data Center, a Tier IV-certified French colocation provider, prioritized sustainable IT operations during the commissioning of its facility and partnered with HPE to ensure success. “Among the many services HPE provided was the design of an innovative free cooling solution featuring artificial intelligence and machine learning tools to better control and optimize energy consumption at the facility,” said Eric Arbaretaz, CTO and co-founder, Thésée. “This solution with HPE Services has enabled us to meet our sustainability goals and also to deliver energy-efficient colocation services to our customers.”

### **Expanding the ‘Force for Good’ program to SMBs**

The HPE Financial Services Force for Good Financing Program, announced earlier this year, rewards organizations that demonstrate a measurable commitment to sustainability. HPE is expanding the program to include additional industry-recognized standard indexes<sup>2</sup>, which increases the number of small and mid-sized businesses (SMB) eligible for the program. When this program is combined with HPE Asset Upcycling Services, organizations can support broader sustainability initiatives through all stages of the IT asset lifecycle, from planning to removal.

“HPE Financial Services unlocks value from legacy IT assets to fund organizations’ transitions to more efficient technology, and gives those older assets new life through upcycling, all of which leads to a beneficial circular economy,” said Gerri Gold, executive vice president, president and CEO, HPE Financial Services. “Today, we are building on this commitment to sustainability by expanding our Force for Good financing program, which rewards organizations for progress they achieve on their sustainability initiatives. Combined with the visibility and insights from the sustainability dashboard on HPE GreenLake, and the comprehensive expertise from the HPE Services team, HPE is well equipped to act as a strategic partner to any organization seeking to reduce their IT carbon footprint and make progress on sustainability.”

### **HPE Asset Upcycling Services new charitable giving program**

Organizations can now have funds donated to several reputable non-profit partners as they decommission retired IT assets and enable a second life through HPE Asset Upcycling Services.

Project Drawdown, one of the world’s leading resources for climate solutions, and UNICEF, which works to protect and care for children worldwide, are just two examples of the non-profit organizations that can be selected as part of this program.

### *Hexagon introduces HxGN Smart Sites for managing complex sites*

6 June 2023

Hexagon’s Safety, Infrastructure & Geospatial division announced HxGN Smart Sites, a real-time data visualization and location intelligence solution for complex site operations, such as industrial facilities, airports, hospitals and entertainment venues.

HxGN Smart Sites combines any type of real-time, dynamic and static data into a 3D common operational picture – a digital twin of facilities and their operations. It turns disparate data into usable information and brings shared situational awareness to all stakeholders in any closed environment with critical infrastructure.

BASF is a pilot customer for HxGN Smart Sites, which grew from a solution Hexagon originally built for BASF using Hexagon's Luciad technology for data integration, visualization and analysis. The BASF site in Antwerp is the largest chemical production site in Belgium and the second-largest BASF site in the world. The site has 360 miles of underground pipelines, 3,500 employees and 50 production installations.

"BASF and Hexagon look back on a successful cooperation of more than 20 years," said Albrecht Helmer, BASF's manager of digital engineering.

HxGN Smart Sites provides a holistic view of any complex site by connecting with other data sources and systems, such as computer-aided design (CAD), building information modeling (BIM), enterprise resource planning (ERP) and workforce systems. By easily integrating and converging data from existing operational systems, HxGN Smart Sites helps streamline workflows, maximizing the safety and resilience of operations and enabling better and faster decisions.

High-performance interactive maps and visualizations of large volumes of data are also key features. Users can zoom in and out, pan around, select specific features and query underlying data to easily find information and put it in context.

"The value of HxGN Smart Sites is in its name - it transforms complex facilities and operations into smart sites with connected and integrated environments," said Dirk Wagemans, vice president, commercial, Hexagon's Safety, Infrastructure & Geospatial division. "As BASF can attest from its successful use of this technology, having full situational awareness is key to keeping a site running smoothly and efficiently, no matter how large or complex."

### *IronCAD Unveils Product Update 1 for 2023, Revolutionizing Mechanical CAD Design for Industrial Equipment Machinery and Fabrication Markets*

2 June 2023

IronCAD, the leading provider of cutting-edge MCAD software solutions, is thrilled to announce the release of IronCAD 2023 Product Update 1. Packed with a range of powerful new features and enhancements, this update aims to elevate the mechanical CAD design experience for professionals in the industrial equipment machinery and fabrication markets.

The highlights of IronCAD 2023 Product Update 1 include:

1. **Support for the Latest KeyShot 2023 Release:** IronCAD now integrates seamlessly with the latest version of KeyShot, the renowned rendering and animation software. This integration enables users to effortlessly visualize and present their designs with unmatched realism and precision.
2. **Structured Parts Enhancements:** IronCAD introduces an innovative ability for Structured Parts to Rename and Relink bodies. This feature provides users with greater flexibility and efficiency in managing and organizing their designs, streamlining the design process.
3. **Improved IronCAD Drawing (ICD) View Creation Speed:** With enhanced performance, IronCAD 2023 Product Update 1 accelerates the creation of ICD views, enabling users to

generate complex views quickly. This boost in productivity ensures designers can meet tight deadlines without compromising on quality.

4. **Enhanced ICD Shaded View Quality in Quick Views with Transparency:** The new update enhances the ICD shaded view quality in Quick Views by adding transparency controls for quality and realism. Designers can now achieve a more comprehensive visualization of their models, improving clarity and accuracy during the design process.
5. **Lock/Fix View in ICD to Prevent Accidental Movements:** IronCAD now offers the ability to lock or fix views in ICD, minimizing the risk of accidental movements that can disrupt the design. This feature provides designers with peace of mind, allowing them to work with confidence and precision.
6. **Improvements in Broken Views on ICD:** IronCAD has made significant enhancements to broken views, enhancing the user experience, and ensuring that designers can effectively communicate their designs requiring broken regions to represent large models.
7. **Search in Parameter Table to Locate Expressions/Names:** IronCAD introduces a powerful search functionality within the parameter table, enabling users to quickly locate text and values throughout all columns including expressions and parameter names. This feature boosts productivity by saving valuable time spent searching for specific parameters.
8. **General Quality Improvements:** IronCAD's commitment to excellence shines through in Product Update 1, with a range of general quality improvements that enhance the overall user experience. These quality improvements and enhancements address user feedback and further optimize the software's performance.
9. **Additional Features and Enhancements:** The update includes various other notable additions, such as resolving the Direction of Angle Constraint Flipping and Dimension Flipping by adding directionality control on the constraint. Moreover, new features like the Concrete Hatch Pattern added to ICD Templates, TriBall Pattern of Pattern Support, and updated Multiphysics for IronCAD and IronCAD Mechanical Design Utilities for Machinery Designer provide users with expanded capabilities and a more refined design experience.

"We are thrilled to introduce IronCAD 2023 Product Update 1, which marks another significant step forward in revolutionizing mechanical CAD design," said Cary O'Connor, V.P. of Marketing at IronCAD. "By incorporating the latest features and enhancements, we are empowering professionals in the industrial equipment machinery and fabrication markets to streamline their workflows, boost productivity, and bring their designs to life with unprecedented realism and precision."

IronCAD 2023 Product Update 1 is now available to all existing IronCAD customers.

## *Mastercam 2024 is Now Released*

1 June 2023

Mastercam, the world's leading CAD/CAM software, announces the release of Mastercam 2024, with dozens of features and enhancements to keep your shop running with the latest that Mastercam has to offer the manufacturing industry.

Manufacturers worldwide got the chance to test-drive Mastercam 2024 during the Public Beta Program before it was released and provided valuable feedback to help shape the final 2024 product. Many of the improvements in Mastercam 2024 are directly driven by Mastercam users and shops. Feedback from Public Beta releases, shop visits, customer surveys, and consultation with our expert industry partners create the practical, shop-driven focus that helps ensure Mastercam users' success.

**Mill-Turn Additions and Enhancements.** Users can now use turret-mounted angled milling heads in Mill-Turn operations, allowing you to create toolpaths on angled planes using turret-mounted tools which results in enhanced productivity and ease of use for both milling and turning operations. B-Axis Contour Turning also sees three major enhancements—the ability to manually edit tool axis vectors, manually edit usable insert area, and adjust stock function—which allows for more in-process control and understanding of the motion of the B-axis head from within the toolpath interface.

**Process Hole and Holemaking Enhancements.** The Process Hole toolpath applies previously defined processes to a part's solid hole features, which consists of one or more holemaking operations' built-in functions library. The ability to import applicable processes into the working part file saves time and money while maintaining consistency with your processes. A displayed graphical elements button has been added to the holemaking and multiaxis toolpath dialog boxes, permitting you to show or hide graphical elements depending on the toolpath type. This allows for more customized control on a hole-by-hole basis or across the entire holemaking toolpath.

**Milling Enhancements.** The Dynamic Mill, Face, and Dynamic OptiRough toolpaths now include a new Maximize Engagement option, producing more nominal chips, minimizing the number of small chips, and helping prevent problematic stand-alone material slivers. Waterline toolpaths are now aware of undercut stock conditions resulting in improvement to the toolpath motion and less air cutting.

**General System Features and Updates.** Mastercam's traditional on-screen gnomon has been augmented with the new Gview cube which is a more graphical way to show plane orientation and its interactive features allow users to control the cube and on-screen representation of the part. Machine Group Setup Stock has three new easier, more intuitive selection methods including Add from two corner, Add rectangular stock, and Add cylindrical stock. The Save/Load Toolpath Defaults List enhancement allows a user to specify individual files and operations to load from/save to. The ability to quickly switch between different default sets for different

toolpath goals or transfer operational data from file to file delivers time savings, an enhanced user experience, and improved functionality.

These are only a few of the new features and enhancements coming to Mastercam 2024.

### *pSeven Enterprise v2023.05 Release*

5 June 2023

DATADVANCE development team announces the release of pSeven Enterprise v2023.05, a new version of our low code cloud-native collaborative platform for building, deploying and operating different models and processes at scale. It brings some improvements and updates. Take a look what's new below.

#### Deployment and administration

- pSeven Enterprise v2023.05 increases the PostgreSQL database load, comparing to the previous versions. The increase is due to the update in the logging subsystem, which addresses several issues with workflow run logs.
- Fixed a denial of service issue where the appworker\* services, which handle user interaction, did not close their connections to the redis service properly, so after a certain time period (typically months) the Redis database connection pool was exhausted and it refused all new connections, leading to malfunction of the appworker\* services.

#### Bugfixes

- Fixed a number of issues with the Run log pane where the log did not load properly, the "loading..." messages were displayed indefinitely, and common operations with the log (like scrolling or filtering) caused incorrect behavior.
- Fixed an issue where the "ERR max number of clients reached" errors appeared when editing or running workflows.
- Fixed an issue with the Composite block where it entered an extended wait, adding a noticeable delay in workflow execution, if one of its nested blocks had failed to stop properly or did not shut down within timeout.

### *Qualtrics Announces General Availability of Customer Journey Optimizer, Helping Companies Identify and Eliminate Points of Friction for Customers*

1 June 2023

Qualtrics, the leader and creator of the experience management (XM) category, announced the general availability of Customer Journey Optimizer, a new journey analytics and orchestration solution, powered by Qualtrics Experience iD, that helps organizations identify key moments and points of friction and prioritize the right actions to improve customer experiences.

Customer Journey Optimizer creates a single omnichannel view of the entire customer journey to outline exactly what stage a customer is in, why and where an experience breakdown is

happening, and the impact to the business, such as lost revenue or service cost. Journey analytics capabilities empower teams to drill deeper into the data to see how the issue is impacting different segments of customers and individuals across different channels and use pre-built integrations with existing systems to troubleshoot and orchestrate the best response to help customers reach their desired outcomes.

### **The future of customer personalization is powered by experience data and orchestration**

Digital transformation and the explosion of e-commerce has permanently changed how organizations across industries interact with their customers. IDC forecasts that by 2026, 40% of total revenue for Global 2000 organizations will be generated by digital products, services, and experiences. Negative customer experiences cost companies an average of 8 percent of their annual revenue, so it's critical that they get their frontline interactions right.

"In today's digital world, a poor customer experience can cost businesses trillions. That's why it's so important for businesses to focus on creating a positive and seamless experience for customers across channels," said Qualtrics President of Product, User Experience and Engineering Brad Anderson. "With Qualtrics Customer Journey Optimizer and Experience iD, businesses can arm customer, marketing and digital teams with the journey analytics and orchestration capabilities they need to help customers achieve their goals and increase spending, loyalty and customer advocacy."

### **Credit Union of Colorado increases digital engagement with Customer Journey Optimizer**

Credit Union of Colorado set a goal to increase the rate of new customers who sign up for digital banking services in order to reduce costly calls to its contact center, increase self-service and streamline operations.

Customer Journey Optimizer provided insights into the different milestones throughout the user onboarding process and helped the team identify friction points that could be improved with updated coaching for branch employees and orchestrated helpful nudges at the right time (emails and texts) to convert more digitally engaged customers.

"Qualtrics Customer Journey Optimizer provided our teams with a clear understanding of our new membership journey and our opportunities to orchestrate personalized messaging that tap into the unique attributes and actions of each customer," said Mitch Rosenbaum, SVP of Marketing and Digital Services at Credit Union of Colorado. "Within weeks of launching Customer Journey Optimizer, we saw an improvement in the adoption of services by our new members joining our digital platform, activating their cards and signing up for eStatements, deepening relationships and creating savings."

Qualtrics Frontline Digital solutions bring together experience data, behavioral heuristics and journey optimization capabilities to empower organizations with the data insights needed to design, visualize, and orchestrate impactful digital experiences.

## *RedTeam Adds Automatic Hyperlinks as Latest Improvement for Drawing Management Workflows*

7 June 2023

RedTeam Software, a leading construction management software company, announces its most recent improvement to the drawing management process in RedTeam Flex and Fieldlens by RedTeam: the addition of automatic drawing hyperlinks.

Automatic hyperlinking functionality enables all project team members using drawings to easily access all information linked to project drawings, including other drawings, page links and related external web pages, directly from the office or jobsite. Team members on the jobsite save valuable time and are less likely to miss important details, preventing errors that may require rework. On the administrative side, the automatic hyperlinking feature creates time savings and improves document review processes in two ways. First, during the drawing upload process, hyperlinks between sheets are now automatically created, with the option to review and edit before committing the files. Second, project managers and administrators can use these hyperlinks to access and reference critical project information more efficiently throughout the project.

Automatic hyperlinks is the latest update in RedTeam's ongoing feature enhancements for drawing management. It was developed to empower construction professionals to better manage their drawings and related workflows, resulting in lower costs and reduced risk. Previous updates include advanced drawing markups and overlay comparison capabilities in all of RedTeam's solutions. These features ensure project stakeholders can easily upload, manage and annotate drawings—improving team communication and collaboration.

By delivering comprehensive drawing management tools to complement existing features, RedTeam aims to revolutionize construction workflows, reduce errors and increase productivity across the entire project lifecycle. [Betsie Hoyt](#), VP of Product at RedTeam, commented, "We're focusing on enhancing our offering for highly-used workflows like drawing management to help construction teams improve their job productivity and error handling. With the new features, teams can have access to data faster, see lower error rates, and spend less time doing administrative work. It's a win-win. You save time and money, while your team has a better user experience."

## *Schneider Electric Transforms Building Environment Optimization with New Additions to Connected Room Solution*

7 June 2023

Schneider Electric, a leader in the digital transformation of energy management and automation, announced two new products, SpaceLogic RP-V and Insight Sensor as enhancements to the Connected Room Solution. With this improvement, the solution offers demand-driven ventilation based on the actual occupancy of the space. This people-centric solution provides businesses the ability to increase energy efficiency and reduce costs by controlling a room's environment by counting people in the space and adjusting airflow and

energy usage accordingly. The solution will be available in all global markets that Schneider Electric services.

Occupant comfort in any space is best optimized when the temperature, lighting, occupancy and humidity are accounted for in the room. Knowing the number of occupants in a room enables proactive conditioning for the space. It is no longer a requirement to wait for temperature or CO2 thresholds to be exceeded to then adjust the conditions. The Connected Room Solution incorporates SpaceLogic RP-V and Insight Sensor to maximize space efficiency through real-time space usage, saving organizations between 10 to 20% on HVAC energy costs and producing comfortable environments for occupants.

“The future of buildings focuses on more than how sustainable they can be, it also prioritizes the infrastructure necessary to provide tenants with a healthy, unique and quality experience,” said James Mylett, Senior Vice President of U.S. Digital Buildings at Schneider Electric. “The Connected Room Solution uses SpaceLogic RP-V and Insight Sensor to transform the occupant experience by analyzing different environmental factors of a space and automatically adjusting things like temperature and light to deliver an optimized and comfortable setting for occupants,” Mylett continued. “Maximizing square footage and room usage is a priority for many businesses, and this solution can introduce these features to educational centers, hospitals, commercial office spaces, and much more.”

The solution utilizes a specialized sensor, designed to work with room level devices like light and blind control. The smart SP90 actuator for intelligent hydronic control and the Insight Sensor work in tandem to level set the temperature, air quality and atmosphere of a room. Insight Sensor itself is a 6-in-1 sensor that monitors people counting, motion, temperature, humidity, sound levels and light levels.

With about 90% of people worldwide anticipated to spend most of their time within indoor environments, it's more imperative than ever before that building owners ensure the health, comfort and safety of their occupants. Companies can utilize the Connected Room Solution integrated with SpaceLogic RP-V and Insight Sensor as a means of monitoring for acute room level changes, automating room HVAC operations and more, which helps maintain a healthy room environment and cut energy costs.

“The right considerations when it comes to building automation and control system technologies always revolve around the residents and occupants of the space,” said Brian Schepers, Vice President at C&C Group. “What this solution brings to the market is an integrated offer that combines energy efficiency with powerful room monitoring technology that sacrifices neither comfort nor quality of the space in question. A people-centric, robust product using smart sensors to go beyond data collection and sustainably regulate an environmental atmosphere makes maintaining occupant comfort easier than ever before.”

## TCS Launches its Data Exchange and Marketplace Platform on Google Cloud

6 June 2023

Tata Consultancy Services (TCS) has announced the launch of TCS Dexam™ data marketplace platform on Google Cloud. The platform enables enterprises to democratize and monetize data across ecosystems.

As enterprises come together to form collaborative ecosystems to create new products and services for their mutual customers, they require mechanisms to effectively and securely share data. TCS Dexam provides a seamless data exchange for enterprises and their ecosystem partners, while ensuring compliance with data privacy, consent, and security regulations.

Offered as a Software-as-a-Service, TCS Dexam breaks down cross-functional boundaries and enables controlled data exchange and improved data governance within and across enterprises. The cloud-agnostic platform provides a self-service, secure environment that uses standardized tools and technologies to facilitate data extraction, analytics, and visualization to commercialize value via manageable contracts.

TCS Dexam integrates seamlessly with Google Cloud services, making it easy for businesses to access and use the data they need in their own applications and services. It leverages Google Cloud's built-in security and compliance features, such as data encryption and access control, to help ensure data is protected and used in accordance with industry regulations and best practices.

*"To launch and operationalize an innovative ecosystem offering that combines the individual products and services of each of the participants but is more than the sum of its parts, enterprises need to orchestrate the democratization and seamless flow of data within each organization and across the ecosystem,"* said **Nidhi Srivastava, Global Head, Google Business Unit, TCS**. *"TCS Dexam on Google Cloud generates measurable business benefits by enabling better decisions leveraging the power of data, strengthening innovation-led ecosystem partnerships, and building new revenue streams through data democratization and monetization."*

Rail Delivery Group is using TCS Dexam on Google Cloud to help create the UK Government's Rail Data Marketplace. This initiative brings together strategic partners, data publishers and data consumers on a single platform to accelerate innovation and deliver new products and services to enhance passenger experience and the effective movement of freight. Furthermore, the solution can measure environmental characteristics, enabling the ecosystem to align with the UK's rail decarbonization plan.

*"Businesses are seeking tools that enable information to be easily combined from a variety of sources while meeting their stringent security and compliance needs,"* said **Victor Morales, Vice President, Global System Integrators Partnerships, Google Cloud**. *"TCS Dexam on Google Cloud provides a flexible API platform to help enterprises design, secure, and scale data from numerous sources, creating powerful business insights that can improve revenue, operational efficiency, and more."*

Dexam complements other TCS data and analytics solutions, such as TCS Daezmo™, a data estate modernization suite that ensures quicker time-to-revenue and lower risk for enterprises; and TCS Datom™, which helps enterprises assess their data maturity and define a holistic data and analytics strategy.

The TCS Google Business Unit offers customers a full catalog of services and solutions, leveraging TCS' contextual knowledge, industry-focused innovation, and Google Cloud's capabilities. Offerings include advisory, foundational cloud-build and security services, cloud migration and modernization across infrastructure, application, data, AI build and deployment services, a managed services model for hybrid and multi-cloud environments, and fit-to-purpose digital solutions across industries.

### *What's New in OpenBOM, May 2023*

6 June 2023

Oleg Shilovitsky published a blog post outlining the changes made in the most recent release of OpenBOM. Oleg says, "I am also very excited to share more details about OpenBOM technology development, and Product Knowledge Graph Model OpenBOM is developing as well as planned improvement in OpenBOM's security and certifications, new features, and fixes, of course."

Read the full post here: <https://www.openbom.com/blog/whats-new-in-openbom-may-2023>

### *Wipro Launches an Immersive Innovation Experience for Financial Services with Microsoft*

6 June 2023

Wipro Limited, a leading technology services and consulting company, announced the launch of the Wipro Industry Innovation Experience for Financial Services, featuring a new suite of banking and financial services solutions built on Microsoft Cloud.

The Innovation Experience will bring together Microsoft Cloud capabilities with Wipro FullStride Cloud, as well as leverage Wipro's and Capco's deep domain expertise in financial services. Together, Microsoft and Wipro will develop new solutions to help financial services clients accelerate growth and deepen client relationships.

The Innovation Experience will allow financial services firms to explore new solutions in an immersive 3D environment. Solutions currently available as part of the Experience range from prevention of financial crime and loan origination to those that help transform core banking systems and maximize cloud investments.

**Harpreet Arora, Senior Vice President and Global head of BFSI Domain and Consulting, Wipro Limited**, said: "By combining Microsoft Cloud with Wipro FullStride Cloud's portfolio and deep financial services expertise, we are uniquely positioned to offer clients transformative solutions to tackle their biggest challenges and deliver tangible business outcomes. This Innovation Experience in partnership with Microsoft will also foster and speed up the collaboration that is necessary to continuously help our clients."

**Bill Borden, Corporate Vice President, Worldwide Financial Services at Microsoft**, said: “Using Microsoft Cloud for Financial Services, Wipro has delivered a variety of new, innovative solutions that will help financial institutions speed time to value and drive sustainable growth. We’re excited that our joint customers can now test drive them via Wipro’s virtual Industry Innovation Experience for Financial Services.”

**Nitish Mittal, Partner, Everest Group**, added: “Financial services enterprises are looking to enhance their industry cloud journey by focusing on expertise for complex domain challenges leveraging platform-based cloud operating models. This Microsoft and Wipro partnership is an evolutionary step in this direction to help financial services clients accelerate their transformation and enhance cloud value realization.”

Solutions currently included in the Innovation Experience include:

- **Core Banking Transformation** – a bundled solution empowering banks to overcome legacy challenges, deliver new capabilities, and realize the benefits of NextGen banking.
- **Intelligent Volume Optimization and Risk Management (IVOR)** – an AI-powered anti-money laundering solution that helps detect financial crime by making operations more accurate, efficient, and cost-effective.
- **NetOxygen** – a digital cloud-based loan origination solution that streamlines the lender/borrower experience, enabling an automated, end-to-end lending process that scales cost effectively, delivering a faster and seamless digital mortgage experience.
- **FinOps** – a comprehensive cloud operations and management solution that enables banks to capitalize on their cloud investments, drive innovation, optimize operations and scale products quickly.