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## CIMdata News

### ***CIMdata Releases Releases eBook:***

#### ***Next Generation NC Program Operation with VERICUT Version 9.0***

08 January 2020

CIMdata, Inc., the leading global PLM strategic management consulting and research firm announces the release of an eBook focused on CGTech's VERICUT manufacturing program verification solution suite.

Since 1990, CIMdata has provided coverage of the CAM and Digital Manufacturing software market spaces. We are pleased to provide this eBook on CGTech's manufacturing program verification and optimization solution suite. This comprehensive review highlights enhanced capabilities from CGTech including:

Simulation and validation of additive and hybrid manufacturing processes

Capabilities to examine composite materials layup processes

Optimized toolpath recommendation

A physics-based process optimization tool called Force

Many other improvements and advancements to the solutions

Mr. Mike Fry states "Additive and more traditional forms of manufacturing are critical in developing new and enhanced products. To support demand for custom products, companies are transitioning to additive and combined additive/subtractive machining strategies and the need for verification capabilities is increasing rapidly. CGTech is leading the way in helping manufacturers use new methods and producing improved manufacturing quality."

The CIMdata eBook "Next Generation NC Program Operation with VERICUT Version 9.0" is available for download at [www.CIMdata.com](http://www.CIMdata.com).

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### ***CIMdata to Host Free Webinar on PLM in Medical Devices***

08 January 2020

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, "PLM in Medical Devices." The webinar will take place on Thursday, February 13, 2020 at 11:00 a.m. (EST) and will last for one hour.

To be successful, medical device companies must get to market quickly in order to benefit from the "first-mover" advantage. Some factors are outside the company's control, for example, the work of regulatory bodies. As a result, medical device manufacturers have to balance speed to get to regulatory submission and commercialization with the need for regulatory compliance. Regulatory compliance requires the "production" and "assembly" of data and documentation during the entire lifecycle of the product, which takes time.

This webinar will consider how the production and assembly of documents and data for compliance can be automated. It will show how the concepts of "digital twin" and "digital thread" can be applied and

leveraged to accomplish this.

Attendees at this webinar will:

- Improve their understanding of PLM at all levels of the organization.

- Gain an understanding of how PLM ownership and governance should be established and maintained.

- Recognize the importance of business systems architecture for PLM.

- Learn why defining and governing a product record (and data architecture) is important.

- Find out how to lessen the burden of producing and assembling documents for compliance.

- Understand how PLM can help accelerate product development and compliance.

- Learn how to prepare an organization for PLM.

- Recognize the dependencies of people, process, and technology for PLM.

According to CIMdata Executive Consultant and host for this webinar Mr. Vinu Gurukar, “In reality, most device companies have not realized the benefits that can be had from PLM. The big question is why and what does it take to define and successfully execute a PLM strategy in a medical device company? In this webinar I will show how PLM can be successful in medical devices.”

With 20+ years of experience in software-enabled business process improvements in the medical device, automotive, and high-tech industries, Mr. Gurukar is uniquely qualified to address the challenges faced by medical device companies and their use of PLM and the digital transformation it enables. While heading up the PLM program for a major global medical device company Mr. Gurukar was responsible for rolling out new product development and the introduction of processes and systems to enable the company to become the fastest developer of differentiated, safe, and compliant products in the medical device industry.

This webinar will be of interest to executives, directors, and managers engaged in product development, quality, regulatory affairs, manufacturing, supply chain and IT, PLM team leaders and team members, business analysts, systems architects, data architects, solution architects, organizational change management experts, software validation experts, and anyone who wants to learn about how PLM can be beneficial for medical device companies.

During the webinar attendees will have the opportunity to ask questions about the topics discussed. To find out more, visit: <https://www.cimdata.com/en/education/educational-webinars/webinar-plm-for-medical-devices>. To register for this webinar please visit:

<https://register.gotowebinar.com/register/4613028924051675138>.

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## Acquisitions

### ***Accenture to Acquire maihiro, Boosting Customer Experience and Experience Management Capabilities for SAP Solutions***

07 January 2020

Accenture has entered into an agreement to acquire maihiro, a provider of customer experience and customer relationship management consulting, optimization and ongoing enhancement services. The

## CIMdata PLM Late-Breaking News

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acquisition will help Accenture create solutions for clients that drive innovation and transformation in marketing, sales and customer service.

Founded in 2000 and an SAP® Gold Partner, maihiro is a leading provider of SAP-based customer experience (CX), customer relationship management (CRM), and commerce services. The acquisition aims to strengthen Accenture's world-class SAP capabilities that help organizations elevate customer experiences beyond expectations. With headquarters in Munich, maihiro has approximately 160 skilled professionals in offices across Germany and Austria.

“Today's brands compete in the experience economy. Only those capable of delivering the most engaging and differentiated experiences will continue to win and retain customers' loyalty,” said Bhaskar Ghosh, group chief executive, Accenture Technology Services. “With this acquisition, we will amplify our experience and knowledge to help clients drive growth by developing and deploying superior experience management. This will enable clients to better understand their customers, evolve business processes to align with customer needs, and enjoy higher customer retention and purchase frequency.”

“Together with maihiro, we will have more expertise and capacity to serve clients in Austria, Switzerland, Germany and across Europe, and guide them in their journey to transform customer experiences. Combined with Accenture's end-to-end capabilities, client relationships and global delivery capabilities, we can provide scale and global reach for multinational clients,” added Dirk Appelhoff, Accenture SAP Business Group lead in Europe.

“Like Accenture, we are committed to guiding clients in marketing, sales and customer service, and developing and implementing competitive strategies that increase their performance,” said Uwe May, CEO, Sales & Marketing, maihiro.

Bernd Hesse, CEO, Consulting & Human Resources, maihiro, added: “Our collective, comprehensive capabilities will help clients design and operate CX and CRM solutions that enable maximum benefits from the SAP Customer Experience portfolio, including integration with SAP S/4HANA® and SAP intelligent technologies to enable seamless, end-to-end processes and drive innovation.”

As part of Accenture's strategy to enable clients to gain the most value from SAP solutions, in May 2019, Accenture and SAP announced that they are co-developing and co-innovating to accelerate development of the SAP® C/4HANA platform and build industry-specific solutions that elevate digital customer experiences. In November 2018, Accenture also acquired U.S.-based Intrigo Systems, a leading provider of advisory and systems integration services for SAP enterprise and cloud solutions in e-commerce, supply chain and procurement. In its 2019 fiscal year, Accenture invested nearly US\$1.2 billion on 33 acquisitions globally to acquire critical skills and capabilities in strategic, high-growth areas of the market.

Terms of the transaction were not disclosed. The transaction is subject to customary closing conditions and is expected to close in early 2020.

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## *Accenture to Acquire Symantec Cyber Security Services Business from Broadcom*

07 January 2020

Accenture has agreed to acquire Symantec's Cyber Security Services business from Broadcom, Inc. Financial terms were not disclosed.

The acquisition will make Accenture Security one of the leading providers of managed security services, further enhancing its ability to help companies rapidly anticipate, detect and respond to cyber threats.

Symantec's portfolio of Cyber Security Services includes global threat monitoring and analysis through a network of security operation centers, real-time adversary and industry-specific threat intelligence and incident response services. The six security operations centers are located in the U.S., the United Kingdom, India, Australia, Singapore and Japan. Its managed security services business is supported by a proprietary cloud-based platform that delivers a steady stream of technical and cyber adversary threat intelligence through a customizable portal.

"Cybersecurity has become one of the most critical business imperatives for all organizations regardless of industry or geographic location," said Julie Sweet, Accenture's Chief Executive Officer. "With the addition of Symantec's Cyber Security Services business, Accenture Security will offer one of the most comprehensive managed services for global businesses to detect and manage cybersecurity threats aimed at their companies."

Kelly Bissell, senior managing director of Accenture Security said, "Companies are facing an unprecedented volume of cyber threats that are highly-sophisticated and targeted to their businesses, and they can no longer rely solely on generic solutions. This acquisition is a game-changer and will help Accenture provide flexibility rather than a 'one size fits all' approach to managed security services. With Symantec's Cyber Security Services business, we can now bring clients our combined expertise fine-tuned to their industry with tailored global threat intelligence powered by advanced analytics, automation and machine learning."

Symantec's Enterprise Security business, now a division of Broadcom, is headquartered in Mountain View, California and its Cyber Security Services business includes more than 300 employees around the world who serve top-tier organizations across a diverse range of industries, including financial services, utilities, health, government, communications, media, technology and retail.

"Becoming part of Accenture Security is a tremendous opportunity for our clients and our cyber warriors around the globe, enabling us to fuse the unique services, capabilities and solutions of two well-established companies to deliver the next generation of cybersecurity services," said John Lionato, vice president and general manager of Symantec's Cyber Security Services business.

Symantec's Cyber Security Services business will be the latest in a series of acquisitions — including those of Deja vu Security, iDefense, Maglan, Redcore, Arismore and FusionX — that demonstrate Accenture Security's commitment to investing in and innovating advanced threat intelligence and cybersecurity solutions.

In its 2019 fiscal year, Accenture invested nearly US\$1.2 billion globally on 33 acquisitions to acquire

critical skills and capabilities in strategic, high-growth areas of the market.

Completion of the acquisition is subject to customary closing conditions and is expected to close in March 2020.

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## ***Altair Acquires newFASANT***

06 January 2020

Altair announced the acquisition of newFASANT, offering leading technology in computational and high-frequency electromagnetics. newFASANT's solutions address a wide range of electromagnetic problems in areas such as antenna design and placement, radar cross section (RCS) analysis, automotive V2V/ADAS, and infrared/thermal signatures.

Originally a spin-off from the University of Alcalá, near Madrid, newFASANT is home to world renowned industry pioneers. Its software portfolio containing various full-wave and high frequency asymptotic electromagnetic solvers, when combined with Altair Feko™, will allow Altair to leapfrog its competition and offer advanced solutions in relevant technology areas like V2V, Doppler effects, radome analysis, periodic structures, reflectarrays and others.

“We are thrilled to welcome newFASANT and its brilliant engineers to Altair,” said James Scapa, Altair’s chief executive officer and founder. “By combining its people and software into our advanced solutions offerings, we are clearly emerging as the dominant player in high-frequency electromagnetics – technology that is critical for solving some of the world’s toughest engineering problems.”

“We couldn’t be more excited to join the ranks of such a globally relevant and growing software player,” said Felipe Cátedra, chief executive officer of newFASANT. “Ever since we spun off from the University of Alcalá, we have grown the sophistication of our offerings, but by joining a powerhouse like Altair, we will be able to commercially expand our footprint immensely.”

This move solidifies Altair’s place as a world leader in high-frequency electromagnetics, a critical technology that supports advanced digital communications for areas such as IoT, cellular networks, mobile phones and connected devices, V2V, radar and radio.

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## ***Synopsys Acquires Tinfoil Security to Expand DAST and Add API Security***

10 January 2020

Synopsys, Inc. today announced it has completed the acquisition of Tinfoil Security, an innovative provider of dynamic application security testing (DAST) and Application Program Interface (API) security testing solutions, headquartered in Mountain View, California.

"Through the acquisition of Tinfoil Security, Synopsys is expanding its DAST capabilities and adding API security testing capabilities, extending the most comprehensive portfolio of application security and quality testing solutions and further strengthening our technology leadership," said Andreas Kuehlmann, co-general manager of the Synopsys Software Integrity Group. "Tinfoil Security provides Synopsys with

proven DAST technology that can be seamlessly integrated into development and DevOps workflows. Furthermore, Tinfoil Security's innovative API scanning technology addresses an emerging demand in the market and will further differentiate the Synopsys portfolio."

The terms of the deal, which is not material to Synopsys financials, are not being disclosed.

According to Gartner Research, "API security testing solutions can offer significant benefits by allowing organizations to design more secure and resilient APIs, which in turn enables greater confidence and speed in their deployment. Thus, security can help enable an organization's digital transformation efforts. Eliminating exploitable vulnerabilities obviously makes it more difficult for attackers to gain access to applications and systems exposed via APIs. Since APIs are a significant emerging attack vector, security testing helps avoid the tangible and intangible costs associated with breaches and other types of security incidents."<sup>1</sup>

Tinfoil Security's web scanning solution is a next-generation DAST technology that identifies vulnerabilities on web applications and is tightly integrated with DevOps workflows. The Tinfoil Security API Scanner detects vulnerabilities in APIs, including web-connected devices such as mobile backend servers, IoT devices, as well as any RESTful APIs.

"We're thrilled to be joining the Synopsys Software Integrity Group and excited about what this acquisition means for our team, our technology, and our customers," said Ainsley Braun, CEO and co-founder of Tinfoil Security. "As part of the Synopsys portfolio, we're in a stronger position to help developers and IT security professionals build secure solutions for their organizations."

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### ***Synopsys to Acquire Certain IP Assets of INVECA***

08 January 2020

Synopsys, Inc. announced that it has signed a definitive agreement to acquire certain IP assets of INVECAS, headquartered in Santa Clara, California. This acquisition will broaden Synopsys' DesignWare® Logic Library, General Purpose I/O, Embedded Memory, Interface and Analog IP portfolio. The acquisition will also add a team of experienced R&D engineers to accelerate Synopsys' physical IP roadmap across a range of process technologies to address customers' evolving design requirements in markets such as consumer, IoT and automotive. INVECAS will retain its HDMI IP and ASIC Design Solutions businesses.

The transaction, which is expected to close the first half of fiscal 2020 and is subject to customary closing conditions, is not material to Synopsys' financials. Terms are not being disclosed.

"With more functionality being integrated into a single chip, high-quality IP continues to be key for enabling designers to speed time-to-market, while reducing risk," said Joachim Kunkel, general manager of the Solutions Group at Synopsys. "With this acquisition, Synopsys is broadening our DesignWare IP portfolio to address the requirements of consumer, IoT and automotive designs and adding a strong R&D engineering team to meet the growing IP needs of our customers."

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## Company News

### *365 Days of Innovation: A Recap of Gerber Technology's 2019*

10 January 2020

2019 was a HUGE year for Gerber Technology! Here's a recap of some of the biggest moments and accomplishments from the last 12 months.

#### The Gerber Innovation Center

Without a doubt our proudest moment of the year. We opened our Gerber Innovation Center in the heart of the fashion district in New York City. The 18,000 square foot space will help connect the fashion & apparel, upholstered furniture, and transportation industries to the latest technology through events and workshops throughout the year.

Gerber partners with Kornit to offer an innovative experience.

We had the opportunity to collaborate with Kornit Digital to create a one-of-a-kind microfactory experience. Visitors to the Innovation Center will have the opportunity to personalize garments and upholstered furniture pieces then watch it be designed, print, cut and sewn in our microfactory.

#### AccuMark® goes SaaS

Our industry-leading pattern design software, AccuMark, got some SaaS this year as we moved to a subscription-based model. The new business model will empower our customers to not only conquer today's challenges, but also prepare them for the future by giving them simple access to the latest updates.

#### The Gerber by Waldrip Collection

We were fortunate to work with the amazing Stephanie London to develop the Gerber by Waldrip Collection using our end-to-end platform. The collection features several garments that were designed, print, cut and sewn using YuniquePLM®, AccuMark 2D and 3D, AccuNest™ and the GERBERcutter® Z1.

#### The biggest ideation yet

This year's ideation conference was the biggest yet! 350+ professionals from all across the world came together to gain insight into the latest trends, experience Gerber's latest innovations and attend the Grand Opening of our Innovation Center.

#### New faces on the Senior Leadership Team

Several new faces joined the Gerber Team this year including Ketty Pillet, Melissa Rogers, Ken Litman, Bridget Bozzi, Nick Wu, and Michelle Steenvoorden. We are proud to have a Senior Leadership team whose extensive knowledge will help us drive innovation and expand our software and hardware portfolio.

#### Celebrating innovation

Innovation is at the core of who we are and this year we were the proud recipients of several awards to honor our dedication to moving the industry forward. We were named a Top 20 Most Promising Data Company by the CIOReview, a 10 Sophisticated Textile & Apparel Tech Companies of 2019 by Mirror Review and received an Industrial Fabrics Foundation Innovation Award.

#### New, easy-to-use eSTORE

The success of our customers is our top priority. This year we made several changes to help our customers excel, including the launch of our new eSTORE platform. The new platform has made it easier for our customers to find the exact part or service they're looking for.



## The new and improved GerberU

Gerber University got a makeover this year! At ideation, we launched a brand new platform for our training, making it easier than ever to find the training you need to succeed. In addition, we also started focusing more on consulting, providing our customers with helpful tips and advice to get the most out of their Gerber solutions.

## Connecting with our customers

The best part of 2019 was getting to meet so many of our customers! We had the opportunity to attend several shows around the world including Texprocess, Printing United, CISMA, and ISA. We also hosted a number of Open Houses to educate our customers on the best practices for success in the on-demand world.

This past year would not have been such a success without our extraordinary customers and partners. Thank you for making 2019 a year to remember and we look forward to an even better 2020.

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## ***ANSYS and BlackBerry Collaborate to Support Next-Generation Automobiles***

07 January 2020

BlackBerry Limited and ANSYS are joining forces to support BlackBerry QNX's industry-leading real-time operating system (RTOS) for connected and autonomous vehicles. As part of ANSYS' ongoing commitment to fostering an open ecosystem that supports RTOS leaders across industries, the collaboration will empower automotive manufacturers to increase safety and reliability, reduce development cost and shorten time-to-market for next-generation automobiles and autonomous systems.

BlackBerry QNX and ANSYS are enabling OEMs to minimize risk by combining ANSYS SCADA's® embedded software development environment with the QNX Neutrino® operating system, both certified to ISO 26262 ASIL D level — the automotive industry's most stringent safety standard and highest level of certification.

As the next generation of vehicles becomes more connected, automated and autonomous, they also become more complex and vulnerable to cyber-attacks. In addition to design and engineering challenges, manufacturers also face unprecedented levels of safety certifications. OEMs must balance connectivity, AUTOSAR compliance and versatility with safety and security.

"The electronic automotive architecture is quickly evolving from being hardware-driven to software-defined and with our software embedded in more than 150 million vehicles on the road today, BlackBerry QNX is perfectly positioned to address the evolution," said Grant Courville, Vice President, Products and Strategy at BlackBerry QNX. "Through our work with ANSYS, we can significantly enhance our support of the biggest OEM and Tier 1 brands in the automotive industry and support them throughout all design steps — from functional application design up to on-target integration."

"We are committed to an open ecosystem that supports customers around the world with best-in-breed technology, solutions and collaborations," said Eric Bantegnie, Vice President and General Manager, Systems Business Unit at ANSYS. "By integrating our industry-leading embedded software design environment for critical applications with BlackBerry's proven QNX RTOS, ANSYS remains the frontrunner in the industry. This technical alliance is an important milestone for our overall ANSYS Autonomy solutions that span embedded software development, systems design, cybersecurity threat and functional safety analysis, autonomous systems, physical and driving simulation, and AI-based embedded software validation."

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## ***Dassault Survey - Consumers Want Personalized Products but Won't Wait for Them and Expect a Cost Benefit for Their Data***

06 January 2020

Dassault Systèmes revealed that younger consumers are leading the push for personalization that improves products and services, quality of life and personal safety, and are more willing to pay and share their data to get it. The findings came from a survey of citizens representing the demographics of adults in the U.S., China and France that was conducted in partnership with independent market research firm CITE Research.

The survey revealed differences among generations, geographies and technology adoption levels in terms of how consumers view personalization in mobility, healthcare, retail and the home and city environment, how they define personalization, and what they are willing to give up for it. Yet it also confirmed that nearly all consumers already value the importance of personalization, in particular for health and personal safety, and share concerns about how data is collected and managed to achieve it.

Findings from the survey include:

Consumers want personalization but don't want to wait for it. Eighty-three percent of consumers expect products or services to adapt in a matter of moments or hours. Only 21% will wait four or more days for a personalized product or service to be delivered.

Consumers are willing to pay on average 25.3% for personalization. In return, they expect to be compensated with an average of 25.6% savings for giving out their data. They are more willing to pay for personalized healthcare; less so for personalized retail.

Industry has an opportunity to clearly define personalization. Consumers have a mixed definition of personalization. More than 50% define it as products/services they customize before purchasing, and as products/services selected from a list of options, as well as products/services created based on personal data; 63% of early technology adopters define personalization as the latter.

Consumers are most interested in personalized products and services that benefit health, such as personalized preventative health plans based on behavior, and alert systems for falls.

Personalization for personal safety is also of interest to consumers, such as products that notify of time-sensitive home emergencies, crime alerts based on location, and sending their location to police during times of safety concerns.

Data privacy is a concern for 96% of consumers. Most consumers will only share data they agreed to share in exchange for personalization, yet anonymizing data will make six out of 10 respondents more willing to share. Eighty-eight percent will discontinue a helpful personalized service if they are unsure of how their data is being managed. For 68%, consumer demands will lead to data protection.

Artificial intelligence, 5G and home assistants are necessary for personalization. About half of consumers think that 5G, in particular, is very necessary for delivery of personalization in healthcare, while it is seen as less vital in retail.

Personalization expectations differ among generations. Generation X, millennials and Generation Z are more comfortable sharing data for better personalization and are more likely to agree on the personal safety, time and monetary benefits it brings than baby boomers and the silent generation. Sixty percent of baby boomers are most excited about personalization in healthcare, 24% of Generation Z about mobility, and 21% of millennials about the environment.

Chinese consumers are more enthusiastic about personalization than American and French consumers, but Americans have the highest expectations. More American consumers expect personalized products and services to be commonplace by 2030, and more are willing to pay for them.

“Consumers want experiences with personalization as the differentiator, especially among younger consumers. The solution for manufacturers to capitalize on this trend is to collect, analyze and transform data while addressing concerns for data privacy. Our 3DEXPERIENCE platform enables them to do just that. Using the platform, companies can innovate, design, create and manufacture hyper-personalized products in the most sustainable way,” said Florence Verzelen, Executive Vice President, Industry Solutions, Marketing and Global Affairs, Dassault Systèmes.

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### ***FLIR Systems and ANSYS Collaborate to Enhance Autonomous Vehicles Safety***

09 January 2020

FLIR Systems and ANSYS are collaborating to deliver superior hazard detection capabilities for future assisted driving and autonomous vehicles (AVs) — empowering automakers to deliver improved vehicle safety. Through a technical collaboration, FLIR Systems will integrate a fully physics-based thermal sensor into ANSYS’ leading-edge driving simulator to model, test, and validate thermal camera designs within an ultra-realistic virtual world.

Current AV and advanced driver assistance systems (ADAS) sensors cannot dependably identify objects in darkness and through smog, inclement weather, shadows and sun glare. Thermal cameras, however, can effectively detect and classify objects in these conditions. Integrating FLIR Systems’ thermal sensor into ANSYS® VRXPERIENCE®, will enable engineers to simulate thousands of driving scenarios across millions of miles in mere days and reduce physical prototyping. Engineers can also simulate uncommon and difficult scenarios where thermal excels, including wildlife encounters and distinguishing pedestrians from other roadway objects in low-contrast environments. The new ADAS solution will slash OEMs’ development time by optimizing thermal camera placement for use with systems such as automatic emergency braking (AEB) and within future AVs for the critical aspect of pedestrian detection.

"Combining FLIR Systems’ cutting-edge automotive thermal cameras with ANSYS’ industry-leading solutions will further improve road hazard detection, helping vehicles sense objects four times farther than the illuminating distance of typical headlights," said Paul Clayton, general manager at FLIR Systems. "Enabling engineers, automakers and auto suppliers to rapidly simulate and test countless scenarios greatly reduces reliance on physical prototype testing while cutting development costs and the time required to test. This results in increasing the adoption of thermal technology in automotive safety to help save lives and livelihoods."

"FLIR Systems’ automotive thermal cameras enhance the safety and reliability of ADAS, creating smarter AVs that improve decision making in challenging road environments," said Eric Bantegnie, vice president and general manager at ANSYS. "Leveraging ANSYS’ solutions will enable FLIR Systems to design groundbreaking thermal cameras and empowers automakers to speed the creation and certification of AVs."

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## ***PROSTEP Uses LEANIX For Sustainable PLM Strategy Consulting***

08 January 2020

PROSTEP AG has entered a partnership with LeanIX, the manufacturer of the Enterprise Architecture Suite (EA-Suite), with the aim of providing customers with optimal advice on the development of their enterprise-wide Product Lifecycle Management (PLM) architectures. As a certified LeanIX partner, the leading PLM consulting and software house can now also offer its proven methodology of capability-based strategy consulting to customers on a model-based basis, thereby ensuring sustainable management of their enterprise architecture (EAM).

PROSTEP has been pursuing an EAM-based consulting approach in PLM strategy and process consulting for some time, which is geared to customer-specific PLM requirements from the actual analysis to roll-out planning. Based on its many years of experience in PLM consulting, the company has developed a capability map that covers the applications of the digital product lifecycle from systems engineering to digital twin. On this basis, the PLM consultants develop individual heat maps (prioritizations) with their customers, from which the further development of the PLM architecture is then derived.

One of the challenges in consulting projects is to document the current status of the enterprise architecture in such a way that the documentation can also be used for the further development of the PLM architecture and can be easily updated during adaptations in order to maintain an overview of the development and its anchoring in the business processes at all times. As a certified LeanIX partner, PROSTEP now offers its customers the opportunity to map their enterprise architecture in the LeanIX EA suite and thus document their business requirements, PLM capabilities, actual and target architecture in a sustainable manner. If they are not already using the EA suite, they can purchase a license for the duration of the project.

LeanIX offers its solutions as Software-as-a-Service (SaaS). It enables companies to make transparent IT decisions faster and based on a solid data basis. More than 250 global brands such as Volkswagen, Adidas, DHL, Merck, Vodafone and Zalando use the LeanIX software worldwide. Founded in Bonn in 2012, the start-up employs more than 170 people worldwide and has a US office in Boston, Massachusetts. It is growing very dynamically and is now regarded as one of the relevant players in the EAM market. This is demonstrated not least by the large number of participants at the latest EA Connect Days in Bonn, where PROSTEP was also represented as a freshly certified LeanIX partner.

"The partnership between LeanIX and PROSTEP combines solution and strategy consulting and thus offers customers sustainable management of the enterprise architecture. Customers are thus optimally prepared for the challenges of digital transformation and gain a competitive advantage," explains Alexander Bloech, Director Partner Management at LeanIX.

With this partnership, PROSTEP is breaking new ground in holistic and comprehensive PLM strategy consulting that also considers the corporate strategy and organizational level of digital transformation, says Dr. Martin Strietzel, Head of PLM Strategy and Processes. "With the help of the LeanIX EA suite, we are building a bridge between corporate and PLM strategy and activating the EAM potential for engineering. Our customers can use the consulting results directly and document the lifecycle of their PLM architectures with LeanIX even after the consulting project has been completed."

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## ***Siemens partners with Arm to accelerate the future of mobility by redefining design capabilities for complex electronic systems***

07 January 2020

Siemens Digital Industries Software announced a partnership with global semiconductor IP leader Arm, that will bring leading edge IP, methodologies, processes and tools together to help automakers, integrators and suppliers collaborate, design and bring to market their next-generation platforms much faster. This partnership was formed to address the increasingly complex challenges facing the industry in developing platforms to realize active-safety, advanced driver assistance, in-vehicle infotainment, digital cockpits, vehicle-to-vehicle/vehicle-to-infrastructure and self-driving vehicles. Key advances in computing and sensor technology are enabling companies to redefine mobility beginning with the integrated circuits and software within automotive electronics systems. The combination of Siemens' and Arm's innovative technologies can help automakers and suppliers deliver tomorrow's electronic design and automotive solutions, today.

Siemens' PAVE360™ digital twin environment, featuring Arm IP, applies high-fidelity modeling techniques from sensors and ICs to vehicle dynamics and the environment within which a vehicle operates. Using Arm IP, including Arm Automotive Enhanced (AE) products with functional safety support, digital twin models can run entire software stacks providing early metrics of power and performance while operating in the context of a high-fidelity model of the vehicle and its environment, helping deliver a new future of mobility.

“Developing future transportation solutions requires collaboration across complex ecosystems,” said Dipti Vachani, senior vice president and general manager, Automotive and IoT Line of Business, Arm. “Arm technology has been deployed in applications across the whole vehicle for more than two decades, and our collaboration with Siemens redefines what is possible in terms of safety-capable, scalable heterogeneous compute. We see this as an important catalyst for the next wave of automotive semiconductor innovation.”

Using Siemens' PAVE360 with Arm automotive IP, automakers and suppliers can simulate and verify sub-system and system on chip (SoC) designs, and better understand how they perform within a vehicle design from the silicon level up, long before the vehicle is built. Arm's automotive IP is helping to democratize the ability to create safety-enabled silicon, bringing it within reach of the entire automotive supply chain. By rethinking IC design for the automotive industry, manufacturers can consolidate electronic control units (ECUs), leading to thousands of dollars in savings per vehicle by reducing the number of circuit boards and meters of wire within the vehicle design. This in turn reduces vehicle weight which can promote longer range electric vehicles.

“In all we do at Siemens, our goal is to provide transportation companies and suppliers the most comprehensive digital twin solutions, from the design and development of semiconductors, to advanced manufacturing and deployment of vehicles and services within cities,” said Tony Hemmelgarn, president and CEO at Siemens Digital Industries Software. “Siemens believes collaboration with Arm is a win for the entire industry. Carmakers, their suppliers, and IC design companies all can benefit from the collaboration, new methodologies and insight now sparking new innovations.”

Siemens' PAVE360 platform will be demonstrated in the Siemens Mobility booth at the Computer Electronics Show (CES) in Las Vegas, January 7 – 10, 2020. This demonstration of industry-leading technology will showcase Arm's automotive IP and technology from Siemens including Simcenter™ Prescan™ software, the Veloce™ hardware emulator, and Simcenter™ Amesim™ software.

Siemens Digital Industries Software is driving transformation to enable a digital enterprise where engineering, manufacturing and electronics design meet tomorrow. The Xcelerator portfolio helps companies of all sizes create and leverage digital twins that provide organizations with new insights, opportunities and levels of automation to drive innovation. For more information on Siemens Digital Industries Software products and services, visit [www.sw.siemens.com](http://www.sw.siemens.com) or follow us on LinkedIn, Twitter, Facebook and Instagram. Siemens Digital Industries Software – Where today meets tomorrow.

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## Events

### ***Centric Software to Showcase Retail PLM Innovations at NRF 2020***

06 January 2020

Centric Software will showcase its latest retail Product Lifecycle Management (PLM) innovations at the National Retail Federation's annual conference, NRF 2020: Retail's Big Show, taking place on January 12-14 2020 in the Javits Center, NYC. Centric Software provides the most innovative enterprise solutions to fashion, retail, footwear, outdoor, luxury, consumer goods and home décor companies to achieve strategic and operational digital transformation goals.

Attendees will experience Centric's latest retail innovations. Centric Retail PLM has been recently updated to empower faster time to market, improved efficiencies, greater cost savings and increased agility, while the new Digital Buying Board transforms internal buying sessions and maximizes the value of goods at retail.

The Centric Software team will be at booth #1008 for the duration of the event to demonstrate Centric Retail PLM, answer questions and discuss specific business challenges.

Attendees can also book a one-on-one Centric Retail PLM demo and/or participate in Centric's 'Seeing Is Believing' Lunch & Learn Session (January 13, 12:00 pm) and Networking Dinner (January 13).

"We look forward to returning to Retail's Big Show this year and meeting people from across the spectrum of retail," says Fabrice Canonge, Executive Vice President Global Sales & Marketing at Centric Software. "We'll demonstrate our latest digital transformation solutions and show how Centric Retail PLM drives efficiency and agility, connecting concept to customer in today's fast-paced, ever-changing fashion and retail market."

"We'll feature our brand new Centric 8 PLM v7.0, with exciting new innovations such as 3D integration to enable complete end-to-end 3D workflows and an OEM/ODM connector to optimize supplier communication and co-design. Attendees can try out our PLM-connected mobile apps to experience a revolutionary approach to working with PLM on the move. We'll also be demonstrating our state-of-the-art Digital Buying Board, which transforms internal buying sessions by facilitating the team collaboration needed to curate assortments from master or regional collections and align financial and

merchandise planning goals.”

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## ***DESL Brings Digital Transformations to NRF***

10 January 2020

DeSL is set to exhibit at National Retail Federation (NRF) on January 12-14 in New York City, NY. At this event, DeSL will be showcasing its newest suite of software solutions, Made for You.

Made for You is a series of specialized standalone, or fully integrated modules, aligning with today’s digital transformation business strategy. These modules are created for all stages of the supply chain and prioritize key processes in the business.

A few featured Made for You modules are,

Digital Planning Boards – a revolutionary centralized tool to empower the creative aspects of the brand, while harnessing financial data to make informed decisions.

Total Quality Management – a specialized real-time solution enabling companies to ensure products are made to specification and supplied from vendors operating to highest levels of social compliance and ethical trading levels.

Dynamic Purchasing Platform – delivers a complete end-to-end tool for managing suppliers and covers all procurement processes.

Creative Sales Platform – an integral component of global sales team’s digital infrastructure to deliver key functions, shortening the overall order processing cycle and reduce the need for physical samples.

DeSL knows one-size-fits-all isn’t a realistic approach to running a business, that is why Made for You was created to accommodate the demands of businesses of all sizes, SMB to enterprise. Furthermore, every module seamlessly integrates into DeSL’s solutions or existing third-party software.

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## ***PTC to Demonstrate Digital Transformation & Supply Chain Solutions at NRF 2020***

09 January 2020

PTC announced its presence at the National Retail Federation’s annual event, Retail’s Big Show, from January 12th to 14th. A major fixture in the retail technology calendar, NRF 2020 is expected to draw tens of thousands of brands and retailers from around the world to New York City, where PTC’s Retail Business Unit (located at booth #4978) will showcase its industry-leading PLM solution alongside a suite of digital transformation, mobile, and supply chain solutions.

Designed to help medium-to-large-scale brands and retailers overcome today’s most common market pressures, PTC FlexPLM is the retail, footwear, and apparel industry’s most widely-used PLM platform, with close to 200,000 daily users – 42,000 of which are in the global supply chain (such as vendors and service providers), demonstrating PTC’s rich heritage in supply chain practices and manufacturing.

From cutting-edge technologies such as Augmented Reality, Artificial Intelligence, and Brand-to-Factory Connectivity, to the first native, embedded integration between PLM and leading 3D solution Browzwear, FlexPLM has delivered large-scale business transformation results that have made PTC the technology partner of choice for the planet’s biggest brands and retailers.

Visitors to NRF 2020 will learn how, by controlling costs, managing diverse product categories, and helping to control complex supply chains, FlexPLM has saved retailers and brands billions of dollars.

These dramatic results are a product of the latest developments in both FlexPLM and PTC's broader suite of business transformation solutions tailor-made for the needs of retail customers – all of which will be showcased at the event.

“We are thrilled to show the full scope of our ever-evolving retail business transformation solutions at NRF,” says Quach Hai, PTC's VP of Retail Product Management. “From interactive demonstrations to best practices and unique insights, visitors to our booth will learn how to use digital technologies like PLM to accelerate their design and development processes, become more agile and connect their supply chain operations, and make better, data-driven sourcing decisions. And as always, PTC's team of retail experts will be on-hand to demonstrate why our solutions are being used by the most demanding brands and retailers on a massive, unmatched scale every day.”

As part of this large-scale vision, PTC will also be demonstrating the ThingWorx Retail Connector – an Internet of Things (IoT) powered solution that integrates global business systems across the extended enterprise – without the need for customization or development.

Rounding out the capabilities on show will be the open, digital sourcing platform Material Exchange, and a suite of new mobile applications that further extend the footprint of FlexPLM into digital production creation and supply chain connectivity: Look Book and Sample Tracking.

“New York is one the world's most competitive retail destinations, and each year NRF provides a huge, global audience with a glimpse at the tools that will help them to tackle the significant challenges the market throws at them, and to thrive in the new, digital era,” says Bill Brewster, Senior Vice President and General Manager of PTC's Retail Business Unit. “PTC is proud to be part of that conversation, and we look forward to showing visitors to NRF 2020 what makes our solutions special: the ability to manage countless product categories and multinational, complex supply chains as standard, and the opportunity to turn some truly unique technologies into an advantage in terms of speed, efficiency, agility, and creativity – every area that counts in the retail market of tomorrow.”

Brands and retailers can schedule a meeting and interactive demo with PTC's digital transformation experts by clicking [here](#)

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## Financial News

### ***ESD Alliance Reports EDA Industry Revenue Increase For Q3 2019***

08 January 2020

The Electronic System Design (ESD) Alliance Market Statistics Service (MSS) today announced that the Electronic Design Automation (EDA) industry revenue increased 8.9 percent for Q3 2019 to \$2567.7 million, compared to \$2358.3 million in Q3 2018. The four-quarters moving average, which compares the most recent four quarters to the prior four quarters, increased by 6.8 percent.

“The EDA industry reported increased revenue in Q3 compared to Q3 2018, including double digit growth in the CAE, PCB/MCM, and IC Physical Design & Verification categories.” said Walden C. Rhines, CEO Emeritus of Mentor, a Siemens Business. “Regionally, the Americas also reported double digit growth in Q3.”

Companies that were tracked employed 44,950 professionals in Q3 2019, an increase of 6.6 percent compared to the 42,162 employed in Q3 2018, and up 1.4 percent compared to Q2 2019.



# CIMdata PLM Late-Breaking News

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The complete quarterly MSS report, containing detailed revenue information broken out by both categories and geographic regions, is available to members and associates of the ESD Alliance.

## Revenue by Product Category

Computer Aided Engineering (CAE) generated revenue of \$838.3 million in Q3 2019, which represents a 10.8 percent increase compared to Q3 2018. The four-quarters moving average for CAE increased 7.0 percent.

IC Physical Design & Verification revenue was \$557.6 million in Q3 2019, a 17.2 percent increase compared to Q3 2018. The four-quarters moving average increased 6.9 percent.

Printed Circuit Board and Multi-Chip Module (PCB & MCM) revenue of \$240.5 million for Q3 2019 represents an increase of 19.8 percent compared to Q3 2018. The four-quarters moving average for PCB & MCM increased 10.3 percent.

Semiconductor Intellectual Property (SIP) revenue totaled \$835.9 million in Q3 2019, a 3.7 percent increase compared to Q3 2018. The four-quarters moving average increased 7.9 percent.

Services revenue was \$95.4 million in Q3 2019, a decrease of 19.9 percent compared to Q3 2018. The four quarters moving average decreased 9.9 percent.

## Revenue by Region

The Americas, EDA's largest region, purchased \$1169.9 million of EDA products and services in Q3 2019, an increase of 10.4 percent compared to Q3 2018. The four-quarters moving average for the Americas increased 1.0 percent.

Revenue in Europe, the Middle East, and Africa (EMEA) increased 0.1 percent in Q3 2019 compared to Q3 2018 on revenues of \$351.1 million. The EMEA four-quarters moving average decreased 2.3 percent. Third quarter 2019 revenue from Japan decreased 9.4 percent to \$219.3 million compared to Q3 2018. The four quarters moving average for Japan decreased 5.7 percent.

The Asia/Pacific (APAC) region revenue increased to \$827.5 million in Q3 2019, an increase of 5.7 percent compared to the third quarter of 2018. The four-quarters moving average increased 13.5 percent. The complete MSS report, available to the ESD Alliance members, contains additional detail for countries in the Asia/Pacific region.

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## ***Infosys Results for the Third Quarter ended December 31, 2019***

10 January 2020

“Q3 results further underscore that we remain steadfast in our journey of sustained client relevance and deepening engagement with them, as they partner with us in navigating their next in the digital transformation era”, said Salil Parekh, CEO and MD. “For us, this has translated into double digit growth year-to-date, leading to an increase in revenue guidance, accompanied by expanding operating margins.”

• Q3 20 revenues grew year-on-year by 8.6% in USD; 9.5% in constant currency • Q3 20 revenues grew sequentially by 1.0% in USD and in constant currency

- Q3 20 Digital revenues at \$1,318 million (40.6% of total revenues), year-on-year growth of 40.8% and sequential growth of 6.8% in constant currency
  - Q3 20 operating margin at 21.9%, 0.2% improvement over Q2 20
  - Year-to-date revenues grew by 11.1% in constant currency
  - Year-to-date operating margin at 21.4%, within the margin guidance for the year
  - Increased FY 20 revenue guidance; revised guidance is 10.0%-10.5% in constant currency
  - Maintained FY 20 operating margin guidance range of 21%-23%
1. Financial Highlights –  
“Overall performance during the quarter was satisfactory on multiple counts – broad-based growth, steady increase in client metrics and healthy large deal wins”, said Pravin Rao, COO. “Large deal wins continue to be robust with growth of 56% so far this year. We had a further reduction in attrition, demonstrating the results of our continued efforts towards strengthening employee engagement and value proposition.”

For the quarter ended December 31, 2019 Revenues were \$3,243 million, growth of 8.6% YoY and 1% QoQ

Operating profit was \$711 million, increase of 5.4% YoY and 2.2% QoQ. Operating margin was 21.9%. Basic EPS was \$0.15, growth of 27.7% YoY and 10.2% QoQ

For nine months ended December 31, 2019

Revenues were \$9,583 million, growth of 9.7% YoY

Operating profit was \$2,049 million, growth of 0.6% YoY. Operating margin was 21.4%.

Basic EPS was \$0.41, growth of 9.7% YoY

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## Implementation Investments

### ***AEye and ANSYS Accelerate Autonomous Driving Safety***

06 January 2020

The next generation of autonomous vehicles will mimic how human eyes focus on and evaluate road conditions by leveraging AEye and ANSYS technologies. AEye is incorporating ANSYS' industry-leading simulation solutions into the design of its Intelligent Detection and Ranging (iDAR™) platform — enabling customers to reduce physical prototyping and improve the safety and reliability of autonomous systems.

Safeguarding autonomous driving requires next-generation sensors to quickly and correctly interpret certain hazardous road scenarios that cannot be reliably detected by conventional perception platforms. To validate the sensors' effectiveness, exhaustive road testing must be successfully completed — demanding significant development time and expenses. With ANSYS, AEye empowers automotive manufacturers to potentially simulate driving situations across millions of miles in just days, minimizing physical prototyping.

AEye is implementing ANSYS® SPEOS® and ANSYS® VRXPERIENCE®, a state-of-the-art driving

simulation tool with physics-based sensor models, into the design of AEye's iDAR — empowering customers to quickly test and certify iDAR designs within a realistic virtual driving environment. AEye's automotive-grade iDAR combines deterministic and AI-driven perception to deliver detection and classification at high speed and far range not possible for conventional LiDAR or camera sensors. Through the integration, automotive customers deploying autonomous vehicle and advanced driver assistance systems (ADAS) will be able to virtually prototype AEye's software-definable, agile LiDAR to simulate exactly how they want to sense their environment.

"Addressing use cases systematically will eventually allow AEye and its OEM and Tier 1 customers to drive more intelligence from the edge and achieve higher autonomous capabilities, a concept we refer to as autonomy on-demand," said Luis Dussan, co-founder and CEO at AEye. "By collaborating with ANSYS, we are helping to accelerate customer and partner innovation – bringing safer, more reliable autonomous features to the market."

"iDAR will substantially advance autonomous vehicles and advanced driver assistance systems' reliability, enabling improved autonomous perception and, in turn, safer roads," said Eric Bantegnie, vice president and general manager, Systems Business Unit at ANSYS. "ANSYS helps automotive manufacturers test scenarios that are nearly impossible to physically test, fully validating iDAR's performance. As OEMs and Tier 1 manufacturers adopt iDAR, our simulation solutions will reduce development time and optimize implementation."

AEye and ANSYS will showcase their ability to detect driving scenarios using SPEOS and VRXPERIENCE at CES on Jan. 7-10 in Las Vegas at ANSYS Booth 3310 and AEye Booth 7538 in the Las Vegas Convention Center, North Hall.

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### ***Centric PLM Powers Digital Initiatives for Multi-Brand MAXRIENY***

09 January 2020

MAXRIENY is a CC Universe brand, and was co-founded by Kevin Wong and his wife, Sara Wong. The brand had specific target segments in mind right from the start — fans of European medieval castle themes and fantasy elements. In just five years, sales surpassed 0.7 billion RMB in China's already saturated ladies apparel market.

Kevin Wong, Founder and CEO of CC Universe reflects on the product development challenges presented to their multi-business brand:

“Our multi-brand and multi-business model corporate development strategy would have created an enormous workload if we continued to operate with disparate systems and offline data. The company's priority is establishing a sharing platform that allows us to store all product creative and data.”

Today, with Centric's Fashion PLM in place, there is a streamlined way for CC Universe to obtain consistent data. Team members can track product development by brand and business model, which greatly improves the management capacity of their Product Center.

Adrian Lian, who heads CC Universe's IT Department, comments on Centric's synergy with innovation, “Centric Fashion PLM has always been at the forefront of applications and innovations in the fashion and retail industry. The PLM system provides a fundamental platform for integrating upstream and downstream supply chain systems.”

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## ***Chinese Intron Technology selects CONTACT Elements as key development platform***

07 January 2020

With CONTACT's technology platform, the supplier of electronic components for the automotive industry accelerates the development of series-ready solutions in a rapidly growing market environment. In recent years, the Chinese automotive industry has become the largest in the world. Increasing competition, rising regulatory requirements and growing consumer demands for intelligent functions in vehicles pose major challenges for supplier companies.

Intron Technology Holdings Limited, headquartered in Hong Kong, is a leader in the development of safety-related electronic components and systems for central body, powertrain and engine control. In order to successfully meet the complex requirements in this highly dynamic market in the future, the company uses CIM Database PLM based on CONTACT Elements as a strategic development platform for the entire product development process.

The web-based solution for Multicad data management reduces administrative effort and significantly shortens development times at Intron. With the ability to link data from different systems, Intron users are able to access design data together and implement product configurations more efficiently.

Intelligent workflows and standardized processes ensure smooth project management between the development departments and improve cooperation with the suppliers of the fast-growing company.

"With CONTACT Elements we have set the foundation to fulfil all requirements of our customers quickly and successfully now and in the future", says Lu Ying Ming, CEO at INTRON Technology.

Intron Technology will be supported by CONTACT's Shanghai-based partner EUCI Software, who brings its extensive automotive & mobility know-how to the project.

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## ***Farasis Energy Breaks Through the Electric Vehicle Market Thanks to ESI Virtual Prototyping***

07 January 2020

ESI Group, leading innovator in Virtual Prototyping software and services for manufacturing industries, helped Farasis Energy, a Chinese-American battery provider, win in recordbreaking time, a call for tenders made by a premium German automotive OEM. Thanks to ESI's expertise, the reliability of the virtual prototype of the new Farasis battery model was decisive in a "zero real prototype" procedure, stipulating the elimination of any physical prototype.

The move of the automotive industry toward electrification is seemingly unstoppable. Manufacturers are announcing aggressive plans for Electric Vehicle (EV) production, and the International Energy Agency says the number of EVs will grow from 3 to 125 million by 2030. So, it's no wonder that new players are entering the market, breaking the traditional rules of product design – new players like lithium-ion battery maker Farasis Energy. Looking to collect wins in this fast-growing market, the team at Farasis relied on ESI's expertise to prove to a major German car maker that they were the best supplier – based solely on a virtual prototype. This collaboration around ESI's Virtual Performance Solution (VPS) allowed to virtualize and secure the behavior of the battery in vibration or vehicle crash situations.

Dr. Matt Klein, Advanced R&D Director at Farasis Energy, emphasized the key role ESI played in this project: “Half-way through the bidding process, the manufacturer actually decided to remove the physical prototype step – they would make their decision based on the virtual prototype. In just 8 months, we went from limited Virtual Prototyping capability to winning those bids. The head of the whole program conducting the bidding process went out of his way to tell us that the mechanical simulation was an instrumental part in helping us get the design approved. We could not have done that without ESI. Our partnership with ESI is truly strategic in bringing our simulation capabilities to a global leading standard.”

Two fundamental elements differentiated ESI’s VPS in this project:

The reliability of the results, eliminating the need for a real prototype verification, as a result of the consideration of complex physical phenomenon inside the battery.

The integration level of different virtual vibration and crash tests in one solution, allowing iteration loops and quick decisions.

Farasis relied on ESI’s proven knowledge of the automotive industry and ability to provide real results, virtually, thanks to virtual prototyping. The capability to build a global model, covering several engineering disciplines, led to a highly efficient workflow and ultimately a cost-effective solution for Farasis.

Since their win, Farasis has opened a new factory on-site in Germany, dedicated to the research & development of their batteries for the German car maker. ESI is now putting in place a platform for Farasis’ international team of simulation engineers, one that is fully automated and customized to their way of working. Thanks to this Platform, the Farasis team will work together – regardless of what continent they are on – with great efficiency and transparency, on common Virtual Prototyping models. And what began as a bi-lateral partnership has quickly evolved into an ecosystem comprised of three major players – Farasis, ESI Group, and the automotive manufacturer – all hungry to tap into the EV market.

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### ***Kawasaki Heavy Industries chooses SAP***

07 January 2020

SAP SE announced that Aerospace Systems Company, a division of Kawasaki Heavy Industries (KHI) and leading Japanese manufacturer of aircraft, chose the SAP S/4HANA Manufacturing solution for production engineering and operations to integrate its design and manufacturing processes.

“Industry leaders like KHI are choosing SAP to help better understand their manufacturing frontlines in real time to improve production outcomes,” said Mike Lackey, SAP global VP of Solution Management, Manufacturing. “The solution can easily adapt and meet their business needs as the company evolves and grows in Japan and globally.”

KHI currently relies on paper documents, and many tasks in its manufacturing processes are performed manually. With SAP S/4HANA Manufacturing, KHI aims to digitalize massive quantities of materials to enhance efficiency in its operations and provide greater detail in traceability and disclosure to its

customers.

“As an organization that focuses on wide-ranging operations in the aviation sector and space technology, we needed a solution that would help simplify functionality, enhance planning capabilities and optimize adaptability,” said Dr. Akihito Sakai, associate officer, deputy general manager (Gifu plant, SCM & IOT), Manufacturing Division, Aerospace Systems Company, Kawasaki Heavy Industries. “We recently completed the design work to deliver SAP S/4HANA Manufacturing for centralizing data management at every stage of the manufacturing process, which ultimately aims to drive greater efficiency and business outcomes.”

SAP S/4HANA Manufacturing for production engineering and operations can help KHI streamline processes by centrally managing design and manufacturing bills of material (BOMs) for aircraft as well as reflect changes at the design stage. Technical requests can be transmitted accurately and completely to manufacturing sites even if sudden design changes arise; this prevents production delays and the need for design rework. The solution is also designed to deliver highly detailed traceability and enhanced work efficiency through the digitalization of work processes.

With SAP S/4HANA Manufacturing powering its digital transformation, KHI plans to use the data and insights gathered from business processes to further improve production activities.

SAP S/4HANA Manufacturing for production engineering and operations delivers seamless integration of engineering and manufacturing BOMs required for large and complex assembly as well as manufacturing in the aerospace industry.

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### ***Lingtong Selects Infor as Environmental Sustainability Partner to Create a Green Exhibition Service Ecosystem***

07 January 2020

Infor announced that Lingtong Exhibition System Co. Ltd. (“Lingtong”) has chosen Infor to be its eco-friendly partner. Together, they will help raise the bar for environmental sustainability in China’s huge exhibition industry. This will be achieved by deploying the Infor LNsolution to improve Lingtong’s management and operational capabilities, and, ultimately, achieving the goal of building a green exhibition service ecosystem.

In recent years, the exhibition industry has undergone rapid development, a phenomenon that is in line with urbanization trends. As the industry expands, concerns have grown about high-energy consumption and pollution levels caused by exhibitions. As the earliest professional company in China to develop and produce exhibition display equipment, Lingtong’s vision is to take “green exhibition service global” and is committed to “building a green exhibition service ecosystem” worldwide through technology, as well as invest in research and development. Lingtong provides large-scale exhibition equipment for various industries, comprising quick-to-build, recyclable, safe, and environmentally-friendly materials. The company is committed to providing customized, environmentally sound construction solutions for different exhibition needs in the future.

The continuous expansion of the exhibition industry has led to environmental issues becoming even more commonplace. With Lingtong’s rapid growth, current management tools can no longer support the needs of Lingtong’s group operations and business development. Through this partnership, Lingtong and Infor have pledged to promote better environmental protection and a low-carbon economy, which will help companies embrace green manufacturing. In this regard, Lingtong and Infor share a common vision to transform and promote Chinese green manufacturing for sustainable market growth.

After a thorough evaluation process, Lingtong chose to deploy the Infor LN solution for operational and business visibility. This will involve many areas, including procurement, sales, production, finance, and project implementation, and will provide the necessary flexibility that business units require to meet group management and operational needs. The project is expected to be rolled out in mid-2020.

Yuguang Liu, chairman of Lingtong, said, "We chose Infor after a careful evaluation process and were impressed by their deep industry expertise and how the Infor LN solution is both cost-effective and quick to deploy according to the unique needs of the exhibition industry. Whether for operations or quality management, service management or order management, the Infor LN solution boasts industry-specific functionality and flexible deployment advantages that can support the rapid development of our group's business. At the same time, the Infor LN solution provides complete supply chain visibility, which will help us be a better corporate citizen and save energy during each step of the production process, thus promoting the sustainable growth of our enterprise."

Becky Xie, Infor vice president of sales, Greater China and Korea, said, "Green exhibitions are in line with the industry's development trend, and Lingtong has been at the forefront of this. Striving for sustainable growth and development of the industry go hand in hand with corporate social responsibility. We are happy to be working with Lingtong to promote environmental sustainability through the creation of a green exhibition industry chain, which will help protect our fragile ecosystem."

"Infor LN solution can improve Lingtong's operational transparency and optimize business processes for the company. Its industry-specific manufacturing functions provide greater flexibility and will ultimately help Lingtong achieve its development goal of building a green exhibition service ecosystem," she continued.

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## Product News

### ***Hexagon introduces Smart Autonomous Mobility solutions portfolio at CES 2020***

07 January 2020

Hexagon AB introduced its Smart Autonomous Mobility solutions portfolio at CES 2020, bringing together all the necessary sensors, software and services to make autonomous driving possible.

Hexagon is on a mission to enable all customers to accelerate and deploy a bold autonomous mobility vision - from research and development to advanced machine learning and simulation, to full integration and production into industry ecosystems.

"Through our Smart Autonomous Mobility solutions portfolio, Hexagon is empowering an autonomous future that can transform ecosystems, protecting millions of lives and dramatically lowering carbon emissions," said Ola Rollén, Hexagon President and CEO. "We are committed to providing complete technology solutions that enable our customers to build, test and put fully autonomous fleets to work safely."

The Smart Autonomous Mobility portfolio includes three solution sets: Enable, Accelerate and Deploy. Enable: Hexagon enables customers to fast-track R&D with hardware, software, and services to quickly

enable autonomous driving systems across a variety of vehicle platforms and applications. From providing a turn-key automated driving research vehicle platform for field testing, integrating a customizable and assured positioning engine with reliable correction services, and offering baseline simulation tools and high-accuracy ground truth, Hexagon has already enabled thousands of customers worldwide with these technologies.

**Accelerate:** Hexagon enables customers to create Smart Digital Realities™ - seamless workflows between real-world and simulated environments. To drive even 20% better than a human driver requires 11 billion miles of validation, which is equivalent to 500 years of non-stop driving in the real world with a fleet of 100 cars. With machine learning, simulation and testing for entire system performance and engineering and integration services, and HD digital reality capture, visualisation and on-demand feature extraction, Hexagon allows customers to optimise, verify and validate the necessary billions of miles of driving required to safely deploy autonomous vehicles to the road.

**Deploy:** Hexagon allows customers to quickly scale from prototype and R&D phases to production for any autonomous application. The automotive-grade hardware solutions, autonomy software technologies, and functionally safe positioning solutions and services available in Hexagon's Smart Autonomous Mobility portfolio are ready to deploy at scale for:

- Mass production of passenger vehicles
- Neighborhood electrical vehicles (NEV)
- Tractor trailers (class 8)
- Off-road vehicles for mining, agriculture and defense
- Robotics, aviation, marine and space travel

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### ***Hexagon introduces visualisation platform for the accurate digital representation of the real world***

08 January 2020

Hexagon AB announced the introduction of HxDR, a new cloud-based, digital reality visualisation platform. HxDR creates accurate digital representations of the real world through the seamless combination of reality capture data from airborne, ground and mobile sensors. Users can then leverage the complete, accurate and precise replicas to visualise and share their 3D design projects and models within a real-world context.

For the first time, airborne imagery and laser scans, indoor and outdoor terrestrial scan data and mobile mapping data can be seamlessly combined using HxDR. Users simply drag and drop their reality capture files into HxDR and the automated meshing function does the rest. Or, they can license real-world replicas from Hexagon's exclusive and growing 3.6 petabyte collection of towns, cities and landscapes.

HxDR is specifically designed to help a myriad of professionals make more informed decisions. For instance, architects can share 3D building designs with project stakeholders within accurate digital replicas of real-world locations. Media and entertainment professionals can remotely scout production



locations as well as leverage HxDR to streamline production workflows. City officials can leverage HxDR in their smart city platforms for urban planning and development.

"HxDR enables customers to create their own Smart Digital Realities™, addressing the growing need for simple-to-create yet highly sophisticated and accurate visualisations of reality capture data that boost project efficiencies and cost savings," said Hexagon President and CEO Ola Rollén. "We're uniquely positioned to deliver this innovative platform due to the vast library of data captured from our world-leading sensor and visualisation services portfolio - a portfolio we continually enhance through R&D and strategic acquisitions such as Technodigit, Luciad, MyVR, and the newly-acquired Melown Technologies. Moving forward, we anticipate HxDR will play a critical role in the formation of smart city and smart nation platforms that will increasingly reflect the needs of citizens today and in the future."

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### ***LC3 for Bluetooth LE Audio Now Available for Cadence Tensilica HiFi DSPs***

07 January 2020

Cadence Design Systems, Inc. today announced that an implementation of the Low Complexity Communications Codec (LC3) that is expected to be compliant with LE Audio, the next generation of Bluetooth audio, is available now for Cadence® Tensilica® HiFi DSPs and has been delivered to a lead customer. LC3 provides higher audio quality at lower bandwidth and affords developers greater flexibility in making tradeoffs between audio quality, power consumption and other features for a more optimal user experience. Cadence licensed reference code from Fraunhofer IIS to enable availability of LC3 in conjunction with the initial LE Audio launch, allowing customers to immediately benefit from the latest enhancements including longer battery life, improved connectivity and multi-user sharing.

"Consumer demand for a wide range of Bluetooth audio-based products from headphones and TWS ear buds to portable speakers continues to explode. We are excited that our contributions to LC3 help deliver higher quality and more robust experiences," said Marc Gayer, head of business department in the audio and multimedia division of Fraunhofer IIS. "We worked early on in the development of the codec to ensure that LC3 would run extremely efficiently on the Cadence Tensilica HiFi Audio DSP architecture, which translates to extended battery life for consumers."

"The fact that the LC3 codec can provide very high-quality audio even at low bitrates makes it a key feature of the upcoming LE Audio standard," said Mark Powell, executive director of the Bluetooth Special Interest Group (SIG). "We are pleased to see member companies working on implementations of the LC3 codec optimized for various processor architectures."

"Fraunhofer continues to prove that it is an innovative leader in the world of audio/voice codecs with its critical contributions to the new LC3 standard," said Gerard Andrews, director of audio/voice IP marketing at Cadence. "By working closely with Fraunhofer throughout the development of this audio codec, we are able to offer a highly optimized, ultra-low power implementation on the HiFi architecture in concert with the announcement of LE Audio. This is an example of how we're continuing to enhance our best-in-class HiFi technology to deliver performance excellence for our customers' audio and voice implementations."

Tensilica HiFi DSPs are the most widely licensed audio/voice/AI speech processors. Part of the broad

Cadence IP portfolio, they enable SoC design excellence in support of Cadence's Intelligent System Design™ strategy. For more information on the Tensilica HiFi DSP family, visit <http://ip.cadence.com/ipportfolio/tensilica-ip/audio>.

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## ***Latest Simcenter 3D enhancements deliver better insight into product performance***

08 January 2020

Siemens Digital Industries Software announces the availability of the latest version of Simcenter 3D software, part of the Simcenter portfolio of simulation and test solutions that helps companies engineer innovation. Simcenter 3D helps product engineering teams be more productive and produce consistent simulation results with a unified, easy-to-use shared platform covering most simulation disciplines. The latest version of Simcenter 3D continues to deliver the most comprehensive, fully-integrated CAE solution on the market today, to help optimize design and deliver innovations faster and with greater confidence.

The latest release of Simcenter 3D includes many improvements in four key areas:

**Multidiscipline Integration:** Simcenter 3D offers new simulation methods that increase realism and deliver better insight into product performance. Industrially-validated rotor dynamics simulation capabilities have been extended, to include nonlinear connection elements for example, allowing engineers to minimize rotational unbalance and unnecessary external forces in applications such as aircraft engines, gas turbines, automotive engines, industrial equipment, and even electronics – like in the case of computer disk drives that spin at high rates.

**Faster CAE Processes:** New Noise Vibration and Harshness (NVH) composer tool helps engineers quickly create system-level finite-element (FE) models, starting from subassembly models such as an automotive body-in-white, door, suspension, and more. Automating the full-vehicle FE model increases process speed and helps reduce human error.

**Ties to the Digital Thread:** The seamless integration with data management from Simcenter is now extended to enhanced ties to the physical testing group. Deeper test/analysis correlation capabilities from Simcenter 3D, such as new pre-test planning for determining sensor locations, can help determine best methods to use for physical testing and increase confidence that simulations are accurately predicting real-world results.

**Open and Scalable:** Simcenter 3D is an open environment where engineers and designers can gain the benefits of faster CAE processes by using Simcenter 3D in connection with other CAE solvers. Added support for cyclic symmetry can help engineers simplify the modeling and simulation process for components when using the Abaqus solver.

Simcenter 3D and the Simcenter portfolio are part of the Xcelerator portfolio, Siemens' integrated portfolio of software, services and application development platform. Please visit the Simcenter community to learn more about what's new in the latest version of Simcenter 3D.

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## ***Tech Soft 3D announces a New HOOPS Web Platform Evaluation Experience that Demonstrates the Ease of Use of Web App Development***

08 January 2020

Tech Soft 3D announces a new HOOPS Web Platform evaluation experience that allows engineers and developers to quickly and easily test and review the HOOPS software development toolkit (SDK) for 3D web application development. The HOOPS Web Platform contains technology for developing top-tier 3D software with high performance 3D graphics, accurate and fast CAD data translation, 3D data publishing and tight connections to popular modeling kernels, used by engineering software companies such as Siemens PLM, Aras, SolidWorks and many more.

“We’ve invested significantly in making sure that the HOOPS Web Platform is easy to use and gets developers quickly started creating innovative engineering web applications for manufacturing and architecture, engineering and construction (AEC) software,” said Ron Fritz, CEO of Tech Soft 3D. “There is no other SDK platform on the market that provides fast CAD data access and stunning 3D web graphics like the HOOPS Web Platform, and the new evaluation experience puts that power at the fingertips of developers everywhere.”

With the new evaluation experience, developers can interact with a new full-featured demo web viewer and explore all the engineering specific features that can supercharge a 3D web application. They can then download the HOOPS Web Platform SDK and immediately begin building 3D web applications for AEC, PLM, MaaS, Metrology, CAM, CAE, EDA and Additive Manufacturing – import more than 30 CAD file formats and produce powerful and stunning 3D web graphics. A new getting started guide, programming guide, tutorials and a developer forum help developers get up and running immediately.

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## ***Tukatech gives a 25th Anniversary Gift to the Fashion Industry***

09 January 2020

Tukatech kicks off their 25th anniversary celebration with a gift to their partners and customers: TUKA-APM (Automatic Pattern Making) added to their TUKAcad system at no charge.

TUKA-APM is the fashion industry’s first fully automated pattern making and grading software, connected to the TUKAcad pattern making and grading solution. With TUKA-APM, a person of any skill level can complete a graded pattern in seconds. Simply fill out the measurement chart to generate a 2D CAD pattern including grading. This pattern is then pushed to TUKAmark to create a costing marker.

“Since 1995 we have stayed focused on simplifying apparel product development processes. There is no better way to start 2020 than with a ‘thank you’ to our loyal customers who have supported us and are the reason we’ve been profitable over the last 25 years.” Listen to Ram Sareen explain why he decided to gift TUKA-APM to his current customers.

TUKA-APM is available by cloud subscription via TUKAweb. Existing TUKAcad users with a dongle key will be able to switch to a cloud license in order to add TUKA-APM to their TUKAcad software. New TUKAcad users can begin a TUKAcad subscription via TUKAweb with TUKA-APM added on.

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