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CIMdata News

CIMdata Publishes China PLM Market Report

08 July 2020

CIMdata, Inc., the leading global PLM strategic management consulting and research firm announces the release of the CIMdata 2020 China PLM Market Analysis Report.

This report provides detailed information and in-depth analysis on the People's Republic of China's ("China") rapidly-evolving PLM market for calendar year 2019. The report discusses the major PLM trends and issues, PLM purchase investments in software and services, PLM adoption in various industry sectors, and market growth forecasts that pertain to China; an important and quickly expanding economic region. The report provides insight into PLM market dynamics within the region and the revenue performance of the leading PLM solution providers operating within it, both China-based and international PLM solution providers headquartered elsewhere. It reports on revenues attributable to various PLM solution providers in the Chinese market. This report is a joint collaborative effort of CIMdata and China-based e-works Research (<http://www.eworksglobal.com/> in English and <http://www.e-works.net.cn> in Chinese).

The CIMdata China PLM Market Analysis Report contains two parts:

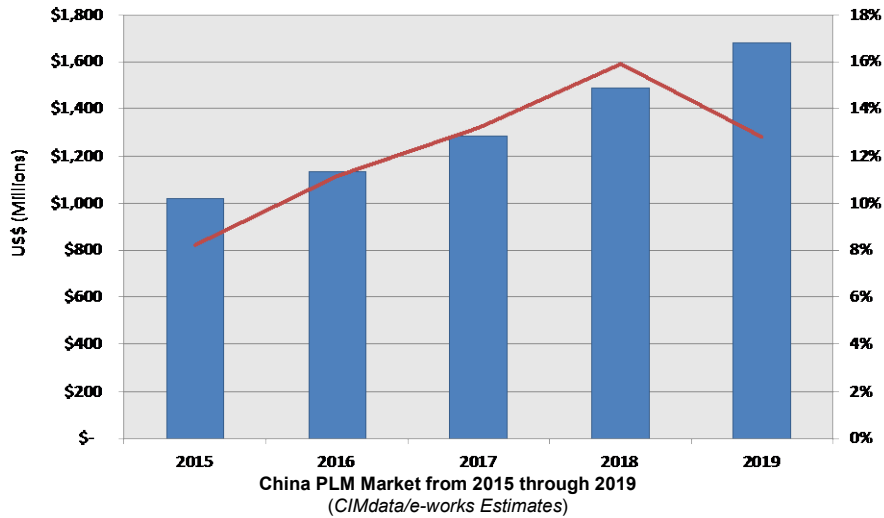
- "Part 1: Non-Restricted PLM Data for China" focuses on the Chinese economy and the overall PLM market, including some qualitative information about leading PLM solution and service providers in China.
- "Part 2: Restricted PLM Data for China" focuses on the results of the leading providers in the overall PLM market in China and in selected segments and industries.
- **Notice of restriction on republication:** The data and rankings from Part 2 of this report may not be used in any manner that may result in someone outside the organization that purchases the report from viewing and/or possessing that data.

All information contained in the China PLM Market Analysis Report are CIMdata's estimates.

Stan Przybylinski, CIMdata Vice President said, "In CIMdata's measurement the global PLM market grew 7.7% in 2019, just below our forecast. China saw 12.5% growth, another very strong year." Chinese industries that are heavily investing in PLM include aerospace, automotive, high-tech electronics, and mechanical machinery. The following chart illustrates the growth and size of the China PLM market from 2015 through 2019.

Global PLM solution providers continue to invest in China and are expanding their partner networks and growing their customer bases. The leading international PLM solution providers including Dassault Systèmes, PTC, and Siemens Digital Industries Software continue to grow in China, but local firms are growing and evolving as well. "Over the last several years, Chinese solution providers have gained reasonable market share," stated Peter Bilello, CIMdata's President & CEO. "It continues to be exciting to watch the Chinese PLM market expand and adjust to the needs of China-based companies. It is clear that Chinese companies see the need to develop smart, connected products and are very interested in systems engineering. The China-based PLM solution providers are closer to their local market and are expanding their offerings into new segments, a good sign for the future growth of the Chinese PLM market," he added.

CIMdata PLM Late-Breaking News



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

CIMdata designed this report to be a valuable source of information to support the business and market planning processes of PLM solution providers that are targeting China, as well as industrial companies within China who would like to understand the PLM competitive landscape. Further details about the report including pricing information is available on CIMdata's website for [publications](#).¹



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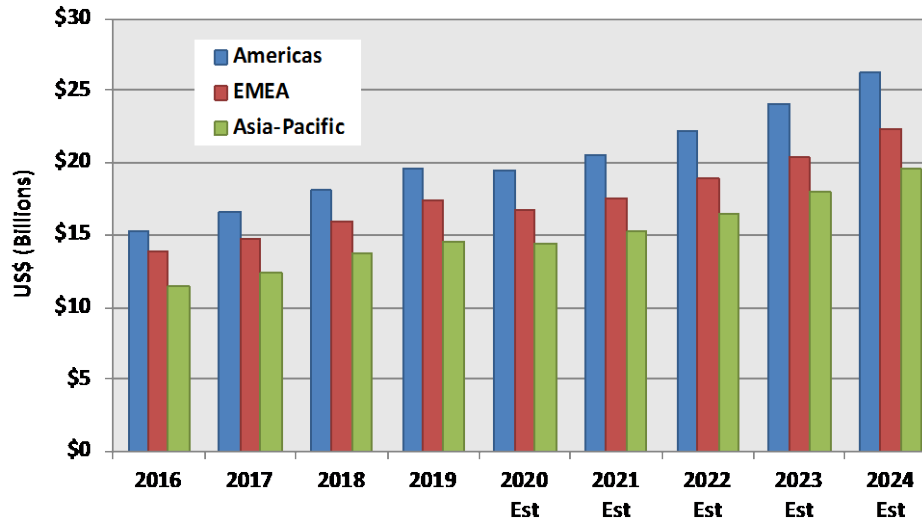
CIMdata Publishes PLM Geography Analysis Report

09 July 2020

CIMdata, Inc., the leading global PLM strategic management consulting and research firm announces the release of the CIMdata PLM Geography Analysis Report, the fourth of five modules of the CIMdata 2020 PLM Market Analysis Report Series. The MAR Series provides detailed information and in-depth analysis on the worldwide PLM market during 2019. It contains analyses of major trends and issues; revenues of leading PLM providers; and revenue analyses for geographical regions, industry sectors, and historical and projected data on market growth.

¹ http://www.cimdata.com/publications/reports_purchase.html

CIMdata PLM Late-Breaking News



The PLM market grew to \$51.5 billion overall in 2019 (7.7% growth over 2018). For 2019, EMEA had 33.7% of the PLM market, with the Americas at 38.1%, and Asia-Pacific with 28.2%. The Americas region is forecast to grow at a CAGR of 6% to reach \$26.3 billion in 2024. EMEA and AP will have CAGRs of 5.2% and 6.2% respectively. EMEA will grow to \$22.4 billion and AP will reach \$19.6 billion in 2024.

“The global PLM market grew strongly in 2019, just below our forecasts,” states Stan Przybylinski, CIMdata Vice President and research lead. “The leading PLM solution providers continue to consolidate their portfolios after years of acquisitions. They increased revenues in 2019, in part, by expanding their footprints at their existing clients. Industrial companies are using PLM to enable highly collaborative, distributed, flexible design and manufacturing environments to help better manage the entire product or plant lifecycle. This ability is critical to all industries and only becomes more complex as smart, connected products must act as parts of larger systems. Another big driver of PLM growth is the push toward digital transformation and Industry 4.0, which must be powered by strong PLM strategies and enabling solutions in manufacturing companies. Autodesk’s continued strong growth played a big role, particularly in segments where they are strong like mechanical computer-aided design and architecture, engineering, and construction.”

The CIMdata PLM Market Analysis Report Series is packaged as five modules:

1. The *CIMdata 2020 Executive PLM Market Report* provides an overview of CIMdata’s complete global analysis. It includes key charts on PLM market investment statistics through 2019, forecasts of investments for 2020 through 2024, and a summary of PLM solution providers’ performance in 2019.
2. The *CIMdata 2020 PLM Industry Review and Trends Report* is mainly qualitative in nature and focuses on key issues facing the global PLM ecosystem of solution providers and end user organizations. It highlights changes that occurred in 2019, what effects those changes may have in the short and medium term, and what is on the horizon in the years to come.
3. The *CIMdata 2020 PLM Market and Solution Provider Analysis Report* details 2019 measures for the overall PLM market and its key segments, including Tools, cPDM, and Digital Manufacturing. The Tools section has additional details on sub-segments, including MCAD, NC, S&A, EDA, and AEC. It also includes CIMdata’s forecast estimates of PLM solution provider revenues in these segments and sub-segments for 2020 through 2024.

4. The *CIMdata 2020 PLM Market Geographic Analysis Report* provides an additional view of the 2019 market results, by major geography. CIMdata's 2019 estimates and 2020 to 2024 market forecasts for PLM and the major PLM market segments are provided for the Americas, EMEA, and Asia-Pacific. In addition, the report includes estimates and forecasts for the cPDm segment within specific European and Asia-Pacific countries and regions.
5. The *CIMdata 2020 PLM Market Industry Analysis Report* provides an industry segmentation view of the 2019 market results. CIMdata's 2019 estimates and 2020 to 2024 market forecasts for PLM and cPDm are provided for eight different industry sectors: aerospace and defense; automotive and other transportation; electronics/telecommunications; fabrication and assembly; process-packaged goods; process—petrochemical; utilities; and construction, infrastructure and shipbuilding.

The CIMdata PLM Market Analysis Report Series is available as a five-module set or each module can be purchased separately. It is also available as part of the CIMdata Community Membership. Further details and pricing information about the report and Community Memberships are available at www.cimdata.com.

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CIMdata to Host a Free Webinar on the Role of Data Governance in a Digital Transformation

09 July 2020

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, "Data Governance in the Era of Digital Transformation." The webinar will take place on Thursday, 13 August 2020, at 11:00 a.m. (EDT) and will last for one hour.

Often, digital transformation initiatives are succeeding or failing based on the robustness of corporate data. As a result, most company executives recognize the importance of Data Governance. Many of these digital initiatives are attempting to force a "data culture," trying very hard to remove the silos of data, tribal knowledge, and data quality issues. Unfortunately, many organizations focus on low hanging fruit instead of organizing a sustainable data governance structure and overall strategy.

In this era of digital, it is astounding that organizations have yet to manage their data in a way that treats it as a business asset, which is the backbone of digital transformation. Data governance continues to fall short of true ROI as organizations continue to believe it is a project, not a process that must be thought through to ensure it is sustainable. Investing in people, processes, and organizational elements have to be championed by executives to place data governance in a strong position for long-term success. This webinar offers useful guidance on this critical topic.

Attendees at this webinar will:

- Learn how data governance enables digital transformation.
- Better understand how to start a Data Governance journey.
- Learn how to gain executive "buy-in" for Data Governance.
- Find out how to manage the transformation from non-governed data assets to governed data assets.
- Be able to determine the value that will come from Data Governance.
- Learn how to leverage data governance to support an organization's digital transformation journey.

According to Janie Gurley, CIMdata's Practice Manager for Data Governance, and the host for this

webinar, “As digital transformation spreads throughout the business, the need for effective Data Governance is gaining importance, benefiting every task and process where reliable data is indispensable. Today, digital transformation is one of the main drivers of the need for Data Governance. Still, many other changes are sweeping through today’s successful enterprises, including fundamental shifts in the ways that products are planned, developed, marketed, and serviced.”

Ms. Gurley has over 27 years of professional experience in understanding and supporting strategic business execution with broad-based expertise in product development solutions within manufacturing. Besides her responsibilities as the Data Governance Practice Manager at CIMdata, Ms. Gurley is also responsible for the management and execution of CIMdata’s services delivered to PLM solution providers, including the coordination and execution of CIMdata’s Community and associated solution provider strategic management consulting activities.

This webinar will be of interest to product planners and managers, PLM team leaders, PLM team members, PLM users, manufacturing engineers, field service personnel, product managers, IT leadership, solution providers, and those wanting to learn more about Data Governance.

To find out more, visit: <https://www.cimdata.com/en/education/educational-webinars/webinar-data-governance-in-the-era-of-digital-transformation>. To register for this webinar, please visit: <https://register.gotowebinar.com/register/5201730539307173890>.

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Dr. Ken Versprille, Featured in vlog on NURBs

07 July 2020

CIMdata Executive Consultant, Dr. Ken Versprille, the inventor of NURBs (Non-uniform rational basis spline), was recently featured in a vlog on the topic of “Geeking out on NURBs.” The vlog looks at the story behind NURBs, provides an understanding of what a NURB is, and considers the future of CAD development. To view the vlog [click here](#).

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Upchain: Making Robust PLM Easy – A CIMdata Commentary

08 July 2020

Key takeaways:

- *PLM is a complex problem that often has been addressed with complex solutions that can be hard to use and difficult to implement.*
- *Over the years, a number of solution providers have attempted to offer easier to use solutions by taking away needed functionality.*
- *Upchain started with a clean sheet of paper, using multi-tenant cloud and modern tools to define a new user-centric approach that supports an extended set of PLM use cases while avoiding common PLM pitfalls.*
- *Upchain’s cloud architecture, data model, UX, and implementation methodology (“Connect the Chain”) have all been designed with “keep it easy” in mind, without jeopardizing functionality.*
- *Upchain’s PLM solution has been designed to drive innovation by enabling an integrated environment that allows users to work in their native applications while easily collaborating with others throughout their value chain.*

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Today's global ecosystem is all about change. Companies of all shapes and sizes need to evolve, not just due to today's economic and noneconomic conditions, but also for tomorrow's. In today's business environment, like in life, change is inevitable. Without change, things just stop being. This means that most companies' products and services need to continue to evolve to include richer capabilities and connectivity, which in turn requires more enterprise disciplines to work together—well beyond engineering. Ultimately, workers need to have processes and enabling innovation platforms that can be easily changed and adjusted to fit today's, as well as tomorrow's evolving business requirements.

Albert Einstein, the famous theoretical physicist, said it best, "Everything should be made as **simple** as possible, but not simpler." This is true for PLM as well. When PLM is made as simple as possible, ROI is maximized and innovation flourishes. It is that simple. Don't over engineer, but do engineer. Above all, companies need to ensure that their PLM solution addresses their real enterprise PLM requirements in a manner that is easy to implement and intuitive to use for all enterprise users, forming an effective and innovative work environment. It is in this light that Mr. Peter Bilello, CIMdata's President & CEO, joined Mr. John Laslavic, Upchain's CEO & Founder, on the phone to discuss Upchain's approach and value to those who are seeking a new and easier way to do PLM. Please note that the interview that follows was edited for clarity.²

Peter Bilello (PB): John, thank you for joining me today to talk about this important topic and to expand CIMdata's audience's understanding of Upchain. So, what does "keep it easy" mean to Upchain?

John Laslavic (JL): So, keep it easy. What is it really? Well, it's all about your point of view, isn't it? Easy for who is the real question. For us, it is all about the PLM user. That has been our focus from the beginning, making it easier for the PLM user—making sure that the user experience (UX) for all users is as simple as it can be. We want our solution so easy to use, that the UX will be so natural to them, that it will be like a 3-year old picking up an iPad and just being able to use it without any training. So, that is what "keep it easy" means to Upchain.

An intuitive UX is critical, not making it easy for the company or the department to implement and control, but specifically focusing on making it easy for the user, and really understanding and implementing their use cases. I should emphasize that we aren't trying to make it easy for us to sell the product either. The focus is on the user's ability to get value out of using PLM.

Again, it's all about the UX and enabling use cases in a manner that results in an intuitive experience. As an example, downstream from engineering, users of PLM like to work with files. They know their file names because that's how their applications work, such as CAD and word processing. They want to work natively within their applications and have PLM behind the scenes doing the data and process management without getting in the way. They just want PLM to provide the right file when they need it. Good PLM should eliminate the noise of managing data—that should be transparent to the user.

Our guiding principle and vision for PLM is that it acts like an operating system—always on, always there, never worried about, and never in the way of getting the real work done. The users and the organization see the results of the applications that are built on top of it, but the PLM system itself should be invisible. The user should be able to search for parts, and find them from within their applications. PLM should understand what the user's product is, as well as all of the different constituents that specify the product, in a manner that makes sense to each user within their specific context, while enabling their specific user experience and use cases.

PB: Thank you for that. Can you talk a little more about how Upchain is enabling role-specific user experiences and use cases in a manner that gives them life?

JL: Well, we start with how we present data to specific application users. For example, for someone that's used to working in Microsoft Outlook, like a manager. For them, it is their notification and workflow engine. For them, Outlook is where they want to review and approve data. That is their context and that is what Upchain enables.

² Research for this commentary was partially supported by Upchain.

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Our integration with Outlook supports this manner of working, the user doesn't have to leave the comfort of their tool. It is within it that they get pop-ups, sign off directly within emails, and so on. All of which is managed behind the scenes by Upchain. And when they need to, they can easily access their Upchain platform on the web to review overall program status, review dashboards, and drill down into managed data as required. With this said, I would like to stress that our focus is on letting the typical PLM user work within the tools that they commonly use to create and review data.

PB: Who is a typical user? And do you expect and plan on them spending 90% of the time within the tools that they commonly use, and the rest of their time in PLM?

JL: To answer your question, we put users into a few UX buckets. For data creators, we want them to spend 100% of their time in the tools that they use to create data. For managers, they want to work within email for review and signoff, but we also want them to be able to view dashboards that exist in PLM. So, they are going to spend some time within PLM.

There's one other user type. These are the consumers of data; they don't create any data directly in the PLM environment. They typically search, find, and look at PLM managed data. For these viewers, Upchain provides easy and intuitive access. For instance, for suppliers we provide portals to access data. They're not in PLM, but rather have access to data published by PLM. Again, keeping it easy is key for all types of users.

PB: Over the years, many PLM solution providers have attempted to deliver pre-configured and "easy" to implement solutions, only to have them thrown aside because companies found them to be too restrictive. How has Upchain addressed that problem?

JL: I first should note that most providers that have tried to do this already had a product. So, for them, they attempted to provide an "easier solution" by removing capabilities from their current solution, but underneath the data model and the architecture, and so on, were still based on their legacy solution. What's different for us is that we started more than five years ago from the ground up to design and deliver a solution focused on a different and much easier UX. This allowed us to re-invent PLM, to take a hard look at everything from the data model through our licensing model, to how we do integrations, as well as how we create and deliver implementation templates.

I think that it is important to understand that you can't simply morph something that already exists, which is already complex, and make it simple. Inherently, if it's complicated then that's what it is. You might be able to change the way you interface with it. Making the UI simpler, for example, but you would likely have to take functionality away.

For Upchain, we decided that our end goal was to make it easier for the end user. We also decided that we would enable different user personas, and that those personas would have specific use cases enabled, and finally that we would build the product from the ground up with those things always in mind. It completely changes the dynamic related to how you build something to be simpler, because you have started from the ground up with that in mind.

PB: Your comments remind me of a quote from John Gall that I recently ran across, "A complex system that works is invariably found to have evolved from a simple system that worked. A complex system designed from scratch never works and cannot be patched up to make it work. You have to start over, beginning with a working simple system."

We both know of many PLM solutions that have evolved over years, if not decades, in complex solutions. Some have been re-architected and some need to be. Some have chosen to deliver pre-configured capabilities for simplification reasons, and others, for example, have chosen to deliver configurable solutions. Do you have any comments about these approaches?

JL: One of the things that we thought about right from the beginning was where do you start in the simplification journey. For many, their starting point really was after engineering. For us, we started with engineering. So,

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instead of outsourcing CAD integrations, we chose to do them ourselves. We wanted to make them extremely easy to use, to enable an easier way of working within the CAD system and having PLM do what it does best behind the scenes. Fundamentally, the enterprise landscape is heterogeneous, and we have embraced that fact. There are many CAD systems out there and you have to deal with multi-CAD. Users need to be able to work naturally within those systems. PLM can't get in the way of performing that work. From the beginning, we decided that CAD and the data it generated wouldn't be treated as a blackbox like so many have done in the past.

If you look to keep things easy, for example, when a change happens, this is where complexity typically occurs in PLM. The simple case is that you create something for the first time. And everything from there is a serial process that works perfectly downstream. In this simple case, there're never additional changes, nor are there ever any feedback loops. For many, this is how they architected their solution, but as we all know, this isn't how things really work. So, we chose another course. We chose to enable a change process that makes it easy for not just the CAD users, but also for the downstream users. Our solution informs specific users downstream explicitly about what has changed. Our solution does this because it tracks what data specific users have consumed previously. What gets communicated is exactly what has changed instead of notifying the user of a change and providing them links to all the data that might have been impacted. Inherently, this resolves a massive problem as products get more complicated.

The rate of change related to how quickly products need to go to market and how complicated they are means that you have to shorten the development cycle. Additionally, many companies are relying on more suppliers and partners that need to be involved in parallel, not serially—how do you do that? If you don't really understand what's going on and your systems don't understand nor analyze and notify the right people, what happens? You end up getting a bespoke solution that just either gives access to everyone, everything, and/or notifies everyone of everything. None of this makes things easier. We considered all of this when we architected and delivered our solution.

PB: Your comments remind me of the famous quote from Steve Jobs, "Simple can be harder than complex: You have to work hard to get your thinking clean to make it simple. But it's worth it in the end because once you get there, you can move mountains." I think that is why Upchain has chosen to do its own CAD integrations, for example. Is there anything you would like to add to that?

JL: Yes, on the CAD side, we do all our integrations ourselves and with regards to enterprise system integration we follow a well-defined method. We developed and use a very robust API. We also have a tool that we continue to build out based on MuleSoft [a commercially available Enterprise Application Integration framework] as our enterprise system connector. The ability to easily integrate a heterogeneous set of solutions is one of our main goals. We don't believe that a company will ever have one system containing a holistic single source of the truth. We don't need to own everything, but we do want to fully support a "best of breed" strategy. We provide the PLM operating system—the platform upon which applications from many providers are connected into a single **logical** source of the truth.

This concept of PLM being an operating system is very important to us. If you think this way, you will architect a solution that can integrate to anything. That's not an easy problem to solve and it's a hard road to take. That is inherently what we feel must be done to really make PLM successful—make it transparent, make it easy, and make it beneficial for all users.

PB: So far you have described a number of key elements that make Upchain's approach easy, for example, your architecture, UX, and so on. I think it would be helpful if you would explain a couple of the key characteristics of each of these elements?

JL: Related to architecture, our solution architecture is based on a multi-tenant cloud implementation. That allows us to get a lot of benefits of the cloud, such as, the ability to scale up or down, as large or as small as necessary since a company doesn't need a large overhead to get going. Small companies don't need to carry the infrastructure costs that can be quite large. We are fortunate that we chose to develop our solution from the

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ground up leveraging the cloud. We haven't had to migrate to a multi-tenant cloud, but have had one as part of our core architecture from the beginning. By leveraging cloud services, for example, from AWS and others, we are able to incorporate and deliver to our customers, which we refer to as partners, quickly. In fact, we leverage technologies that have actually been developed by much larger companies, like Google and Facebook.

An example is our solution's frontend. It uses Facebook tools and the way they've been built allows us to easily grow our data model. By using some of the latest tools we have been able to extend important data management capabilities without using a traditional database architecture. We're leveraging that and continue to build artificial intelligence (AI) into our platform. Our architectural approach is allowing us to do things that other companies just can't because, architecturally speaking, they are dealing with solutions developed 30 years ago, and they have kept building on those architectures. It's difficult to turn a ship and change the route of those products architecturally without major investment and effort.

PB: While it is understandable that you don't have legacy code today, what about in five or ten years? All software companies typically start with new code, but over time they add, often creating a complex solution that is difficult to evolve. What has Upchain done to minimize future major redevelopment.

JL: First, we have implemented a modular architecture based on services. This should help minimize future redevelopment efforts, but I have to be honest with you. None of us can predict the future. Who knows what technologies will be available in 20 years. We just don't know so we will need to be flexible. I can tell you that we are currently delivering cutting edge technology that we feel places us in a good place for at least the next 10 years, on an underlying architecture that is built to evolve.

PB: A modular approach is very positive because it allows you to upgrade and replace modules without necessarily impacting the overall architecture. Time has shown that modular solutions tend to hold up without causing massive disruption for the user base.

JL: Yes, part of our core set of tenets is the enablement of best in breed applications on top of the Upchain PLM operating system. This required us to account for change from the beginning and develop a flexible and scalable platform that allows for plug and play. This should serve us well, well into the future.

PB: Can you talk a little more about Upchain's data model, its architecture and flexibility to handle today's and tomorrow's emerging requirements.

JL: This is another area of differentiation for Upchain. Our data model has been designed with 16 core objects. Each of them allows for the definition of as many relationships as needed. This allows the creation of an infinite number of relationships and objects. This has allowed us to rapidly develop new modules, for example, a new QMS module, as well as rapidly introduce enhancements to existing modules. Currently, we make additional capabilities available every two months, and we do this without changing the data model. Some examples include our rapid development and introduction of enhanced Bill of Material capabilities that support different BOM views, including a service BOM. We didn't need to change the data model to do this.

With all of this, keeping things easy is still extremely important, and in fact, difficult at times. We certainly agree with the quote you mentioned earlier from Steve Jobs. Our biggest challenge might be exposing additional capabilities to the user community while still keeping it easy to use and digest. This is where our core tenet of making things easy for the user is critical. That's for all users, in their specific context and use cases.

In a way, we have had the luxury of learning from others, as well as architecting a PLM solution from the ground up. That means we knew and designed to enable the end-to-end scope of PLM. We didn't develop an engineering system and then expand it to a lifecycle management system later. This has allowed our partners to progress through the implementation of capabilities at the speed that they can digest what we are providing them.

PB: I appreciate Upchain's use of the term partners when referring to its customers. You just talked about implementation pace. Can you talk about your implementation methodology and how it has been designed to keep things easy?

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JL: For Upchain, our services have been designed to get our partners up and running rapidly. We don't look at our services as a profit generator. In fact, we provide our implementation services, including training at no additional cost. It is included in the cost of the software licenses. As a result, our services are solely focused on making our partners rapidly productive in Upchain.

It is important to mention that there's no customization in our product. In fact, we often develop new functionality with our partners during an implementation that always gets incorporated into the commercially available solution. We do this as well at no cost to our partners. This, in turn, drives us to keep our solution easy to implement, extend, and use.

PB: You have clearly architected your solution to be implemented quickly and made it easy to provide the capabilities needed by your partners. Given that Upchain is providing implementation and training services for no additional cost, some would argue that the only way you can do that is by offering a rather defeatured or simple solution. Can you address that potential perception?

JL: I am happy to, but first, a little philosophical discussion is required. A trap, as CIMdata mentioned in a recent positioning paper, is that companies often try to do too much, too fast.³ Some say that they bite off more than they can chew. They want it all: process automation, detailed workflows, automated checks, and so on. For many, this results in a failed implementation—an implementation that collapses under its own weight of complexity. We have chosen to learn from this historical trap and have architected our solution and implementation methodology to enable and encourage our partners to start slow and receive value from the outset. We call it “land and expand.”

We have templates in the system that are specific to each industry. This helps our partners get up and running quickly. Our partners can then learn and, as they need to, expand. We teach them how to implement and configure using those templates. This gives them a starting point and allows them to receive value quickly. Once initial capabilities are made available, our partners can then continue to configure their implementation, enabling additional capabilities, workflows, and so on, as they can. We highly encourage our partners to start slow and never try to do everything up front. This brings up another core Upchain tenet, don't rip and replace; integrate and evolve. You may want to replace a specific application with PLM, but first integrate it, and then, if and when it makes sense, look to replace it.

We also believe in agile. Start off with something that you know. This is where your journey begins. We have found this to be very successful for our clients. They start off small and build up their solution over time in an agile fashion. This is something that we've learned from the software industry. Take things in manageable, agile bites—take things that you can implement and digest, in a maximum of three months, implement them, learn from them, and repeat. The main point is, learn from it! Then take the next chunk and continue to evolve. We are doing this with the development of our solution as well.

Let me also address the potential perception that Upchain is easy to implement because it is a simple solution with minimal capabilities. Well, let me start with an analogy I have been using a lot lately. When you buy an Apple iPhone or Google Android phone they do everything that you need them to do. They are functionally rich, yet easy to use from day one. We think in similar terms. We are the PLM experts our partners want us to be. They are looking for us to develop and deliver a platform, a PLM operating system. We aren't building a solution that will do whatever a company may want. We are creating a solution that everyone can get value from, quickly and easily. That means that we are in control of its development and sometimes a client may think that they need some additional functionality, which, for example, would make the solution harder for users to use and/or implement. In such a case, we may suggest other capabilities that we feel are more in line with our core tenets and solution direction, and which would be better for them to adopt.

³ <https://www.cimdata.com/en/resources/complimentary-reports-research/position-papers/item/13455-why-is-plm-often-so-hard-simple-is-best-position-paper>

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PB: I have to say that it has been CIMdata's experience that many companies think that they know what they need, but don't understand that what they need first is a PLM partner—a company helping them in their PLM journey. Is it fair to say that Upchain wants to provide its partners with what they need, maybe something along the lines of 80/20? In other words, focusing on the capabilities that deliver 80% of the value and need?

JL: I completely agree. The KISS (Keep It Simple, Stupid) principle comes to mind. Every good negotiation, every good implementation, means that there is some compromise. And if you're unprepared to compromise and listen to your chosen expert and what they are telling you, then you will miss out on their learnings. Our partners want us to be their PLM experts, and that is what we are striving to be—day in and day out. This is the way everyone gets the best results. In the end, we don't want to be order takers. We want to be PLM experts who drive our solutions development in partnership with our partners. Our approach allows companies to move quickly and to continue to extend and expand the value they receive. We aren't interested in having our solution or implementation methodology get in the way of our partners maximizing their return on PLM investment.

As I said before, we are making PLM easy for users, not necessarily for us. It is our job to make the complex easy. We continue to add rich capabilities, but we do so in a manner that helps our partners in the best way possible. We do that in a way that allows the users to easily take advantage of the capabilities we are providing. For example, we continue to expand the use of visual clues, symbols, and increasingly, AI support.

PB: Before we wrap up, I would like to have you talk a little more about your “Connect the Chain” approach. Having had the chance to sit in on a few sessions, I found it to be an innovative and repeatable approach that leverages a set of evolving tools and best practices. I especially appreciate how it has been designed in a manner that closely emulates industrial users' day-in-the-life work environment not just what the various buttons do, and how it teaches users how Upchain reduces tedious tasks and frees up time for value-added activities such as engineering design. This approach appears to be another ingredient of Upchain's secret sauce. Could you please expand on it?

JL: Yes, this is another key part of our approach to PLM. Currently, we are investing in Connect the Chain's evolution. As we evolve, so does our approach to supporting our partners. Connect the Chain isn't just about the initial implementation. It is also about how a partner continues to evolve the usability of the system for each and every user community it enables. We want our partners to not just receive the systems' initial value, but continue to gain additional return on investment. Connect the Chain is also about enabling our partners to easily evolve their solution and continue to invest in it, configure it, and improve it. Continuous evolution, continuous improvement are keys to maximizing value. Connect the Chain is our continued investment in our partners' continued success.

PB: How scalable is Connect the Chain so that Upchain can continue to effectively support its growing list of partners without being overwhelmed by their numbers?

JL: Well, that is the root of what we're building. Our solution has been built with business scalability in mind. We continue to release new capabilities, and since they are in a multi-tenant cloud environment, the new capabilities are immediately available to all of our partners. We don't have to scale that, because it is automatically scaled because of our solution's architecture. And our partners can easily take advantage of the new capabilities without having to reimplement. Again, we are built for continuous improvement.

PB: I think that it is great that Upchain has engineered its solution and business to be a company's partner throughout their ongoing PLM journey. This should allow them to minimize the technology value gap that many experience. This happens when additional capabilities can't be easily implemented because of over-customization, for example. Your model is good, but some would argue that it still requires an ever-increasing staff to care and feed. So, could you provide some additional insight on how Upchain has engineered its business and solution to economically do this for the long-term.

JL: Yes, some might think that, but we have taken a holistic approach. It isn't just about human contact. We have an ever-expanding set of e-learning tools, solution notifications that automatically inform partners of new capabilities, capabilities that might be useful but just aren't currently being used, and so on. We never make a partner use new capabilities, but we are proactive in letting them know what capabilities would be beneficial to use that they aren't currently using. They have access to all the capabilities, even newly delivered capabilities and modules at no additional cost, so we want to make sure that they take full advantage of all applicable functionality. Cost is not even a barrier. This is an area that we will continue to develop. All of this supports our keep it easy mantra—easy to understand what is new and applicable, easy to gain access to it, and so on. It can't be easier than that.

PB: Finally, Upchain appears to be rapidly expanding, while continuing to foster a culture of agility, innovation, and creativity. A tall task to achieve. There also appears to be a lot of positive ground ahead for the company. So, what's next for Upchain, and what are you most excited about?

JL: Well, there's a lot. For one thing, we are looking to be a market disruptor. We have and will continue to question everything that has been done before. We have the opportunity to extend and expand PLM as an operating system well beyond where things are today. This might drive us to change various technological and business norms. Time will ultimately tell.

We are also excited about the broader PLM opportunities in the industries we currently serve, as well as the opportunities that exist in so many other industries. If you just look at the number of CAD licenses—mechanical, electrical engineering that are out there, as well as architecture [AEC] for instance—moving into these other disciplines and truly bringing them together is an opportunity. Brining all the different disciplines into a single logical ecosystem is the operating system of innovation. That makes us very excited and we are up for the challenge. A challenge that our best of breed approach opens up for us. But we will need to stay on top of our game to continue to be successful. We have to be the best at what we do, and that keeps us honest.

PB: You're probably familiar with this, but one of the tenets of a “true” platform is that you give open access to it. You focus on the co-creation of value—building an ecosystem where all partners add and receive value. It appears that Upchain is on its way to doing this. That is very exciting for CIMdata to see. We, at CIMdata, have been preaching the platformization of PLM for many years now and the progress Upchain is making is encouraging.

JL: That is what we have been and will continue to do. We aren't looking to build a monolithic solution—a one size fits all super system. We are very confident in what we are doing, and our partners agree.

Inherently, it comes back to the business model, and in realizing it. That is the path that we are on. At the end of the day, the world desperately needs to create better products, faster. We are here to enable that in the easiest and most effective way possible.

PB: Thank you very much. I have to say that we at CIMdata are excited about the PLM market's future, and the role Upchain is positioned to play in it.

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Company News

Atos anticipates key trends and technologies that will shape business and society through to 2024

06 July 2020

Atos announces the publication of ‘Journey 2024 – Redefining Enterprise Purpose’, its latest Thought Leadership report in which it shares its vision of the evolving world of business, society and technology.

It anticipates the technology and business trends that are expected to bring some of the greatest disruptions and shape enterprises over the next four years. This report is built upon extensive research by Atos' Scientific Community, a global network of 160 of the top scientists, engineers and forward thinkers from across the Group.

'Redefining enterprise purpose' after COVID

Entering the post-COVID era, businesses are facing the impact of significant changes and uncertainties. The report challenges businesses to reconsider the relevance of conventional thinking and to rethink their 'purpose' in order to maintain relevance and thrive.

The report suggests that (in a digital context) there will be 3 key strands to a strong and sustainable 'enterprise purpose', and businesses will need to build and maintain coherence in the following areas:

'potential' (realizing the full potential of digital technology in its widest context, going beyond raw technical capabilities of digital systems, processes and developments),

'collective' (collective and connected behaviors that reflect fair value exchanges), and

'consensus' (the consensus of engaged ecosystems is a critical success factor for operational trust going forward. Organizations must identify how they will achieve and sustain a 'consensus of trust' in the context of continually changing digital possibilities).

The importance of strength and coherence of purpose is set against the backdrop of anticipated but unpredictable game-changing disruptions, triggered by such things as: health pandemics, economic collapse, environmental crisis or technology ascendancy. Such situations are referred to as "Event Horizons", and a reshaping of business or even societal purpose may be required to successfully negotiate them.

"Going into the post-COVID era, businesses will face a "new normal", which will be filled with opportunity and change. However there is a need to re-evaluate business relevance and impact, with a more balanced perspective on values and economic drivers in order to tackle tomorrow's long-term challenges concerning sustainability, decarbonization, inequality, security and the ethical impact of IT." explains John Hall, Editor-in-chief for the Atos Scientific Community.

New norm? or continuum of shifts?

As we look ahead to the post-crisis era, it remains to be seen whether businesses and society will transition to a new norm or experience a continuum of shifts that demand regular adjustments in purpose. The shifts could materialize through the redesigning of supply chains and value ecosystems, renewed approaches to data privacy regulations, new business partnership models and disruptive M&A activity. They might also include a focus on sustainability, decarbonization and circular economy models, and an accelerated uptake of technologies with a shift towards remote working and technology-enabled skills augmentation.

The new norm is likely to include a reassessment of what is considered to be essential and what might be dismissed as unnecessary luxury, leading to a re-evaluation of the core purposes that underpin enterprise, government and societal activities.

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Atos eliminates the last barriers to public Cloud with new Digital Cloud Services

08 July 2020

Atos announces Atos Digital Cloud Services, an evolution of the Atos Managed Public Cloud Services.

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In collaboration with Amazon Web Services, Google Cloud Platform and Microsoft Azure, it combines the flexibility and cost-effectiveness of public cloud with a catalog of services focused on application modernization and Cloud based data analytics. The catalog will be enriched, together with customers, to address their specific business needs.

The adoption of Public Cloud, which started with non-mission critical applications, has reached a new momentum as organizations start to migrate their strategic and legacy workloads, propelling enterprise spending on public cloud services to grow at a rate of 23,3 % between 2019 and 2023, according to the latest IDC study. However, the accelerated push to the Cloud comes with new challenges, as legacy and some mission critical workloads weren't designed to run in Cloud environments.

Atos Digital Cloud Services has been designed to tackle complex migrations and enable customers to harness the full power of hyperscalers' Cloud for all types of workloads and data with its unique full-stack, end-to-end capabilities & services.

Atos Digital Cloud Services benefits from Atos' proven expertise in Cloud Computing, strategic partnerships with leading Cloud service providers and deep understanding of customer needs, now enhanced by its SPRING industry approach. As the #1 in Europe and a global leader in cybersecurity, Atos will also act as the "trusted last mile", applying a single, consistent approach addressing all customer concerns about public Cloud security, such as secure access to data, critical data localization, and compliance with global and local regulations.

Wim Los, SVP Cloud Enterprise Solutions at Atos: "Public cloud offers some huge benefits to organizations, combining adaptive, highly scalable, reliable architectures with a pay-per-use commercial model. When leveraged correctly, it is a powerful ally for digital transformation. With its comprehensive set of tools and the flexibility of a cross-hyperscaler approach, Atos Digital Cloud Services allows customers to innovate and focus on their core business, giving them a competitive advantage in today's data economy."

Proven Cloud expertise

Atos brings its significant experience and capability in the development of cloud infrastructure and services, reinforced by the recent acquisition of Maven Wave, a U.S.-based business & technology consulting firm specialized in delivering digital transformation solutions for large enterprises. With enhanced capabilities data engineering and digital services delivery, Atos helps customers on their transformation journey with 5,500+ cloud experts, 30,000 application experts, and 3,200+ Cloud technical certifications in AWS, Google Cloud and Microsoft Azure. Atos is also positioned as a Leader in Gartner's Magic Quadrant for Magic Quadrant for Data Center Outsourcing and Hybrid Infrastructure Managed Services for both Europe (9th consecutive year) and North America (4th consecutive year).

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Bentley Announces the Launch of Virtuosity, a Bentley Company

10 July 2020

Bentley Systems, Incorporated announced that its Acceleration Fund has invested in launching Virtuosity, a Bentley company. Virtuosity exclusively offers Virtuoso Subscriptions that bundle — with a Bentley infrastructure modeling, simulation, or construction application — the virtually delivered services of Virtuosity's experts to accelerate and advance the success of an infrastructure practitioner.

Virtuoso Subscriptions are now available, at virtuosity.com, for Bentley applications

including MicroStation, OpenBridge, OpenBuildings, OpenFlows, OpenRail, OpenRoads, OpenSite, OpenTower, OpenWindPower, AutoPIPE, ContextCapture, LEGION, MOSES, PLAXIS, RAM, SACS, SoilVision, STAAD and SYNCHRO, and Bentley's iTwin Design Reviewcloud service. Virtuosity's expert services, accessible through Virtuoso Subscription "keys," include a range of training and one-to-one mentoring activities, and on-demand learning and content, increasingly integrated during actual application usage.

Allan Murphy, Virtuosity CEO, said, "The world's infrastructure professionals have all gained a new appreciation for what can be achieved through online collaboration. We think this is the perfect time to inaugurate our commercial innovation: a virtuoso subscription that enhances the functionality of a software application through intrinsic assistance from subject matter experts. We're marshalling and virtualizing our domain expertise to help every infrastructure practitioner perform with the confidence of a virtuoso!"

Werner Felber, Managing Partner, Boley Geotechnick GmbH, Beratende Ingenieure, said, "With Virtuoso Subscriptions, professionals across our international teams can support projects more effectively. Virtuosity's experts will help keep us current in going digital by constantly leveraging what's new in Bentley's applications to ensure our competitiveness in the market and the best results for our customers."

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Business Leaders Optimistic About Recovery in Europe, Research from Accenture Finds

07 July 2020

Two-thirds (66%) of business leaders globally are optimistic that the European market will make a relatively fast recovery from the economic downturn caused by the COVID-19 pandemic, according to a new report from Accenture.

The report, entitled "Bold Moves in Tough Times" and based on a survey of nearly 500 C-level executives in Europe, North America and Asia-Pacific across 15 industries, found that approximately three in 10 respondents (29%) expect the recovery in Europe to be fairly rapid ("V-shaped"), while 37% anticipate a slower, but steady, "U-shaped" recovery in the next 12 months.

The most optimistic sector is pharmaceuticals/biotech/life sciences, with 34% of business leaders in that sector expecting an increased demand in Europe as a result of the pandemic. The second-most-optimistic sector is communications, media & entertainment, with 52% of those respondents expecting a V-shaped recovery in their European markets, followed by insurance, at 47%. At the other end of the spectrum are the automotive and airlines/travel/transportation sectors, with only 7% and 12% of respondents, respectively, expecting a rapid recovery.

The report also reveals that executives expect the German, Nordic and U.K. economies to rebound the fastest from the downturn, followed by France, Spain and Italy. In addition, European business leaders are optimistic regarding Europe's competitiveness, as four in 10 respondents (39%) believe that European companies will be more competitive vis-a-vis their U.S. peers than they were before the crisis, and even more (43%) believe that European companies will be more competitive compared with Chinese businesses.

"Confidence is critical in the current economic environment, which is still volatile and uncertain,"

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said Jean-Marc Ollagnier, CEO of Accenture in Europe. “The optimism regarding Europe’s economic recovery and competitiveness offers European companies a unique opportunity to reinforce their leadership and close the gap with their American and Asian competitors. However, this will depend on how well they translate optimism into bold actions. The biggest risk is that European business leaders remain over-reliant on government support, stay on the defensive and underinvest in game-changing innovations — because their global competition won’t wait.”

Accenture’s research indicates that there is a risk that executives in Europe are overly cautious regarding how they prepare for the rebound, compared with those in North America and Asia-Pacific. Specifically, European executives appear to be:

Focusing on incremental rather than game-changing innovation: More than half (53%) of European respondents said they are slowing investments in innovation and won’t relaunch any initiatives in the next six months, compared with 33% of respondents in North America and 49% in Asia Pacific.

Underinvesting in the future of business: In Europe, only about one in seven companies (16%) is already investing in initiatives to prepare for the rebound, compared with one in four (25%) in Asia Pacific and one in three (34%) in North America.

Less likely to collaborate to rebound: Business leaders in Europe are slightly less likely than those in North America and Asia-Pacific to collaborate with other companies to mitigate the impact of the crisis and rebound faster (48% of those in Europe, compared with 53% in North America and 55% in Asia-Pacific).

“Europe’s business leaders must start reinventing themselves for the post-COVID-19 world today,” Ollagnier said. “Now is the time to think and act differently and take balanced risks to build long-term resiliency and to renew growth models to adapt to what we call a ‘never normal’ world.”

The report highlights critical areas that European companies need to focus on to close the competitiveness gap with their North American and Asian peers. These include:

Increasing the pace and scope of digital transformation: Companies that have been the most resilient during the pandemic have the most-advanced digital capabilities, enabling them to equip their workforces for remote working, adjust their supply chains and adapt to new ways of buying — quickly and at a massive scale. European executives now clearly see the need to turn up the speed on digital change, as nearly two-thirds (63%) said their companies will accelerate their digital transformation, including their use of cloud.

Creating experiences for increasingly responsible consumers: Buying habits during the COVID-19 lockdown — with consumers making more-responsible purchases and massively shifting to online channels — will remain in the post-pandemic world. Therefore, companies will need to deliver an end-to-end customer experience — one that brings customers in early, during the innovation stage, and continues through the sales and service processes. Nearly two-thirds (62%) of European business leaders in a group of consumer-related industries¹ see opportunities to build on buying habits that are increasingly driven by social and environmental criteria.

Leveraging technology to reinvent the industrial sector: COVID-19 has triggered debates about the need for businesses to bring their operations back to their home markets. However, “re-localization” might not be the panacea for the European “industrial renaissance.” To build long-term operational resilience,

reinvent their business models and create new revenue streams, businesses must leverage advanced digital technologies, such as predictive modelling, digital twins, and edge computing, among others. With 42% of European respondents in the manufacturing sector planning to accelerate investment in digital transformation, compared with just 32% and 30% in North America and Asia, respectively, there's an opportunity for European companies to take the lead in the industrial sector.

“Europe is at a crossroads; its business leaders can continue down the well-trodden strategic and operational paths, or they can explore a new way forward, one based on innovation and high-potential technology that blends with Europe's traditional strengths of sustainability, solidarity and purpose,” Ollagnier said. “Difficult though the COVID-19 pandemic has been, as we emerge from it the scale and scope of new opportunities — particularly in the industrial sector and on energy transition issues — are clear. It's time for Europe to make bold moves and seize those opportunities to finally close the competitiveness gap.”

The research is based on a survey of 478 C-suite executives in 15 countries across 15 industries. The survey was conducted in May 2020 and covers companies with annual revenues exceeding US\$500 million. Industries represented include: airlines/travel/transport; automotive; banking; communications/media/entertainment; chemicals; consumer goods; energy; high tech; industrial goods & equipment; insurance; pharmaceutical/biotech/life sciences; public services; retail; software/platforms; and utilities. Countries represented include Australia, Austria, Belgium, Canada, China, France, Germany, Italy, Japan, Luxemburg, the Netherlands, Spain, Switzerland, the United Kingdom and the United States.

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Infor Asia Pacific Announces Strong Partner Momentum in Southeast Asia

09 July 2020

Infor shared its Asia Pacific (APAC) partner momentum in FY20 with the strategic addition of 35 new channel and alliance partners across the region. These partners are specially recruited according to their focused industry-specific expertise and solution areas mapped and aligned to Infor's go-to-market strategy.

Nearly 35% of these new partners are located in Southeast Asia, including 3MWorks Corp., novaHEALTH, Phitomas, and KMS Solutions. They will bolster Infor's go-to-market presence in Singapore, Malaysia, Vietnam, Indonesia and the Philippines. With these appointments, the Infor Partner Network expands to more than 200 across the APAC market, including:

3MWorks Corp, an addition to the Philippines network, is a consultant on Infor WMS warehouse management system.

novaHEALTH is an expert in healthcare focusing on Infor Cloverleaf, Infor Workforce Management and Infor SunSystems solutions with operations in Singapore, Malaysia and the Philippines.

Phitomas is the leading Malaysian enterprise software solutions provider across industries, which recently signed on Upeca Aerospace and will help its customers realize the benefits of Infor CloudSuite Industrial.

KMS Solutions is a strategic Infor partner focused on helping customers modernize two key areas: financial & accounting management, and warehouse management.

Zyllem is a strategic Infor technology partner focused on helping customers seamlessly integrate their

supply chains, providing total end-to-end visibility and control.

The recent additions to its partner network has contributed to the adoption of Infor CloudSuite Industrial by Indonesia customer Ismaya Group, a leader in building lifestyle brands in the hospitality and lifestyle industries.

“At Infor, we are committed to continued innovation and providing deep verticals-based functionality of applications in the cloud. APAC is our fastest-growing region, and we are witnessing an increasing appetite for industry-specific SaaS solutions in Southeast Asia,” said Fabio Tiviti, vice president of Infor ASEAN. “The growing momentum of our partner network brings us closer to our customers, and we are confident we will remain the trusted partner of choice in this region.”

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ModuleWorks Looks to the Future

07 July 2020

“May you live in interesting times” is a saying which is commonly used ironically to refer to times of trouble. Well, we certainly seem to be living in interesting times at the moment. At ModuleWorks, we currently have our entire workforce working from home, spread across many different countries. Fortunately, as a relatively agile software company, we are able to transition to home working quickly and easily. We can only begin to imagine the challenges for some industries, such as the manufacturing companies that represent the end users of our software.

Having made the adjustments to enable home working, and maintain a reasonable level of continuity, our thoughts are now turning to the future and what our industry will look like in 3-6 months’ time. In particular, we have been considering our partners and how we can help them to be successful during this time. We expect some of our partners may suffer a financial impact over the next few months but believe it is important to focus on recovering as soon as possible when things return to normal. Of course, ‘normal’ may not be the same normal that we have been used to, so we have been considering what the ‘New Normal’ will look like and how ModuleWorks can help its partners to be ready.

Resources

The next few months will present challenges to many of our partners and some of them may even need to reduce the size of their teams. Indeed, many countries have introduced schemes to help companies do this on a temporary basis, to allow for a rapid recovery. This might lead to a shortage of resources when the demands of the ‘New Normal’ start to appear. ModuleWorks has a large development team, highly skilled in 3D geometry and CAD/CAM algorithms, and modern, agile development processes ideally suited to project work. As new demands start to appear, ModuleWorks is happy to discuss any requirements, either large or small, to help its partners build solid foundations for the future.

Digital Twin

Travel is currently severely restricted, and it is likely that some level of restrictions will continue for most of this year. This presents a range of challenges, especially for hardware companies such as machine tool builders. At the time of writing, it is not clear which major exhibitions are likely to go ahead, and so presenting physical machines to potential prospects is difficult.

For some time, ModuleWorks has provided technology to support the Digital Twin initiative of Industry 4.0, and this year launched a new product – Visual Twin – to provide the most realistic virtual equivalent of a machine tool. To show you what the Visual Twin can do, we’ve planned a dedicated webinar.

Automation

As the manufacturing industry returns to work, it is likely that some countries may impose social distancing constraints, such as the 2m rule. This may require some companies to reduce the number of people on the shop floor or in some offices. One way to enable a reduction in the number of people is to increase the level of automation. This has already been the trend for many years and it is likely to accelerate as we return to the 'New Normal'.

Also, given the international supply chain challenges over the last few months, some industries will look to establish more local suppliers. As these suppliers may well be in higher cost countries, it will be important to have a high level of automation to keep costs at an acceptable level.

ModuleWorks provides a framework to enable automation. Join our webinar to discover what it can do for your business.

Robotics

Another trend which is likely to accelerate in the 'New Normal' world is the use of robots. The demands of social distancing and cost control are likely to increase the use of robots in the manufacturing industry. In particular, the development of cobots, designed to work alongside people, could prove to be a significant step towards this.

We're planning a webinar during late summer to provide information on our developments in robotics and additive manufacturing.

The success of ModuleWorks depends on the success of our partners. We want to do everything we can to support our partners to get through this difficult time in a way that allows them to thrive in the 'New Normal' world. We are looking forward to seeing an initial decrease in the number of infections and hope things get back to "normal" as soon as the situation allows.

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Oracle Survey: Consumers Eager to Travel with Certain Conditions for Hotels

07 July 2020

Following a long stretch of stay-at-home orders, consumers are eager to get out and travel according to a new research study from Oracle and Skift. Just over half (51%) of people surveyed in both North and Latin America plan to book trips in the next six months, while 38% of those in Asia-Pacific and Europe are planning get-aways. People, however, are opting to stay closer to home with driving distance (47%) or domestic trips (44%) being favored. With so much uncertainty ahead, consumers are also demanding flexible cancellation and refund policies (76%) and are more open to considering hotels offering discounted rates (65%).

Consumers' willingness to travel also comes with heavy caveats for hotels in terms of advancements in cleaning and technology. In response, 70% of hotels already are or are planning to adopt contactless technology for check-in, food ordering, concierge services and more. Ninety percent have or are planning to also increase cleaning and disinfecting frequency and training for staff on these procedures and safer guest interactions (89%).

"As the hospitality industry turns a corner on the road to recovery, technology will be critical to protecting travelers and workers alike," said Alex Alt, senior vice president and general manager, Oracle Hospitality. "Safety rightly remains consumers' top priority when they consider traveling, and the hospitality industry is doubling down on technology to facilitate social distancing and reduce face to face interaction for guests' protection."

The global study, *A Data-Driven Look at Hospitality's Recovery*, explored 4,600 consumers and 1,800 hotel executives' attitudes and outlook on travel, including changes to the guest and employee experience, booking policies and distribution, and the industry's recovery outlook.

Shifting Demand, Changing Operations

With international border restriction and flying concerns, hotels will be welcoming new types of travelers, making the stakes high to leave a positive impression that will lead to repeat business and word-of-mouth recommendations. The survey found that:

Border closures reshaping guest profile: More than 30% of executives surveyed said they expected to see a few more or significantly more domestic travelers, and over 60% were expecting fewer or significantly fewer international travelers. This may offer a silver lining for North American hoteliers, 57% of whom agreed that the greatest majority of their guests were domestic travelers before the health crisis, signaling a more limited impact on demand.

New policies court travelers: Hotels are moving swiftly to abide by consumer demands with more than 80% of executives reporting that they were considering or have already made changes to allow for more flexible cancellation and refund policies.

Safety will be the new gold standard: Unsurprisingly, space and cleanliness will remain critical, with 84% of travelers agreeing that 'creating social distancing' rules for hotel public spaces will be the most influential factor in their decision about which travel brands to choose for upcoming trips. Hotel executives appear ready to meet these expectations, with 82% either considering or already altering public spaces to enable social distancing.

Technology Paramount to a Positive Safer Guest Experience

Technology is enabling social distancing and cleanliness by reducing the need for in-person interactions and empowering hotels to deliver 'high-touch' service without the 'touch.' Specifically:

Hotels go contactless: More than 70% of executives said they were considering or are already using contactless payment and digital messaging services, and close to 60% were considering/already using room keys activated by smartphone. Consumers concur, indicating that contactless payments (35%), digital room keys (26%) and digital messaging services (20%) were among the top three changes that would make them feel more comfortable staying in a hotel.

Self-service tools let guests skip the front desk: Over 70% of executives agreed or strongly agreed that self-service technology will be important to assisting guests while minimizing unnecessary contact, with two thirds (67%) reporting they were considering or are already using self-service check-in procedures. A similar portion of consumers (70%) agreed or strongly agreed they'd be more willing to stay at hospitality businesses that implemented these types of services, with 23% citing self-service check-in via kiosk as a change that would increase their comfort.

Ample amenities, less interaction: More than 60% of executive respondents reported they were considering or already making changes to expand room service options, and 50% are looking into expanding meal takeout/delivery options. One-fifth of guests ranked expanded room service options as a top factor for alleviating concerns, allowing them to avoid shared spaces such as hotel restaurants.

The Oracle and Skift survey queried more than 1,800 hospitality executives, from a mix of businesses including hotels, short-term rental operators, cruise companies, boutique hotels and casinos, among others, to understand their opinions about an altered marketplace. Additionally, 4,600 consumers across North America, Europe, Asia-Pacific and Latin America were surveyed to understand the COVID-19's

impact on travel plans and expectations for hotel stays.

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TCS and Celonis Partner to Help Enterprises Adopt Process Mining to Drive Superior Business Outcomes

06 July 2020

Tata Consultancy Services and Celonis have announced a new global partnership to help customers streamline their business processes for greater operational resilience and efficiency.

TCS will help customers adopt process mining to analyze processes, identify bottlenecks and exceptions, and optimize or redesign them with a greater leverage of intelligent automation. Process mining entails extraction of granular event data from the enterprise's systems of records to reconstruct and visualize process flow across the enterprise, and use the power of analytics and machine learning to gain insights that can be used for process optimization and redesign.

The partnership will leverage Celonis' Process Mining platform, which provides automated process discovery, mapping, control, and optimization capabilities, to target a broad range of areas such as finance and accounting, supply chain, procurement, human resource, customer service and industry-specific processes.

TCS will use the insights gained from process mining to transform those processes using its Machine First™ approach and harnessing the power of cloud, analytics, IoT, machine learning and AI technologies, to deliver superior business outcomes. In the current COVID-19 situation, where enterprises are looking to streamline cash flows, insights from process mining can be used to reduce late payments, shorten credit terms, and ensure error-free invoices in real time. Likewise, enterprises can make their supply chain operations responsive and adaptive by monitoring critical materials sourced from affected regions, and switch to alternatives from less affected regions.

“Process mining is the new force multiplier in enterprise operations. Combining it with our Machine First solutions, we will help customers accelerate the digital transformation of their business operations,” said Ashok Pai, Global Head, Cognitive Business Operations, TCS. “This partnership with Celonis brings together the strengths of both organizations to deliver exponential business value and enhance customer experience for global enterprises.”

“We are very excited to partner with TCS to create frictionless experiences and superfluid operations for global enterprises. This will help companies boost both their top line and bottom line by aligning, optimizing and transforming operations. This strategic partnership will help to significantly accelerate business transformation programs for our joint customers and improve value creation for organizations,” said Bastian Nominacher, co-Founder and co-CEO, Celonis.

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The Revolution in Simulation adds Akselos to Global Alliance of Participants

08 July 2020

The global industry collaboration and technology alliance Revolution In Simulation (“Rev-Sim” at www.rev-sim.org), created to accelerate innovation through the democratization of engineering simulation, announces Akselos (www.akselos.com) as a new participating sponsor and collaborator.

Akselos CEO Thomas Leurent comments, “Akselos was established in 2013 to help mechanical engineering align with modern society’s goals. That meant going far beyond the established pattern of incremental innovation. We believe that now, more than ever, is the time to apply extreme engineering to solve our most complex environmental challenges. The mathematical breakthrough that’s behind our revolutionary technology has allowed mechanical engineering to make that big step change. As such we are excited to participate in the Revolution in Simulation technology alliance whose vision and goals for the expanded use of engineering simulation are very much aligned with our own.”

Akselos adds its name to a steadily increasing list of contributors that now include: Ansys, Aras, ASSESS, BETA CAE, Beyond CAE, Dassault Systèmes SolidWorks, EASA, ESRD, ESTECO, Front End Analytics, Kinetic Vision, Modelon, NAFEMS, nTopology, Ohio Supercomputer Center, OnScale, PASS Suite, PLM Alliances, Pointwise, UberCloud and VCollab. Each of these simulation leaders are providing expert leadership in the movement to make engineering simulation software more accessible, efficient, reliable and impactful not just for CAE experts but also for others across the enterprise such as design engineers – what is commonly referred to as the Democratization of Simulation.

Rev-Sim co-founder, Rich McFall said, “Each of our sponsors are working to advance and expand the use and value of engineering simulation software by innovating within their market spaces. We are excited to have Akselos join other participants who are demonstrating their revolutionary thought and technology leadership in a collaborative alliance that benefits all industrial users of engineering simulation technologies.”

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Events

Hexagon Smart Factory Solutions on Show at Virtual Exhibition

09 July 2020

“Welcome to Hexagon production software products.”

Those will be the first words delegates hear when they visit Hexagon’s virtual stand at the forthcoming Backing Britain 2020 exhibition. While many trade fairs were postponed because of the Coronavirus pandemic, this project, run by the ‘Made in Group,’ aims to replicate a traditional trade show entirely online, using technology to enhance and improve the value for exhibitors and visitors.

The show, running virtually from Monday August 17 to Friday August 28 will consist of around 150 exhibitors, each with their own online stand featuring an introductory video, show boards, and brochures to download. Visitors will have four zones to explore: the Lobby, two exhibition Halls, seminar areas and a networking zone.

Hexagon Key Account Manager Jim Swales is running the virtual stand, and features in the introductory video. He will be explaining to visitors how Hexagon’s production software solutions form an integral part of the backbone of manufacturing processes. “Hexagon’s wide range of software packages are valued by companies both large and small, and in all aspects of manufacturing.”

Visitors to the virtual stand will see how solutions such as EDGE CAM, VISI, RADAN, WORKNC, NCSIMUL and FASYS are used in manufacturing across production machining, mould and die, and sheet metal industries, to design products, optimise production processes, then create and verify

toolpaths.

Jim Swales says this means manufacturers can produce “top quality components and finished parts efficiently and in extremely quick turn-around times, therefore remaining cost-effective.”

Anyone planning to attend as a virtual visitor can register at <https://www.eventbrite.co.uk/e/backing-britain-live-2020-tickets-101480914146>. Before the event they will receive a physical ‘goody-bag’ which includes a 100+ page Backing Britain 2020 Book.

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OPEN MIND Announces Virtual Workshops on Machining Challenging Aero Components

08 July 2020

OPEN MIND Technologies has announced they will be participating in two complimentary virtual workshops this summer featuring innovative hyperMILL CAM software, tooling and machining technologies to manufacture bladed aerospace components comprised of a Titanium 6AL-4V alloy. Manufacturers involved with machining hard materials and superalloys, as well as those making engine parts and more will significantly benefit from the Virtual Workshops.

On July 30th from 2:00 – 3:00 p.m. EDT, OPEN MIND and co-hosts GROB Systems and Seco Tools will hold a Virtual Workshop to present techniques and technology for the manufacture of turbine blades, such as those found in aero-engines and in power generation. A live machining demonstration will show hyperMILL CAM software and Seco conical barrel cutters producing a blade on a GROB G350 Universal 5-axis Machining Center in a single setup. The conical barrel cutters achieve high performance machining and high-quality surface finish. Using strategies from hyperMILL, the ball end ground into the same conical barrel cutters will perform various blending operations and assure smooth overall part surfaces.

On August 27th from 2:00 – 3:00 p.m. EDT, OPEN MIND together with co-hosts GROB Systems and YG-1 Tool Company will hold a Virtual Workshop to highlight the innovative techniques and technology to produce critical features on aero-engine blisk components. The presentation will feature initial blank preparation using 3-axis simultaneous turning, high performance roughing to remove material between blades and a hyperMILL MAXX Machining finishing strategy with conical barrel cutters to achieve a high surface finish. During a live machining demonstration, key aspects of blisk part manufacture will be shown. A question and answer session will conclude the Virtual Workshop.

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Financial News

Q1 Reporting - TCS Demonstrates Operational Resilience While Positioning for Growth Recovery

10 July 2020

Tata Consultancy Services reported its consolidated financial results according to Ind AS and IFRS, for the quarter ending June 30, 2020.

Highlights of the Quarter Ended June 30, 2020

Revenue at \$5.059 Bn, -7.8% YoY

Constant Currency revenue growth: -6.3% YoY

Net Income at \$925 Mn, -20.8% YoY

Operating Margin at 23.6%; Net Margin at 18.3%

Strong Cash Conversion: Operating Cash Flow at 132.6% of Net Income

Consolidated headcount: 443,676 | Women in the workforce: 36.2%

353K+ employees trained in new technologies

Industry-leading talent retention: IT Services attrition rate at 11.1% LTM

Dividend per share: ` 5.00

Record date 17/07/2020; Payment date 31/07/2020

Commenting on the Q1 performance, Rajesh Gopinathan, Chief Executive Officer and Managing Director, said, “The revenue impact of the pandemic played out broadly along the lines we had anticipated at the start of the quarter. It affected all verticals, with the exception of Life Sciences and Healthcare, with varying levels of impact. We believe it has bottomed out, and we should now start tracing our path to growth.”

He added, “After an initial period of disruption, customers have now stabilized their operations and are now embarking on new beginnings to adapt and thrive in a post-pandemic world. We are seeing many customers focus on front-end transformation, resulting in significant traction for our products and services. The other big investment themes are around driving operational resilience, adaptability and optimization. We signed several large core transformation programs encompassing operations, applications, cloud and cybersecurity. Our Machine First™ approach, delivered using the Secure Borderless Workspaces™ model is helping us win such opportunities. Very encouragingly, we saw customers launch new business transformation programs or restart deferred programs during the quarter. This is indicative of business confidence returning in pockets.”

N Ganapathy Subramaniam, Chief Operating Officer & Executive Director, said, “The location-independent way of working is gaining traction. Our customers are quite comfortable integrating the remote workforce, using new collaborative technologies to get work done. Our Secure Borderless Workspaces™ model has been institutionalized. We have been able to seamlessly adapt and extend it to prospect for new business, sell, contract and execute programs.”

He added, “The resilience and adaptability that we have shown in supporting all our customers over the last three months bodes well for our relative competitiveness going forward. Despite the continued uncertainty and weakness in all major economies, we have had very healthy deal closures and a strong pipeline. We will stay focused on helping our customers overcome the current challenges and prepare for the growth ahead.”

V Ramakrishnan, Chief Financial Officer, said, “We have taken a supportive approach to employees and vendors, and used other efficiency levers to limit the impact of the sharp revenue decline during the quarter, and still delivered an industry-leading operating margin. Disciplined execution resulted in superior cash conversion and a strong cash balance that positions us very well to weather the downturn.”

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SAP Pre-Announces Strong Second Quarter Results Amid COVID-19 Crisis

09 July 2020

After an initial review of its second quarter 2020 performance, SAP SE announced its preliminary financial results for the second quarter ended June 30, 2020.

SAP Pre-Announces Strong Second Quarter Results Amid COVID-19 Crisis – Significant Increase in

CIMdata PLM Late-Breaking News

Operating Profit and Operating Margin

IFRS Cloud Revenue Up 21%; Non-IFRS Cloud Revenue Up 19%

Current Cloud Backlog Up 20%

Software Licenses Revenue Down 18%, A Strong Sequential Improvement Compared To The First Quarter

IFRS Cloud & Software Revenue Up 4%; Non-IFRS Cloud & Software Revenue Up 3%

IFRS Operating Profit Up 55%; Non-IFRS Operating Profit Up 8%

IFRS Operating Margin Up 6.5pp; Non-IFRS Operating Margin Up 1.8pp

Reiterates 2020 Outlook

“I am extremely proud that our teams successfully navigated the very challenging environment to deliver a better than anticipated quarter. It’s clear, customers are turning to SAP’s Intelligent Enterprise to drive resilience, profitability and sustainability. Our portfolio is key to drive the kind of business transformation our customers want as our applications run the world’s most mission critical business processes. As a result, our customers can emerge even stronger from the crisis. In line with our strategy we continue to invest in our growth drivers such as Industry Cloud.”

— Christian Klein, CEO

“SAP’s broad solution portfolio, unmatched industry and geographic diversification coupled with our strong base of more predictable revenue have allowed us to weather the COVID-19 crisis well in this quarter. Software licenses revenue in Asia saw a solid rebound. Our quick response to the crisis on the cost side drove strong operating profit and margin expansion.”

— Luka Mucic, CFO

Second Quarter Business Update

After an initial review of its second quarter 2020 performance, SAP SE (NYSE: SAP) today announced its preliminary financial results for the second quarter ended June 30, 2020. All 2020 figures in this release are approximate due to the preliminary nature of the announcement and the uncertainty associated with the COVID-19 crisis.

Business activity gradually improved over the course of the second quarter following the global emergence of the COVID-19 crisis primarily in the last month of the first quarter. Software licenses revenue, while still below normal levels, recovered more than expected. In particular, the APJ region had a strong recovery in software licenses revenue. Cloud revenue in the second quarter was impacted by lower pay-as-you-go transactional revenue as a result of the COVID-19 crisis. Current cloud backlog remained strong with continued high demand for digital supply chain, e-commerce, cloud platform and Qualtrics solutions.

SAP continues to operate effectively with a largely virtual sales and remote implementation strategy. To protect profitability, SAP responded quickly to the COVID-19 crisis by slowing hiring and reducing discretionary spend in addition to natural savings e.g. from lower travel, facility related costs and virtualized events. In combination with the strong topline performance these prompt actions drove higher operating profit and margin despite the challenging macro environment.

SAP remains committed to its long-term strategy and prospects and is continuing to invest in innovation to emerge from the COVID-19 crisis in an even stronger competitive position.

Financial Performance

CIMdata PLM Late-Breaking News

In the second quarter, cloud revenue grew 21% year over year to €2.04 billion (IFRS), up 19% to €2.04 billion (non-IFRS) and up 18% (non-IFRS at constant currencies). Current cloud backlog is expected to be up 20% to €6.65 billion (up 21% at constant currencies). Software licenses revenue was down 18% year over year to €0.77 billion (IFRS and non-IFRS) and down 18% (non-IFRS at constant currencies), a strong sequential improvement compared to the first quarter. Cloud and software revenue grew 4% year over year to €5.71 billion (IFRS), up 3% to €5.71 billion (non-IFRS) and up 3% (non-IFRS at constant currencies). Total revenue grew 2% year over year to €6.74 billion (IFRS), up 1% to €6.74 billion (non-IFRS) and up 1% (non-IFRS at constant currencies).

The share of more predictable revenue grew by approximately 5 percentage points year over year to approximately 73% in the second quarter.

In the second quarter, operating profit increased by 55% year over year to €1.28 billion (IFRS) and was up 8% to €1.96 billion (non-IFRS) and up 7% (non-IFRS at constant currencies).

Operating margin increased 6.5 percentage points year over year to 19.0% (IFRS) and increased 1.8 percentage points year over year to 29.1% (non-IFRS) and 1.6 percentage points to 28.9% (non-IFRS at constant currencies) in the second quarter.

In the first six months, cloud revenue grew 25% year over year to €4.05 billion (IFRS), up 23% to €4.06 billion (non-IFRS) and up 22% (non-IFRS at constant currencies). Software licenses revenue was down 23% year over year to €1.22 billion (IFRS and non-IFRS) and down 23% (non-IFRS at constant currencies). Cloud and software revenue grew 5% year over year to €11.11 billion (IFRS and Non-IFRS) and up 4% (non-IFRS at constant currencies). Total revenue grew 4% year over year to €13.26 billion (IFRS), up 4% to 13.27 billion (non-IFRS) and up 3% (non-IFRS at constant currencies).

In the first six months, operating profit increased by more than 100% year over year to €2.49 billion (IFRS) and was up 5% to €3.44 billion (non-IFRS) and up 4% (non-IFRS at constant currencies).

Operating margin increased 13.4 percentage points year over year to 18.8% (IFRS) and increased 0.3 percentage points year over year to 26.0% (non-IFRS) and 0.2 percentage points to 25.9% (non-IFRS at constant currencies) in the first six months.

Non-IFRS Adjustments

The total difference between non-IFRS revenue metrics and the respective IFRS revenue metrics results from adjusting the impact of business combination fair value accounting. In the second quarter, the difference between non-IFRS operating profit and IFRS operating profit includes, in addition to the revenue adjustments of significantly less than €0.01 billion (Q2 2019: €0.02 billion), adjustments for acquisition-related charges of €0.16 billion (Q2 2019: €0.17 billion), adjustments for share-based payment expenses of €0.52 billion (Q2 2019: €0.60 billion) and adjustments for restructuring expenses of €0.00 billion (Q2 2019: €0.20 billion). In the first six months, the difference between non-IFRS operating profit and IFRS operating profit includes, in addition to the revenue adjustments of significantly less than €0.01 billion (HY1 2019: €0.05 billion), adjustments for acquisition-related charges of €0.33 billion (HY1 2019: €0.34 billion), adjustments for share-based payment expenses of €0.61 billion (HY1 2019: €1.11 billion) and adjustments for restructuring expenses of €0.01 billion (HY1 2019: €1.09 billion).

For more details on the individual adjusted expense and revenue categories, our reasons for providing non-IFRS measures and the limitations of our non-IFRS measures please refer to <https://www.sap.com/docs/download/investors/2020/sap-2020-q1-performance-measures.pdf>

Business Outlook 2020

The Company confirms its 2020 outlook which was previously published in its Q1 2020 Quarterly Statement on April 21st . The outlook continues to be based on the assumption of a gradually improving demand environment in the third and fourth quarter as economies reopen further and population lockdowns ease.

Non-IFRS cloud revenue is still expected to be in a range of €8.3 billion to €8.7 billion at constant currencies (2019: €7.01 billion), up 18% to 24% at constant currencies.

Non-IFRS cloud and software revenue is still expected to be in a range of €23.4 to €24.0 billion at constant currencies (2019: €23.09 billion), up 1% to 4% at constant currencies.

Non-IFRS total revenue is still expected to be in a range of €27.8 to €28.5 billion at constant currencies (2019: €27.63 billion), up 1% to 3% at constant currencies.

Non-IFRS operating profit is still expected to be in a range of €8.1 to €8.7 billion at constant currencies (2019: €8.21 billion), down 1% to up 6% at constant currencies.

The share of more predictable revenue (defined as the total of cloud revenue and software support revenue) is still expected to reach approximately 72%.

While SAP's full-year 2020 business outlook is at constant currencies, actual currency reported figures are expected to be impacted by currency exchange rate fluctuations as the Company progresses through the year.

Ambition 2023

SAP confirms its 2023 ambition which was previously published in its Q1 2020 Quarterly Statement.

The Company remains in its quiet period until reporting its complete second quarter 2020 results on July 27th when it will provide further details on its second quarter and projected full-year 2020 performance.

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Implementation Investments

Ansys and Air Race E Pioneer Next-Generation Electric Aircraft

07 July 2020

Engineering teams are developing cleaner, faster and highly advanced electric aircraft using Ansys simulation solutions. Through a new sponsorship with Air Race E, Ansys technologies will help accelerate the design of innovative all-electric race planes competing in the 2021 Air Race E World Championship, a series of international air racing competitions that are spurring the future technology developments needed to drive more sustainable aviation.

Flying as fast as 400 km/h (250 mph) on a tight oval racing circuit around demanding corners creates tremendous engineering challenges for electric aircraft. The power electronics and battery management system must safely and optimally handle the rapid discharge of significant battery energy during a race. This presents considerable thermal management issues, requiring extensive external and internal aerodynamic and aerothermal configuration redesign. Additionally, the electric powertrain must be integrated and optimized to deliver a race-winning performance. Ansys' portfolio of simulation solutions will provide key insights for each Air Race E racing team.

Ansys solutions will help team engineers significantly improve batteries and battery management systems to deliver more power with less weight penalty, create small electric machines that are reliable and efficient, design electric powertrains equipped with power electronics to overcome thermal and high

voltage challenges, and perform safe system-wide integration. Air Race E serves as a testbed for furthering the development and adoption of these clean technologies for urban air mobility and commercial airplanes.

"Lacking historical design precedent for these highly sophisticated electric aircraft, simulation remains the only way to safely develop innovative technologies under incredibly tight deadlines," said Jeff Zaltman, founder and CEO, Air Race Events. "Partnering with Ansys, Air Race E teams will leverage leading-edge simulation technology to design new aircraft, achieve world-class performance levels and cross the finish line at incredible speeds. These advances will help usher in the next chapter of electric aviation."

"Together, Air Race E and Ansys are accelerating the journey to sustainable aviation, empowering Air Race E teams to cost-effectively develop new aircraft that will shape the future of electric flight," said Shane Emswiler, senior vice president, Ansys. "Ansys' portfolio of physics-based and system-level simulation technologies will enable the design of cutting-edge electric systems to increase the efficiency of each aircraft, maximize power output throughout the demanding races and redefine what is possible in electric aviation."

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Camper Accelerates Product Development with Centric PLM

08 July 2020

Centric Software® is delighted to announce the release of a success story about its customer, Camper. Camper — a contemporary footwear brand from the island of Mallorca, Spain — was founded in 1975 and its shoes are still designed and developed in Inca, in the rural heart of Mallorca. Now in its fourth generation, the company creates approximately 500 models each season — over 4 million pairs of shoes a year— and its footprint has stretched around the globe with stores in more than 40 countries.

Juan Enrique Jiménez Esquitino, Head of Supply Planning at Camper, explains that the brand previously struggled using out-dated software not designed for the footwear industry, and desperately needed a platform to track product development and gain full visibility from ideation to product launch.

“We used to store our product information in hundreds of Excel sheets. There was a lot of back and forth with our manufacturers because we didn’t have any visibility on the status of our products or the actual costing of raw materials,” he says.

Today, thanks to Centric PLM’s fast, 4-month implementation, easy maintenance and incredible flexibility, Camper has reduced product development time, centralized all product data, boosted quality control and streamlined all stages of product development into a single source of truth, with more accurate costing and margin foresight, and reliable, real-time data for strategic planning.

The implementation also came when the entire Camper organization had just been restructured, and Centric PLM played a vital part in bringing more visibility to the new processes and assignment of roles.

“Our teams now have instant access to accurate and reliable data, empowering them to work faster and more efficiently”, adds Juan. “Centric PLM has enabled Camper to power its growth while safeguarding the quality of its products it is known for.”

Centric PLM has been an integral part of Camper’s day-to-day business since 2013. The brand is looking forward to further leveraging the solution in the future by expanding it to its suppliers overseas and continuing to support global growth.

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Coats Digital and Phong Phu International collaborate to win a digital-led recovery

10 July 2020

Phong Phu International (PPJ), one of the leading textile producers, garment manufacturers and exporters in Vietnam, is optimising spare capacity with the help of FastReactPlan, Coats Digital's world class fashion production planning and control software application.

Harnessing the power of online communication and collaboration platforms to effectively deliver software and training, Coats Digital and PPJ have collaborated to deliver an initiative that is critical for the industry.

With a mutual ambition to win the industry re-start, Coats Digital and PPJ have successfully navigated the challenges of COVID-19 to maintain the pace of a digitisation journey which is critical for the recovery and sustainable growth. This has enabled the completion of a project to digitise best practice production planning and control processes, from master planning across multiple factories to detailed line and machine level planning of complex denim manufacturing processes.

Keith Fenner, Managing Director, Coats Digital, said: 'At the beginning of the pandemic, we produced a resilience plan that highlighted the need for more agile project delivery. This included using new digital channels for more frequent engagement with our customers. The fact that we have successfully completed the implementation of a large FastReactPlan project using these new digital channels and an adapted approach to training is testimony to the investment we have made in this critical area to re-think software delivery. We are proud to have successfully delivered this project for a major customer like Phong Phu International and delighted to receive such positive feedback on the process and results.'

The proof that training, enablement and support can be as effective online as onsite is vital for the industry as we emerge from COVID-19 and navigate towards the new normal. With reduced travel and more online interactions customers, partners and suppliers need to work across new digital channels to survive. The increased potential for shorter, sharper training and implementation methodologies is a shift for many software companies who have typically relied on heavy on-site engagements.

Simon Van Weeren, COO & Managing Director, Phong Phu International, said: 'COVID-19 stopped nearly all international travel. We don't know when, perhaps if, it will fully return to normal which means businesses have to collaborate online to develop and update plans across multiple teams. The ability to have online training from any location with screen sharing makes it as effective as being together onsite and with less distractions – I believe the results are actually more focused and effective. Coats Digital is leading the way by delivering excellent training material using online platforms that allow us to review, refresh and replay when we need it.'

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JLQ Technology Selects Synopsys DesignWare IP to Accelerate Development of Next-Generation SoCs

07 July 2020

Synopsys, Inc. announced that JLQ Technology Co., Ltd. has selected Synopsys DesignWare® Interface IP to accelerate development of its new generation of high-performance, low-power systems-on-chips (SoCs) for a range of applications. JLQ chose Synopsys' silicon-proven DesignWare IP, including USB, MIPI, DDR, and more, due to Synopsys' established track record of providing high-quality IP solutions that have enabled JLQ to deliver the best combination of performance, power, and

area for their target applications. JLQ Technology develops mobile chips and solutions, as well as SoCs for intelligent IoT products including smart cameras, smart players, and industrial robots to contribute to the development of a more connected world.

"As we grow into a world-class fabless semiconductor company, we rely on high-quality IP to help us lower our design risk, differentiate our SoCs, and accelerate our time-to-market," said Liang Chen, vice president of project engineering at JLQ Technology. "Our collaboration with Synopsys through the years has enabled us to successfully build highly competitive products that are shipping in volume. We selected Synopsys, the leading provider of interface IP, due to their unmatched technical expertise and responsive local support infrastructure."

"Synopsys is at the forefront of providing high-quality IP solutions that give designers a competitive edge in their markets," said John Koeter, senior vice president of marketing and strategy for IP at Synopsys. "As the leading provider of interface IP, Synopsys is an active contributor to all of the major standards bodies, helping to drive wide adoption of new protocols and enabling designers to integrate the necessary functionality into their designs with significantly less risk."

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NGC to Help Transform Design Productivity and Reduce Lead Times at Janouras

10 July 2020

New Generation Computing, Inc. announced that Janouras Custom Design Limited, a premier manufacturer of corporate uniforms in Trinidad and Tobago, has selected NGC's PLM solution to streamline the company's concept-to-customer lifecycle. In addition, Janouras will implement NGC's Fashion ERP solution to bring further efficiency across its business processes.

For more than 50 years, Janouras has designed and manufactured corporate uniforms, integrating mass production procedures with the intricate detailing of individual customizations. The company has relied on NGC solutions since 2007 to support its design and manufacturing processes. NGC's PLM will provide Janouras a modern, cloud-based digital platform to help the company accelerate speed to market, reduce sampling costs and turnaround time, while serving its customers more efficiently.

"As a family-owned business, we have succeeded because of our passion for delivering the highest quality custom uniforms to our clients," said George Janoura, chairman and managing director, Janouras. "PLM will allow us to streamline our design and product development processes and build stronger relationships with our customers. For 13 years, we've seen what NGC can do to help us grow our business, and we're certain this latest upgrade will empower us even further."

Each client requires customized products, from fabric to button to construction. NGC's solutions will simplify the entire concept-to-customer process, from design to delivery, ultimately helping Janouras:

Improve the design and development process

Document customizations and manage sampling and approvals

Improve fulfillment, including shipping, invoicing and accounting

Support collaboration across departments and employees

"NGC's cloud platform provides the foundation that can help Janouras continue to scale its business and elevate the customer experience," said Mark Burstein, president, NGC. "We have a longstanding relationship with Janouras, and we look forward to helping the company realize all the benefits of NGC's next-generation solutions."

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Spanish Center for Biotechnology uses Atos supercomputer to investigate how Covid virus initiates infection

10 July 2020

Atos announces that the Biocomputing Unit at the Spanish National Center for Biotechnology (CNB), part of the Spanish National Research Council (CSIC), is using Atos' supercomputing resource to produce a refined 3D model of the SARS-Cov2 spike protein. By knowing more detail about the structure of this protein, which is the one that the virus uses to enter human cells, researchers can better understand how the virus initiates infection. This important step forward may help in the development of a vaccine.

The model, created at the Biocomputing Unit of CNB-CSIC using 3D cryoelectron microscopy, a complicated structural technique, will enable researchers and scientists to visualize not only the spike glycoprotein but also other SARS-Cov2 proteins. It has been made available to all scientific researchers across the world working on the virus.

Professor JM Carazo of CNB, said: "We're really proud that we have been able to make this important step forward in the structural understanding of the viral glycoprotein, which is due in part to the acceleration provided by our powerful supercomputers. Now the scientific community worldwide can access a mass of structural knowledge around SARS-Cov-2, so we can work together to help make this invisible enemy visible."

Dr Natalia Jimenez, Atos' HPC, AI and Quantum Life Sciences Center of Excellence Director added: "We're honored to be able to provide these researchers the exceptional computing power needed to help them get results faster. By combining research expertise with our technological expertise and experience, we're able to develop valuable resources that will help support the global fight against the virus."

The HPC resource includes Atos' BullSequana X supercomputer, based at the CNB-CSIC in Madrid, plus additional compute capabilities and access to Atos experts at Atos' new global HPC, AI & Quantum Life Sciences Center of Excellence. CNB-CSIC is one of the first research institutes to use this new center, which provides researchers with access to leading-edge technologies, such as Quantum, High Performance Computing and AI, supported by Atos' products, services and expertise in these sectors to help boost Life Sciences discovery and innovation.

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Product News

AI is Integrated into AVEVA System Platform for Unsupervised Detection of Operational Anomalies

06 July 2020

AVEVA announced the launch of the AVEVA™ Insight OMI app, a first in the industry to infuse real-time artificial intelligence into an operator's decision-making as well as improve overall operational agility.

The smart app provides industrial businesses with an accelerated path toward implementing artificial intelligence in the control room or on the plant floor, presenting real-time anomaly detection in a

context-aware OMI visualization display. It will benefit operators, engineers, and operations managers from various industries including Water and Wastewater, Energy, Food & Beverage amongst others. The AVEVA Insight OMI app introduces AI capabilities into the AVEVA System Platform, formerly Wonderware, and leverages predictive early warning and automatic detection of unusual operational behavior. This provides users with early notification so they can quickly resolve issues before they become critical business problems such as unplanned downtime and production losses.

A simple management interface enables operations, maintenance and production teams to quickly train the AI engine to adapt to the enterprise's specific implementation. An intuitive thumbs-up or thumbs-down confirmation ensures AI-driven notifications are relevant to the needs of the user and support overall enterprise objectives, with no programming or data science knowledge required. This closed-loop feedback improves the accuracy of the AI prediction engine over time and enables users to see what matters. As anomalous patterns are identified, they can be captured and presented by the app within an organization's on-premise HMI/SCADA solution, delivering insights directly where operators need it.

"IIoT applications have driven a massive increase in the collection of real-time operations and manufacturing data. As a result, operators face alarm overload and often cannot effectively react to or distinguish between process-critical situations and false positive alarm conditions, resulting in the loss of operational time and resources. By harnessing the power of AI and advanced cloud analytics, AVEVA is enabling operators to take proactive action, before process and maintenance problems occur," commented Rashesh Mody, Vice President, Monitoring and Control, AVEVA.

"In today's climate of increased demand for innovative technology solutions, the launch of our new AVEVA Insight OMI app is a significant development because it serves as a single interface into operations by bridging the information technology and operational technology divide for increased agility and situational awareness. We are very excited to introduce a solution that will help our customers manage critical operations and improve decision support for maximum profitability in these fast-changing times," Mody concludes.

AVEVA System Platform is a responsive, scalable solution for supervisory, SCADA, HMI, and IIoT applications that integrates with the enterprise processes. It provides a collaborative, standards-based foundation that unifies assets across all facilities for continuous operational improvement and real-time decision support. It offers enterprise-wide standards compliance across processes, functional teams, and sites.

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Aras Announces Digital Twin Core for Creating and Managing Digital Twins

08 July 2020

Aras announced the release of a new application, Digital Twin Core, adding to the set of Aras low-code capabilities for creating and managing digital twins. The Aras Digital Twin Core application provides powerful new functionality for defining the digital twin configuration – the virtual representation of a specific physical asset or unique product instance. This provides the necessary context to interpret and analyze Internet of Things (IoT) sensor data for complicated scenarios such as predictive maintenance, performance optimization, over-the-air software updates and others.

Current digital twin initiatives focus on maintenance effectiveness, recalls, closed-loop quality, product innovation, and production throughput. Problems occur during analysis due to a lack of context or inaccuracies about that asset or product.

"As a real-world asset is maintained, updated and retrofitted, companies need the ability to easily reflect

the real-time accurate status of the digital twin configuration,” said Peter Schroer, Founder and CEO of Aras. “Without an accurate configuration twin, companies risk analysis misinterpretations that lead to incorrect actions, safety issues and liability scenarios.”

Aras Digital Twin Core creates and manages the exact digital representation of an individual physical asset and its changes over time. This digital twin configuration mirrors a specific unit in operation such as an individual vehicle by VIN or aircraft by tail number. Digital Twin Core provides a low-code editor for modeling, adapting and extending highly sophisticated configuration twin representations. When combined with Aras 3D dynamic product navigation and graph views users gain advanced visualization to see digital twin relationships throughout the product structure.

Related Aras functionality further extends Digital Twin Core capabilities for complex scenarios. Connectors to existing systems - such as ERP, PDM, CAD and others – provide connectivity to derive and persist configuration twin data from other sources and ensure digital thread traceability across the lifecycle. Open APIs enable connections with IoT cloud services and data lakes to bring together configuration twins with time series sensor data for analysis. Then, simulation management with Aras enables the combination of configuration twins in simulations with real world loading data for insights into wear & tear, stress impacts, and other effects that result from ongoing operation of the asset.

"As manufacturers continue to digitally transform and product, supply chain, and operation complexity increases, manufacturers and owner operators are using digital twins to optimize product and asset quality and improve the customer experience. The ability to manage an assets configuration as it changes overtime is a foundational element to an effective digital twin strategy," said Jeff Hojlo, Program Director of Product Innovation at IDC.

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Atos opens up a new path to quantum annealing simulation

07 July 2020

Atos announces the development of a new Quantum Annealing Simulator, thus becoming the world’s first company to provide powerful simulation solutions to explore the two main technological paths of quantum computing: quantum annealing, via its new solution, and universal gate quantum computing, via its existing Atos Quantum Learning Machine offering (Atos QLM). Atos’ Quantum Annealing Simulator will be compatible with the Atos Quantum Learning Machine, offering customers the best of both worlds while enabling them to switch quantum methods based on their specific needs.

While universal gate model quantum computing offers a wider range of opportunities than quantum annealing, it relies on qubits which are currently extremely prone to error. Quantum Annealing, being less affected by noise, brings us closer to affordable quantum applications and provides an exceptional way of exploring specific management and optimization problems. Delivering powerful quantum annealing simulation capabilities, Atos’ new solution was designed to spur innovation in various fields, such as finance, energy, manufacturing, transportation, logistics, chemistry and pharmaceuticals, and by helping industrials and researchers in developing and testing quantum algorithms for the future NISQ era.

Atos’ Quantum Annealing Simulator will use a classical architecture to simulate the behavior of a perfect, noiseless quantum annealer thanks to high performance computing techniques and top-class characteristics:

Fully tunable –a software-based simulator that allows users to play with all parameters in the simulation;

Highest efficiency – optimized to make the most of an HPC architecture while providing unequalled levels of results accuracy;

Greatest Scalability – Atos’ Quantum Annealing Simulator can emulate a few thousand perfect spins in a few seconds.

Agnès Boudot, Senior Vice President, Head of HPC & Quantum at Atos, explained: “Since the launch of Atos Quantum, the first quantum computing industry program in Europe in 2016, Atos has continuously worked to enrich its quantum ecosystem in order to enable its customers and the research community worldwide to continue to experiment with quantum technologies and identify concrete applications in as many fields as possible. Combining a team of highly-skilled experts, partnerships with research centers and universities around the world, insight from its QLM users’ community and quantum simulation technologies based on two different approaches, Atos brings together unparalleled insight and experience to build the future of quantum computing”.

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GRAPHISOFT delivers Archicad 24 and major updates to BIMx and BIMcloud

09 July 2020

GRAPHISOFT released Archicad 24, the latest version of its award-winning BIM software; the latest release of BIMcloud, the AEC industry’s first and most advanced cloud-based team collaboration solution; and BIMx, the most popular mobile and web BIM app. Archicad 24 unites architects and engineers in a shared BIMcloud environment to deliver integrated design. The transparency provided by the shared model and team-oriented workflows increases trust among team members and eliminates model duplication and redundant work between architects and structural engineers.

Archicad’s powerful set of built-in tools and user-friendly interface make it the most efficient and intuitive BIM software on the market. Featuring algorithmic design workflows and large model support, highly automated documentation, one-click publishing, photo-realistic rendering, and leveraging best-in-class analysis, Archicad lets architects focus on what they do best: design great buildings.

BIMcloud

BIMcloud delivers secure, real-time collaboration between project team members regardless of the size or complexity of the project, the location of the offices, or the speed of the Internet connection.

Available in both private and public cloud configurations on standard hardware means even smaller offices can take advantage of BIMcloud’s fast, efficient, and secure access to shared projects in real-time.

BIMx

Extending the BIM experience to include all stakeholders in the building design, delivery, and operations lifecycle is award-winning BIMx, the most popular presentation and coordination app for all project stakeholders. BIMx features the ‘BIM Hyper-model’ – a game-like navigation experience that helps anyone explore the building model and understand project deliverables. Real-time model cut-throughs, in-context measuring and project markups in the model context make BIMx the architects’ best on-site BIM companion. Powerful APIs allow BIMx to connect to 3rd party ecosystems to offer access to and control of external datasets managed in the context of the building information model.

Together, Archicad 24, BIMcloud, and BIMx now provide further advantages in design and analysis, collaboration, documentation, and visualization as follows:

DESIGN AND ANALYSIS

Archicad 24 unites architects and engineers, who can now work on a shared model with brand-new analytical model integration. The benefits of this integrated design environment include:

Elimination of redundant models

Removal of coordination errors

Structurally correct models ready for construction

Better building designs achieved in a significantly shorter amount of time

“It’s been a tremendous journey, and it’s absolutely part of our DNA. It was just proven to us how dramatically important [Archicad] is to us when we did Merdeka 118,” said Karl Fender, Founding Partner of Fender Katsalidis, in Melbourne, Australia, about Archicad 24’s signature project. “The collaboration that’s required in the process between all parties involved is paramount. Architecture, engineering, construction — they should be partners in the process, collaborators. The best solutions come out of understanding each other’s needs, problems, and requirements,” he added.

“We teamed up with Nemetschek Group brands RISA and SCIA to eliminate one of the AEC industry’s biggest bottlenecks — disciplines operating within their own silos,” said Ákos Pfemeter, Vice President of Product Success at GRAPHISOFT. “We believe a major paradigm shift is imminent — by providing architects and engineers an integrated design environment, they can now work together as one team to create great architecture!”

COLLABORATION

GRAPHISOFT’s BIMcloud technology gets a major upgrade with version 24. Architects and structural engineers can now co-design the loadbearing structure of the building thanks to the powerful “BIM Track Changes” workflow. Major benefits to core architectural workflows include:

Smart Model Compare: Compare any two BIM models — including two different versions of the same design — to view various design options and compare content from consultants.

Updated Issue Management: Suggest design variations, organize the results of the smart model compare into smart issue lists with assignment names, prioritize tasks, create an issue log — all integrated and managed in the cloud.

A boost to OPEN BIM workflows with BCF 2.1 support and PDF markups

Directly reading and writing .RVT files out of the box

“Teamwork made us really excited about the prospect of what BIMcloud meant for us as an organization,” said Nondas Katsalidis, Principal, Fender Katsalidis.

DOCUMENTATION

Complete documentation sets, combined with a powerful publishing workflow that complies with local BIM requirements, means architects can focus on their designs, leaving the paperwork to the software. Archicad’s automatic drawing and layout generation, automatic dimensioning, and other tools have long been recognized by industry experts as superior.

Archicad 24 raises the bar on documentation with the introduction of higher-level programming languages like Python. Architects can now easily create automation scripts in Archicad, and complete command chains from outside Archicad.

VISUALIZATION

Immersive presentations engage clients for a deeper understanding of the building design from start to finish. Archicad’s built-in palette of visualization tools and workflows with the world’s leading

rendering and VR solutions make it easy for architects to show off their designs in informative and inspiring ways, ensuring that all stakeholders have a shared understanding of the project deliverables.

Thanks to over 500 revamped materials in Archicad 24, architects can create even richer, more compelling renderings. Projects of any size are now easily experienced on a mobile device with the brand-new BIMx 3D engine. Residential library updates add state-of-the-art modern furniture to the BIM model. Also included with Archicad 24 is Twinmotion 2020 from Epic Games, boasting real-time ray tracing and a host of other capabilities. Commenting on BIMx, Anthony Laney, Founding Partner of Laney LA in Los Angeles said “Now, we are able to have the entire, rich 3D model in our pocket!”

Archicad 24 offers additional powerful improvements, including Dark Mode support on macOS and a brand-new node-based interface to custom GDL content creation – called Param-O.

Effective today, the International, US, UK and Ireland, German, Austrian, French, Italian, and Brazilian localized packages are available for download on the official download site. Customers worldwide can contact local Archicad resellers for specific language shipping dates for each of the 28 localized packages that will become available during the remainder of 2020.

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Introducing Yaskawa Compass Software

06 July 2020

The Drives & Motion Division of Yaskawa America, Inc. is proud to release Yaskawa Compass, a new software user interface tool for advanced manufacturing.

Yaskawa Compass is your CNC navigator, a graphical user software package applicable to multiple applications in 3D printing, shape cutting, machine tool, and robotics.

“Compass is designed with creativity in mind allowing machine manufactures to brand and easily customize screens to include core machine attributes and customer needs with little programming requirements” stated Rosemary Burns, Yaskawa’s Advanced Manufacturing Segment Manager.

Coupled with the MP3300iec motion controller, Compass provides advanced plug-in solutions that you simply drop onto your screen. Prebuilt plug-ins include extruder, spindle, temperature control, stepper control, linear and rotary tool changer, 2D path planning and more. All plug-ins are developed in C#, so machine builders can also easily create and import their own machine plug-ins.

Key features of Yaskawa Compass include:

Landscape or portrait mode

Machine configurator

Screen configurator

Prebuilt Plugins

OEMs branding with company colors and graphics

Axis configurator

Auto, MDI and manual mode

Pop-up NC editor and messaging

Alarm history

Tool manager

Part cycle time measurement tools

Part viewer with live TCP updates

To supplement the use of Compass with MPiec controllers, Yaskawa has added advanced motion control features to its MotionWorks IEC library. Some of these include bed leveling compensation, extruder pressure advance control, tangential control and ability to create custom G-codes and kinematics.

Burns added, “Consider hybrid machinery, Yaskawa Compass empowers machine manufacturers with versatility for both additive and subtractive applications to easily implement and customize features while streamlining their development cycle”.

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Nemetschek Group Announces Major Paradigm Shift for Building Industry

08 July 2020

The Nemetschek Group announced its next-generation workflow solution, Integrated Design, at GRAPHISOFT’s Building Together digital event. The solution presents a paradigm shift for the building industry, enabling architects, structural engineers, and MEP engineers to increase collaboration by working as agile teams.

According to recent studies, the productivity of the construction industry grew by only one percent annually over the last 20 years. As a result, the industry lags far behind other sectors. In addition, cost or time overruns occur in a large majority of projects. The lack of productivity gains and the inefficiencies are partly due to the loose connection between the different professions, who typically work on their own dataset separately. In the design process of a building, currently 30 percent of the time is spent on coordination between architects, structural and MEP engineers, energy experts, and others.

“We must challenge the traditional processes of our industry to improve. Our vision is to help design professionals move from an asynchronous, data-protective way of working to agile cross-disciplinary teams, where they share all essential project information in real-time,” said Viktor Várkonyi, Chief Division Officer of the Planning & Design Division and member of the Executive Board of the Nemetschek Group, at the Building Together digital event. “For instance, instead of perfecting collision detection, why not invent processes that avoid those collisions occurring? Our technology will enable our customers to spend the majority of their valuable time on the creative design process.”

Led by GRAPHISOFT, RISA and SCIA, numerous brands of the Nemetschek Group have been involved in the development of this multidisciplinary teamwork environment. “Our Group approach of putting customers first and driving open standards and interoperability has formed the basis for this innovation,” Viktor explained.

“With this new integrated approach, architects, structural engineers, and MEP engineers can work together on design processes, in a more cross-functional, interactive, and collaborative manner,” explained Huw Roberts, CEO of GRAPHISOFT. “It is exciting to see how the Nemetschek Group brands joined forces in developing this next-generation tool.”

With the BIM working method as a joint database, all disciplines work on their own tasks and parameter sets in a centralized model. “Model duplication should be a thing of the past,” said Amber Freund, CEO of RISA. “Architects and engineers can work as one integrated multidisciplinary team and with real collaboration. This will allow them to present fast decisions focusing on customer needs,” added Hilde Sevens, CEO of SCIA.

“The Integrated Design workflow will significantly change the way architects and engineers work together,” says Viktor. “The result will be great buildings delivered on time and on budget – a novelty for the building Industry.”

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OpenText Extends Content Services Technology for Microsoft Teams

09 July 2020

OpenText™ announced the availability of its market leading Content Services technology for Microsoft Teams. This new integration enables use of OpenText Content Services for information governance and control.

As organizations adapt to the current global crisis, Content Services technologies allow remote workers to collaborate securely and productively. OpenText™ Content Services connects information across the enterprise with the people and systems that need it.

OpenText® Extended ECM for Microsoft Office 365 integrates content and collaboration tools into business processes. With today’s announcement, OpenText adds its market-leading information governance tools and systems to Teams, making an expanded set of compliance, records management, and archiving options available to Teams users and administrators. Extended ECM allows users to surface Teams content in context of relevant business processes across the enterprise, creating links with line-of-business systems and applications such as Salesforce, SAP, or Oracle.

“Microsoft Teams has become critical infrastructure for organizations that have rapidly moved to remote work. As more work moves to digital collaboration environments, integrating Enterprise Content Services into Teams makes it easier to access relevant documents while maintaining information governance and compliance policies,” said Lou Blatt, OpenText CMO. “With this integration, we are providing customers our industry leading content collaboration within Teams.”

OpenText Extended ECM adds important functionality to Teams. Users can:

Access and centrally govern customer content within the Teams environment;

Automate the creation of a Team specific to an OpenText business process;

Synchronize Teams membership with OpenText content management systems;

Archive Teams content to OpenText utilizing governance best practices; and

Retire Teams and dispose of noncrucial content automatically using OpenText Extended ECM.

“During the COVID-19 outbreak, the bank continues to fulfill its mission without interruption to daily business activity, while at the same time protecting our workforce. The vast majority of our employees are working remotely from home, using their virtual desktops to securely access IT resources,” said Markos Dolopikos, Principal Officer, Information Technologies at Black Sea Trade and Development Bank. “To reinforce internal and external collaboration, we escalated our plans to integrate Microsoft Teams with OpenText Content Suite using OpenText Extended ECM for Microsoft Office 365.”

“We have seen a massive spike in adoption of Microsoft Teams with the shift to remote work. As the nature of work has changed, so has productivity and collaboration, including the tools required to meet the needs and expectations of business,” said Jonathan Tinter, Corporate Vice President of Business

Development at Microsoft Corp. “By delivering deeper integrations into Teams, OpenText is helping its customers to work in new ways and positioning organizations to respond to the evolving needs of their business.”

The OpenText and Microsoft collaboration provides information management solutions that embrace and extend joint customers’ existing investments in these technologies, delivered off-cloud, hybrid cloud, or as a managed service on Microsoft Azure.

This latest integration with Microsoft joins an already vibrant set of solutions, including OpenText Extended ECM for Microsoft Dynamics 365 and Carbonite Backup for Microsoft Office 365.

As part of today’s announcement, OpenText will continue expanding integrations with Microsoft products to accelerate its OpenText Anywhere strategy on Azure. Many OpenText customers already rely on Azure for locally compliant and highly secure access to over 15 OpenText solutions delivered to customers as a managed service. In total, OpenText now makes more than 40 solutions available in the Azure Marketplace, including those available from Carbonite.

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SHIMA SEIKI Announces New Design Software and Web Services

06 July 2020

Leading flat knitting solutions provider SHIMA SEIKI MFG., LTD. of Wakayama, Japan announces the release of its new subscription-based design software, as well as two other web services to enhance its user experience. The new set of products and services is intended to aid in the digital transformation of the fashion industry for supporting business in the post-COVID19 era, in which new work styles and methods are being adopted including teleworking and telecommuting. At the same time, they are geared toward streamlining and improving efficiency to achieve sustainability through reduced waste.

Fiz is the latest addition to SHIMA SEIKI's proven SDS-ONE APEX series design system lineup, but with an unprecedented twist. Whereas previous APEX-series design systems were offered as an all-in-one proprietary hardware/software package, for the first time in its nearly 40-year history of design system development, SHIMA SEIKI has released its new SDS-ONE APEX Fiz as subscription-based design software that can be installed on customers' individual computers. Maintaining proven functions that have made the SDS-ONE APEX series so popular with fashion designers, with Fiz those strengths are now enhanced with the added versatility to adapt to different work styles and environments of the "new normal." Fiz is furthermore available in 5 different flavors that can be selected according to the customer's needs, from Fiz Design Pro to Fiz Design Jr.

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The Altair Partner Alliance (APA) Welcomes Six New Products

07 July 2020

Altair announces the addition of six new products to the Altair Partner Alliance (APA). The new additions extend the simulation and design capabilities of Altair’s customers towards finite-element analysis (FEA) for the marine industry, paint shop processes in the automotive industry, bolted joint analysis, electromagnetics, structural simulation, and the simulation of slender composite structures.

CIMdata PLM Late-Breaking News

With these additions, Altair customers will be able to further increase the efficiency of their development processes in various industries.

Only available through Altair, the APA provides access to a broad spectrum of complementary software products available through its licensing model at no additional cost. The APA's continually expanding list of partner software, across a broad range of disciplines, serves the needs of thousands of companies ranging from automotive, aerospace, and defense to consumer products, biomedical and heavy equipment.

The recent additions to the APA include:

- Alsim PAINT SHOP by Engineering Software Steyr (ESS), a toolbox delivering a scalable suite of products that cover the whole paint shop process from pre-treatment to baking, delivering full control over the most expensive process in automotive manufacturing.

Alsim MERGE by Engineering Software Steyr (ESS), processes complex three-dimensional (3D) input data in a variety of formats and provides users with simulation-ready surface meshes. Key benefits include one-click data import and fast runtimes with no requirement for manual intervention.

- μ Wave Wizard by Mician, a software suite offering synthesis and optimization tools with built-in hybrid solvers that complement Altair's electromagnetic solutions. The solvers subdivide complex structures into components, which are subsequently simulated individually. Instead of using the conventional approach of drawing a complex structure entirely in 3D, elements can be cascaded with predefined library elements.

- MAESTRO by MAESTRO Marine, a structural design, analysis, and evaluation software fully dedicated to the specific needs of the shipbuilding and marine industries. The software includes graphic modeler MAESTRO Basic, MAESTRO Hydrodynamic Loading and Analysis, and MAESTRO Structural Optimization to support reviewing naval architecture and marine engineering.

- Cobra by Cetim, widely used in the gas, petroleum, agriculture and construction industries to address complex bolted and screwed joints with critical safety and security issues. The software contains unique experience in bolted-joint analysis, review, verification, failure analysis, and dimensioning, as well as analyzing dynamic assemblies of transportation vehicles.

- VABS by AnalySwift, a powerful tool for helicopter and wind turbine rotor blades that is able to simulate slender composite structures, such as propellers, landing gear, or entire wing sections and is directly integrated with Altair's environment for pre-processing and Finite Element Analysis (FEA). The cross-sectional analysis tool can calculate ply-level details with the accuracy of 3D FEA in a matter of seconds and reduce an original 3D slender solid into a simple engineering beam model.

"I am thrilled to welcome these five partners, all leaders in their respective fields, to the APA," said Stephanie Buckner, senior vice president, corporate development at Altair. "The APA seeks strong and differentiated technologies that cover diverse domains and a vast array of industries to meet the specialized needs of our customers. Through the careful effort of identifying, evaluating, and offering the best software applications to our customers, more than 60 percent of our customers who access APA

products use multiple technologies.”

As the APA continues to grow, the program’s success strengthens Altair’s presence in the market. The expansion of the APA is in line with Altair’s commitment to expand customers’ exposure to the tools they need for successful design and simulation through a single unified environment and licensing. For more information, please visit www.altair.com/apa.

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Upchain Releases R5.14 with new capabilities

10 July 2020

Upchain is pleased to announce our latest release, R5.14. The R5.14 release builds upon the momentum and product leadership of R5.13 and R5.12 that have already been delivered this year by adding significant new capabilities to enrich the experience and improve productivity for all PLM user roles.

In this first of a two-part R5.14 summary, we share insights into the rich new capabilities. Part 1 covers 3D comparison, Custom item attributes, document management, and linked items. Part 2 will summarize the balance of R5.14 capability; Custom tasks, Business process types, Gantt charts, and Service BOM.

R5.14 new features and refinements are available to all Upchain SaaS subscription customers who are automatically and seamlessly upgraded to the new release. Upchain’s release cadence is structured to enable the company to deliver new releases approximately every 2 months in order to rapidly respond to customer evolving requirements and changing market needs. In stark contrast to the traditionally painful, risky, and expensive upgrade process associated with traditional PLM systems that were designed for on-premise deployments, Upchain’s cloud native architecture supports a virtual upgrade process that is wholly managed by Upchain. It provides a smooth transition from the prior version to the new one, without needing an on-site project team.

Significant new capability benefits all user roles

The following summarizes a partial list of the key features in R5.14 release. These offer substantial benefits to all PLM users.

3D Comparison

Ever wonder what’s different between two versions of the same 3D model? From Upchain’s BOM tab/Visualization, users may compare Items containing 3D models to see what’s different. No matter whether a knowledge worker, reviewer, or a power-CAD user engineer, Upchain 3D Comparison makes design decision-making easy. Upchain’s comparison capability leverages the company’s proven and innovative technology to support 3D models from all major CAD vendors, but without requiring the CAD license to do it.

Custom Item Attributes

Ever wish you could link your product Item to a website, standard list, document, or maybe a spreadsheet outside of PLM? Upchain has expanded custom attribute data types to include URL, picklists, and rich text. You can now configure the URL type with CAD mapping capabilities. If you choose to show the URL attribute in a BOM table or item detail, the link is active and opens the respective webpage in a new tab in your browser. The CAD plugin has been expanded to show all common and custom attributes in each place where you can view an item’s details (ie. item details page, lower panes, my assignments, my workspace, search pane). This reflects Upchain’s tenet of “low disruption”. Rather than insist all product documentation be captured inside the PLM solution, Upchain

CIMdata PLM Late-Breaking News

says “keep it where it is, we will link to it and still maintain the PLM as the single-source-of-truth”.

Document Management

Product designs are often captured in many different document formats besides 2D/3D CAD drawings. These different documents can become cumbersome to manage since they are often left outside the mainstream PLM. Upchain’s Tenant Administrators now can configure Document Categories for document types other than CAD. Also new is a document numbering and revisioning system that prepends the original document name with a number and revision in accordance with user defined rules. If no rules are created the default rule applies: #####-XX-document name. Users can now create their preferred behaviors for all document types within projects and items. This supports user flexibility and enforces corporate governance, the best of both worlds.

Linked Items

New products are most often based upon existing or legacy products in some way. All too often, engineers “copy” design content into the new design which over time creates an unmanageable complexity with 10’s, 100’s and 1000’s of duplicated parts that all relate to each other in different ways. R5.14 enables soft links to be created between unrelated items (such as genealogy, substitute item, relation to a document, etc). This allows users to link items between different engineering disciplines, between unrelated departments e.g. finance and quality, between different projects, and between a legacy product and a new one for example.

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