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## CIMdata News

### *Agenda Topics Announced for PLM Road Map & PDT Spring 2021*

11 March 2021

CIMdata and Eurostep are pleased to announce the agenda topics for PLM Road Map™ & PDT Spring 2021, which will take place as a virtual-live event in May. The theme for this year's event is "Disruption—the PLM Professionals' Exploration of Emerging Technologies that Will Reshape the PLM Value Equation." The event will take place between 9:00 AM – 1:00 PM (EDT) / 15:00 – 19:00 (CEST) on May 19 & 20.

PLM Road Map & PDT 2021 represents an event customized to the interests of the PLM Professional. With this in mind, our agenda will offer a mix of reports and case studies from teams of industry experts, covering technologies, processes, and people. PLM Road Map & PDT Spring 2021 will examine various emerging disruptive technologies looking at the value they promise to deliver and why they are disruptive. We will address the role of standards in ensuring the openness and interoperability of these technologies. Additionally, we will share some examples of applying these technologies in the aerospace, defense, AEC, energy industries. Presentations will cover the following topics:

- Today's Emerging Trends & Disruptors: Reshaping & Rethinking PLM
- Digital Transformation Supporting Army Modernization – Challenges and Opportunities for PLM
- Joining Up Engineering Data without Losing the M in PLM
- Integrating Models
- Additive Manufacturing – not as simple a paper printing–yet
- What Can Be Stupid About Smart Products
- Designing and Keeping Great Teams. Lessons from Preparing for Mars. What Can PLM Professionals Learn from This?
- Building a profitable Digital Twin Business
- Leveraging PLM and Cloud Technology for Market Success

"The agenda topics are of high interest to any PLM professional, and we have a great line-up of speakers, matching previous PDT Europe and PLM Road Map events," says Mr. Håkan Kårdén, Eurostep's Director of Marketing. "Technology is at the heart of everything we do today. What are the disruptive technology trends to keep an eye on? Are they disruptive at scale? How do we build teams that embrace technologies and deliver value? We are looking forward to delivering another must-attend event, again on-line," added Mr. Kårdén.

According to Ms. Cheryl Peck, CIMdata's Director of Marketing, "Back in November of 2020, we successfully introduced our first-ever virtual-live PLM Road Map & PDT conference. For our spring 2021 event, we are once again planning a virtual event focused on disruptive technologies and the value they promise. Keeping track of the large number of disruptors can be daunting and not optional if we do not want to miss out on the opportunities disruption affords. The agenda topics we have put together will expand our scope of thinking and help PLM Professionals learn how to harness the potential of using disruptive technologies to maximize organizational value."

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PLM Road Map & PDT is a highly relevant event for PLM industry leaders and PLM practitioners globally, providing independent education where ideas, trends, experiences, and relationships critical to the industry germinate and take root.

For more detail on the agenda, please visit <https://www.cimdata.com/en/education/plm-conferences/plmrm-pdt-spring-2021>

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## ***CIMdata Announces New Research on Resilience in the PLM Economy***

12 March 2021

IMdata, Inc., the leading global Product Lifecycle Management (PLM) strategic management consulting and research firm, announces new research into how companies offering software and services to companies to support their PLM strategies and implementations adapted their business and technical requirements in response to the COVID-19 pandemic.

As part of this research, CIMdata is asking members of the PLM Economy, i.e., those working for independent software vendors (ISVs) or companies that could be considered systems integrators, resellers, and value-added resellers (VARs), to share their experiences in a short survey. The survey focuses on how things changed for these companies during the pandemic and which changes might become part of the “new normal.” The survey will take about 5-10 minutes to complete. CIMdata will share the survey results and analysis during the annual PLM Market & Industry Forum sessions that will take place virtually in April.

Those interested in participating in the survey may do so

at <https://www.esurveyspro.com/Survey.aspx?id=cbaecd97-2ed2-4380-a8bc-706de6740427>.

To learn more about CIMdata’s PLM Market & Industry Forum, visit <https://www.cimdata.com/en/education/plm-market-industry-forums>.

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## Acquisitions

### ***Accenture Acquires fable+ to Expand Capabilities in Analytics-Driven Transformation and Workplace Cultures***

10 March 2021

Accenture has acquired fable+, a consulting firm specializing in business agility and analytics-driven transformation. Located in Mannheim and Berlin, fable+’s team of 50 professionals have joined Accenture’s Talent & Organization / Human Potential team, adding highly specialized expertise focused on organizational transformation.

fable+ has a proven track record of enabling viable, innovation-promoting work environments. By leveraging their proprietary cloud-based app to measure psychological safety and team performance, fable+ can quantify key culture factors that drive performance across different levels of an organization. A team’s psychological safety level indicates how secure its members feel to speak up, contribute their expertise and share ideas. In an increasingly complex, fast-paced operating environment, the competitive advantages of an organization will depend on its ability to create trust-based agile cultures rooted in psychological safety.

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“What the past year taught us, is that sudden disruption must be met with an equally rapid response in the workplace by leaders seeking to create cultures grounded in trust and focused on supporting people across many dimensions of well-being,” said Christie Smith, global lead of Talent & Organization / Human Potential. “fable+’s methodologies will enable our clients to shape their workplace culture and support the growth of agile and resilient teams that are central to sustainable businesses growth.”

Frank Riemensperger, market unit lead for Accenture in Germany, Austria, Switzerland and Russia, said: “Digital transformation requires change, not only on hardware but also in mindsets. Consequently, we see an increasing demand for agile transformation and training centred on human interaction. Using AI and cloud technology, fable+ pioneered an analytics-driven approach to better understand workplace culture and team performance. This acquisition enables us to scale and grow innovative services that help clients create effective working environments to address their individual challenges.”

For the last seven years, fable+ advised a number of clients from startups, to SMEs and multinationals by leveraging the latest leading research on team performance and development in their Academy training programs as well as team-focused agile transformation frameworks. fable+ complements Accenture’s most recent Talent & Organization / Human Potential acquisitions – Cirrus on 1 March, Future State in February and Kates Kesler in 2020 – all of which added new methodologies expanding Accenture’s existing C-suite offerings and created new ways of delivering value with a deep understanding of client needs and market challenges.

“Joining Accenture enables us to scale our unique, proven approach to agile transformation, rooted in psychology, culture analytics and gamification, to a global client base,” said Ilhan Scheer, founder and CEO of fable+. “Empowering our clients to master complex, fast-changing challenges with agile and resilient cultures has been the core of our DNA since day one. We’re excited to take the next step in our journey with Accenture to become the leader in psychological safety and create workforces for the future.”

Terms of the transaction were not disclosed.



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## ***Accenture Completes Acquisition of Imaginea to Expand its Global Cloud First Capabilities***

10 March 2021

Accenture has completed its acquisition of Imaginea, a cloud native product and platform engineering firm that helps companies drive innovation through disruptive technologies to transform their businesses digitally and capture new opportunities. The terms of the transaction were not disclosed.

With headquarters in Mountain View, Calif., and offices in London and throughout India, Imaginea excels in using its world-class product and platform engineering skills and leads with a design-thinking approach steeped in innovation. The company currently advises more than 200 global clients to deliver cloud-first transformations. The acquisition adds approximately 1,350 cloud professionals to Accenture, bringing a highly skilled, cloud native, full stack engineering team with cloud data and cloud modernization skills across multiple platforms from Amazon Web Services, Azure and Google Cloud Platform.

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

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## ***Bentley Systems Enters into ~ \$1.05 Billion Agreement to Acquire Seequent, Global Leader in 3D Modeling Software for the Geosciences***

11 March 2021

Bentley Systems, Incorporated announced that it has entered into a definitive agreement with investors led by Accel-KKR to acquire Seequent—a leader in software for geological and geophysical modeling, geotechnical stability, and cloud services for geodata management, visibility, and collaboration—for \$900 million in cash, subject to adjustment, plus 3,141,361 BSY Class B shares. The acquisition of Seequent is expected to initially add approximately 10% to each of Bentley Systems’ key financial metrics (ARR, annual revenue, and EBITDA) and is expected to be measurably accretive to Bentley’s organic growth rate. Most significantly, the combination will deepen the potential of infrastructure digital twins to help understand and mitigate environmental risks, advancing resilience and sustainability.

The acquisition is subject to customary closing conditions and regulatory approvals, including New Zealand Overseas Investment Act consent as well as clearance under the Hart-Scott-Rodino Antitrust Improvements Act. Upon closing, Seequent will operate as a stand-alone Bentley subsidiary, with Seequent’s current Chief Operating Officer Graham Grant, succeeding its retiring CEO Shaun Maloney, reporting to Bentley’s Chief Product Officer Nicholas Cumins.

Seequent, founded and headquartered in Christchurch, New Zealand, has more than 430 colleagues in 16 office locations, serving geologists, hydrogeologists, geophysicists, geotechnical engineers, and civil engineers in over 100 countries, and the world’s top mining companies. Its established presence in mineral-intensive geographies such as South America and southern Africa is expected to accelerate Bentley’s overall opportunities in these regions with significant infrastructure requirements. In turn, Bentley’s established presence in China, and its mainstay reach across civil engineering sectors, is expected to accelerate Seequent’s expansion in new markets.

Subsurface conditions comprise the “infrastructure of our infrastructure” and literally underlie the earth’s major environmental risks. Bentley’s current offerings enable digital twins to incorporate what’s constructed “near surface,” including foundations, drainage facilities, buried utilities, tunnels, and subsea structures. The addition of Seequent will now make it possible for infrastructure digital twins to reach full subsurface depths, augmenting environmental resilience against flood, seismic, climate, and water security threats.

Seequent first applied implicit modeling technology to geological science more than 15 years ago, using mathematical tools to derive and visualize 3D geological models from measured data and user interpretation. This software advancement caused a “leapfrogging” paradigm shift in the understanding of the earth’s subsurface and has been increasingly adopted by geoscientists and researchers around the world to uncover and visualize valuable insights about environmental conditions and challenges.

Seequent’s products include *Leapfrog*, its leading product for 3D geological modeling and visualization, *Geosoft* for 3D earth modeling and geoscience data management, and *GeoStudio* for geotechnical slope stability and deformation modeling. Bentley’s complementary geotechnical engineering software portfolio, including PLAXIS, gINT, and OpenGround, will be integrated in due course to support open digital workflows from borehole and drillhole data to geological models and geotechnical analysis applications.

The mining industry, with its economic sensitivity and environmental responsibilities, was the first and fastest to adopt 3D earth modeling, superseding traditional 2D processes to speed and improve decision

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cycles. A mine is at once a never-ending and continuously changing infrastructure construction project, and a valuable and environmentally critical infrastructure asset. Seequent recognized the potential, for ALL major infrastructure engineering projects and assets, to likewise “leapfrog” traditional 2D subsurface modeling and simulation processes. Leapfrog’s usage, often in conjunction with Bentley’s software offerings, has been growing consistently in civil infrastructure sectors.

The integration of Bentley’s and Seequent’s solutions, for deeper infrastructure digital twins, can contribute a multiplied “ESG handprint” to improve the world’s environment while improving the world’s economies. While Seequent’s products aren’t appreciably used in oil and gas exploration or production—which is served by its own dedicated industry of specialized geophysical software—imperatives for energy transition present new opportunities, even beyond the expansion of mining to produce the materials needed for widespread electrification. Seequent is a leader in 3D modeling for geothermal energy sources, and its software and cloud services provide the important geosciences context for water resources simulations and environmental engineering.

Bentley’s CEO Greg Bentley said, “We can be very confident about Seequent’s contribution to our shared future not only because of our product synergies, but because we recognize in Seequent’s trajectory an echo of the playbook that made Bentley Systems successful—except they have grown faster! They have made farsighted decisions to benefit the future at every stage: identifying and then laser-focusing on the 3D “vertical” opportunity in earth modeling, institutionalizing a subscription commercial model from the outset, directly populating the appropriate global markets, acquiring and consolidating the best software for adjacent disciplines, and bringing it all together with cloud services, ready for digital twins advancement together. I can think of no greater compliment than our determination to leave intact Seequent, as a Bentley Company, entrusting its management with greater responsibilities to continue their dynamic momentum. I congratulate retiring CEO Shaun Maloney on the quality of the business and the team he has developed, and we will warmly welcome his established successor Graham Grant, and all Seequent colleagues, to our shared values and endeavors in advancing infrastructure.”

Tom Barnds, co-managing partner at Accel-KKR and Seequent board member, said, “We had been looking forward to Seequent’s IPO this year, but we are so convinced of the logic of this combination that we are glad to anticipate instead becoming BSY shareholders. The Seequent board congratulates and thanks Shaun Maloney for his long service and remarkably consistent success in growing this great business, its great management team, and this great outcome for Seequent investors and colleagues.” Shaun Maloney, chief executive officer of Seequent, said, “By ‘leapfrogging ahead’ with Bentley to align geosciences with infrastructure engineering through deeper digital twins, Seequent underscores our conviction that better understanding of the earth creates a better world for all. Users and accounts of Seequent, as a Bentley Company, can expect business as usual, with many product and commercial synergies eventually forthcoming. For my Seequent colleagues, I am confident that the future is in safe hands with like-minded Bentley Systems and our COO Graham Grant, so this presents a timely moment for me to announce my planned retirement. For all, our new larger scope presents a great opportunity for shared advancement.”


Bentley’s CFO David Hollister said, “The transaction is expected to close in Q2, with the cash consideration settled via a combination of cash on hand and availability under our undrawn \$850 million revolving credit facility. We expect Seequent to contribute in excess of \$80 million to our ARR during this year. Seequent impressively has a historical and current organic revenue growth rate which, coupled with an operating margin profile similar to ours, makes Seequent accretive to our financial model. Our financing of this transaction is facilitated by having issued, earlier this year, \$690 million in convertible debt, due 2026. Our deleveraging target—to reduce our total net leverage multiple of Adjusted EBITDA



from under 4.0x post-closing, to about 2.5x over the next two years—could be accelerated by any future equity offerings.”

## **Advisors**

BofA Securities is serving as financial advisor, and Simpson Thacher & Bartlett LLP and Bell Gully are acting as legal counsel, to Bentley Systems. Goldman Sachs is serving as financial advisor and DLA Piper is acting as legal counsel to Seequent.

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## ***GRAITEC acquires ARKTEC (Spain): a BIM Software Publisher Specialized in Structural Simulation and Project Management***

3 March 2021

**GRAITEC, an international BIM, Fabrication, and Design software developer for AEC, and Autodesk® Platinum Partner across Europe, is delighted to announce the acquisition of ARKTEC, a Spanish based company that provides Structural Analysis and Project Management products for the AEC Industry to a broad range of clients located across Spain, Portugal, and South America.**

Founded in 1985, ARKTEC is headquartered in Madrid with offices in Barcelona, Lisbon, and Mexico City, and delivers innovative solutions to thousands of engineers, architects, and building owners. The ARKTEC product portfolio contains (i) high-end structural analysis software (TriCalc) allowing engineers to design any type of structure, (ii) budget and cost estimating software (Gest), and (iii) an ERP dedicated to construction companies (Constructo). ARKTEC also provides consulting, support, and advanced training to all its customers.

GRAITEC is already operating in Spain through its subsidiary 2aCAD (acquired in January 2019). This new acquisition will reinforce the position of the group on the Spanish market, especially on the SIMULATE segment. GRAITEC will combine the strength of **TriCalc** and its flagship structural analysis product **Advance Design** to offer engineers the most powerful BIM structural analysis product on the Spanish market.

**Manuel Liedot, GRAITEC CEO** comments: “I am extremely pleased to welcome ARKTEC customers and staff to the group. We help our customers to digitalize and industrialize their processes in the construction space. We have organized our offering around 4 pillars: CREATE – SIMULATE – FABRICATE – MANAGE. With ARKTEC, we significantly reinforce our SIMULATE segment in Spain and Portugal and we expand it to Latin America where we already offer our FABRICATE solutions.”

**Javier Beltran, Manager of GRAITEC subsidiary in Spain (2aCAD)** adds: “Graitec's acquisition of ARKTEC, a company of recognized prestige in the structural analysis software sector, represents a fantastic opportunity to offer our clients in Spain, Portugal and Latin America a robust solution in the BIM market. I am very excited about the synergies this brings us. ARKTEC will help us to consolidate our position in Spain, Portugal and to start our journey in South America. I would like to welcome all the ARKTEC staff to the great Graitec family in the Iberian Peninsula”.

**Antonio Fernandez Gonzalez, Manager and Founding Partner of ARKTEC** concludes: “It is really great news for the entire ARKTEC community, customers, and employees to join a group like GRAITEC, which is one of the top worldwide software publishers in the structural analysis space. I am convinced that we will shortly provide a unique experience to all Spanish, Portuguese, and Latin



America structural engineers in the AEC industry looking for a fully BIM compliant structural analysis solution and project management tools”.

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## Company News

### ***Accenture Appoints Nadya Abdulla Kamali as Country Managing Director for UAE***

11 March 2021

Accenture has appointed Nadya Abdulla Kamali as country managing director for the UAE. Based in Dubai, she is responsible for leading operations across the country and driving Accenture’s Health and Public Service industries, two strategic sectors in the region.

In addition to her country managing director’s role for the UAE, Kamali joins the Accenture Middle East Executive Committee. She brings to her role 27 years of experience spanning diverse industries. She has held leadership positions with Ports, Customs and Free Zone Corporation (PCFC), DP World, and Emirates Global Aluminum (EGA), and an early experience in Dubai Municipality and Dubai Petroleum. Most recently, Kamali was Chairperson and Managing Director of DUTECH and CEO of Customs World. She holds an MBA from the American University of Sharjah (AUS) and a BSc from the College of Engineering at Michigan State University in the US.

“We are proud to welcome Nadya Abdulla Kamali to lead one of our key markets in the region – the UAE,” said Alexis Lecanuet, Accenture’s regional managing director in the Middle East. “She will drive our efforts to realize our business ambition while ensuring that our teams work together in setting new standards across the industries we operate within. As our Emiratization commitment is a strategic priority, Nadya will help us grow the next generation of local leaders, setting a strong foundation for Accenture to serve clients and communities in the Middle East. We are delighted to have her on board and look forward to sharpening our focus on female leadership development and empowerment.”

For her part, Kamali said: “I am pleased to join the leadership team of Accenture, one of the most highly esteemed global professional services companies, as it looks to advance digital consulting and transformation in the UAE across a broad range of important sectors. Alongside my accomplished colleagues, we aim to expand our client base and capabilities in the country, creating unparalleled advanced solutions that support sustainable socio-economic growth.”

Since 2011, Accenture has been leading rapid digital transformation for various clients in the region, from government entities to private enterprises and multinationals.

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### ***Ansys named to Fast Company's 2021 Most Innovative Companies list***

9 March 2021

Ansys has been named to Fast Company's prestigious annual list of the World's Most Innovative Companies for 2021. The list honors the businesses that have not only found a way to be resilient in the past year, but also turned those challenges into impact-making processes. These companies did more than survive, they thrived—making an impact on their industries and culture as a whole. This year’s MIC list features 463 businesses from 29 countries.

Fast Company’s editors and writers sought out the most groundbreaking businesses across the globe and

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industries. They also judged nominations received through their application process. The World's Most Innovative Companies is Fast Company's signature franchise and one of its most highly anticipated editorial efforts of the year. It provides both a snapshot and a road map for the future of innovation across the most dynamic sectors of the economy.

Fast Company recognized Ansys for its Ansys Discovery simulation solution, which generates physics-based simulation results in near-real time as engineers and designers interactively modify the geometry of a component or alter operating parameters. By empowering all engineers to ask their own what-if questions, engineering processes are compressed from months to weeks, improving productivity by 26-30% while at the same time exploring 43-60% more design variations. Through simulation insight, more "first-time right" engineering decisions are made, decreasing the cost of ensuring quality by 19-33%.

"In a year of unprecedented challenges, the companies on this list exhibit fearlessness, ingenuity, and creativity in the face of crisis," said Fast Company Deputy Editor David Lidsky, who oversaw the issue with Senior Editor Amy Farley.

"Ansys customers are solving the most complex product challenges imaginable – from developing autonomous vehicles to creating next-generation communications networks to pioneering life-saving medical devices," said Ajei Gopal, president and CEO, Ansys. "These customers demand and deserve the most advanced simulation solutions, like Ansys Discovery, to solve these bleeding-edge product challenges. We foster a workplace where our developers can collaborate and innovate to constantly advance the state of the art in simulation."

Fast Company's Most Innovative Companies issue (March/April 2021) is now available online, as well as in app form via iTunes and on newsstands beginning March 16, 2021. The hashtag is #FCMostInnovative



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## ***Aspen Technology Appoints Karen Golz to its Board of Directors***

8 March 2021

Aspen Technology, Inc., a global leader in asset optimization software, has appointed Karen Golz to its Board of Directors.

Golz is a retired partner of Ernst & Young (EY), a public accounting firm, where she held various senior leadership positions during her 40-year tenure at the firm, including most recently, Global Vice Chair, Japan (2016-2017). In addition to accounting, financial reporting and audit expertise, Golz brings considerable experience in international and regulatory matters. As Global Vice Chair of Professional Practice (2010-2016), Golz oversaw accounting, auditing, regulatory, tools and methodologies and supported innovation within EY's Global Assurance practice. Prior to that, Golz held the Americas and Global Vice-Chair of Professional Ethics/Independence.

"I am delighted to welcome Karen Golz to our Board of Directors," commented Antonio Pietri, President and CEO of Aspen Technology. "Karen brings a wealth of experience, credibility and trust to our Board and will help to guide AspenTech through the next period of innovation, growth and transformation."

"Aspen Technology has an exciting vision for the future and innovative technology to help its customers achieve their goals for operational excellence and sustainability. I look forward to joining the impressive team at AspenTech and supporting its ambitions for long-term value creation," said Karen Golz.

Karen Golz is a board and audit committee member of Analog Devices, Inc. and Osteon

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Holdings/Exactech, a private company. She is senior advisor to The Boston Consulting Group's Audit and Risk Committee. She is a National Association of Corporate Directors (NACD) Board Leadership Fellow and she sits on the Board of Trustees of the University of Illinois Foundation. She earned her Bachelor of Science degree in Accountancy, *summa cum laude*, from the University of Illinois, Urbana-Champaign and is a certified public accountant.

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## ***Brixtech now an official Bricsys reseller in the UK***

4 March 2021

Global technology company Bricsys announced Brixtech has joined its reseller network in the United Kingdom. Established in 2020, the Brixtech team led by Shan Chaudri and Darren Rattlidge bring decades of experience in the AEC software market to clients in the UK looking for CAD solutions.

As a dedicated reseller for Bricsys and Bluebeam, Brixtech offers an alternative approach to the market than that of conventional software vendors, and partners with companies that share its ethos of inspiring change.

“Software should enable productivity not stifle creativity. At Brixtech we strive to maximize a customer's investment in their design software by bringing a fresh and impartial perspective to the traditional design software market,” said Shan Chaudri, Brixtech Director.

“The idea for Brixtech was formed when we noticed a trend in the AEC space of unhappy customers being forced to change their businesses to align with the business interests of their software vendors.

“We've followed the development of BricsCAD for several years and it became apparent that momentum was building in the industry for alternative design software that offers flexibility and productivity within core design tools at an attractive cost,” said Chaudri.

The pandemic has highlighted the need for organizations to drive efficiency and reevaluate the software they use. With the backing of technology giant Hexagon, BricsCAD is in a strong position to answer the need for a credible alternative.

“Brixtech is the largest UK and Ireland Bricsys reseller and we are excited to welcome the team into our channel network,” said Jas Pawar, Bricsys Country Manager. “Shan and Darren bring a rich history of experience and expertise in the AEC industry, and a customer first approach to software which aligns perfectly with our mission at Bricsys to deliver innovative CAD tools that the market is calling out for.”

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## ***Dassault Systèmes and “The Inventor” Launch the “3D Design Challenge” Celebrating Leonardo da Vinci***

8 March 2021

In celebration of Leonardo da Vinci's ingenuity that has fascinated the world for centuries, Dassault Systèmes' 3DEXPERIENCE Lab has teamed up with “The Inventor” – a new animated film about Leonardo from Jim Capobianco, the Academy Award-nominated writer of the Pixar film “Ratatouille” – Foliascope and Château du Clos Lucé - Parc Leonardo da Vinci to launch a new “3D Design Challenge” to bring Leonardo's drawings to life.

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The challenge invites individuals to showcase their 3D skills by using Dassault Systèmes' 3D digital applications – which have enabled the design and engineering of groundbreaking industrial innovations for 40 years – to digitally reconstruct an invention from Leonardo's codices.

Five winners will be selected based on how closely the 3D model resembles the original drawing, how well the model articulates the movements intended by Leonardo in the corresponding sketch, and how easily the model could be 3D printed. Each winner will receive a 3D-printed version of their model, and gain access to Dassault Systèmes' xDesign application for one year.

The winning designs will also be featured in the upcoming "The Inventor" stop-motion animated film that follows the incredible journey of Leonardo in a humorous and inventive story for the whole family, voiced by Stephen Fry as Leonardo, Daisy Ridley as Princess Marguerite de Navarre, and Marion Cotillard as Louise de Savoy.

The 3D Design Challenge is being run fully online from February 12-April 15, 2021 in the Open Codex Community. Since 2012, this community has been bringing together designers, engineers, makers, hobbyists, students, teachers and others to draw inspiration from the past and use the virtual world to link imagination with innovation through international challenges focused on recreating Leonardo's inventions in 3D.

Participants in the 3D Design Challenge must choose one of the 10 codices listed in the community and use CATIA, SOLIDWORKS or xDesign applications to accurately create a 3D working model of the drawing in real-life dimensions, then submit their entry by posting an explanation of how the final design works and uploading the 3D model in the online community. These applications, powered by Dassault Systèmes' 3DEXPERIENCE platform, enable users to digitally create, test and optimize the structure, mechanics and system.

In line with the 3DEXPERIENCE Lab's collective intelligence and cross-collaborative approach to strengthen society's future of creation, participants are encouraged to interact with other designers, participants and fans of Leonardo in the community throughout the challenge.

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## ***Dassault Systèmes Enables PadCare Labs to Design and Develop the World's First Smokeless Sanitary Pad Disposal and Recycling System***

8 March 2021

Dassault Systèmes announced that its 3DEXPERIENCE Lab in Pune is enabling the Indian startup PadCare Labs to complete the loop of menstrual hygiene economy in India through safe disposal and recycling of sanitary pads. Dassault Systèmes is offering technical mentoring through the 3DEXPERIENCE Lab in Pune along with design collaborations, analysis and visualizations and formulation development using CATIA, SIMULIA, ENOVIA, 3DEXCITE, and BIOVIA applications powered by the 3DEXPERIENCE platform.

In India, the impact of disposing of 12.3 billion sanitary napkins annually is more pronounced because of the unorganised ways of municipal solid waste management and poor community collection, disposal, and transportation networks in the semi-urban areas and villages. PadCare Labs' mission is to make modern sanitation choices safer and recyclable for women across the world and encourage inclusiveness, equality, and healthier practices in public hygiene. Their patent pending 5D technology is instant, odourless, and colourless in operation unlike traditional incinerators. The company offers a four-stage

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cycle of segregation at source, collection, processing and recycling of the waste.

For source-level segregation, they install PadCare Bin in individual cubicles which has a storage capacity of 30 sanitary pads. Through their patented PadCare Vap, they restrict odour and infection through the bin. The soiled pads brought to the main processing unit called “PadCare” which works on novel 5D technology and has a capacity of treating 3000 pads per day and processes the soiled pads into recyclable cellulose and plastic output. They have made paver blocks, composite material, paper packaging material out of it. They are offering their services in a convenient monthly subscription as well as institutional selling for large corporate campuses, educational institutes, hostels, banking industry, airports and private offices. PadCare’s four-stage cycle of segregation, collection, processing and recycling of the waste.

Ajinkya Dhariya, CEO and Founder at PadCare Labs, said, “We at PadCare Labs focus on leveraging science to serve women in institutions and organisations by providing safe, accessible & eco-friendly sanitary waste disposal and recycling system. We are aligned with the UN Sustainable Goals (SDGs) and have developed a complete ecosystem of safe disposal of sanitary pads across key workforce hubs in Pune, Mumbai, Delhi, Bangalore and Chennai.” He added, “Dassault Systèmes 3DEXPERIENCE Labs offered the technical knowhow on product design, engineering and production of PadCare Bin and PadCare.”

“Biomedical waste disposal is a big issue worldwide and in India in particular. Dassault Systèmes is concerned with sustainability and recyclability, and our 3DEXPERIENCE Lab welcomes PadCare, to bring a strong positive impact and help solve this issue together,” said Frederic Vacher, Head of Innovation, Dassault Systèmes. “We commemorate this engagement in India as our contribution to #IWD2021 (International Women’s Day 2021) and we wish Ajinkya and his team success with their efforts to provide PadCare solution in corporate and government offices across India.”

PadCare Labs is the fourth Indian startup signed with the 3DEXPERIENCE Lab in Pune. The 3DEXPERIENCE Lab engages with other Indian startups like Lucid Implants, Inali and Brainsight.Ai. The 3DEXPERIENCE Lab network worldwide provides disruptive startups with technology, mentoring, and networking support to accelerate their product development journey and accelerate their business cycle and go to market.

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## ***DELTEK ANNOUNCES WINNERS OF THE DELTEK GLOBAL PARTNER AWARDS PROGRAM FOR 2020***

9 March 2021

Deltek, a leading global provider of software and solutions for project-based businesses, today announces its esteemed winners of The Deltek Global Partner Awards Program for their outstanding accomplishments in 2020.

The Deltek Partner Network amplifies Deltek’s cloud-based enterprise software offering for project-based businesses and expands the Deltek customer base around the world. Through Deltek partners, more companies can experience better project intelligence enabling them to make better decisions about their business and manage their unique projects in a collaborative and end-to-end platform.

This year, Deltek would like to recognize the significant accomplishments of these nine partners which represent the program’s systems integrators, value-added resellers, independent software vendors, accounting firms and consulting firms:



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- Global Systems Integrator Partner of the Year – Baker Tilly
- GovCon Partner of the Year – Infotek Consulting
- North America Reseller Partner of the Year – Full Sail Partners
- International Reseller Partner of the Year – Silversoft
- Services Excellence Partner of the Year – Central Consulting Group
- Customer Satisfaction Partner of the Year – BDO
- Top New Customer Acquisition Partner of the Year – ConstructConnect
- New Partner of the Year – Tangram
- Excellence in Marketing Innovation Partner of the Year – Premier Consulting & Integration

“2020 has been a year like no other and Deltek’s deep partner network enabled thousands of customers to quickly pivot and strengthen their businesses during these uncertain times,” said Jonathan Eisner, Vice President of Global Partner Sales and Alliances. “It is an honor to recognize the outstanding achievements and innovation of these partners. We look forward to a fantastic and successful 2021 with our Deltek Project Nation partners as we continue to expand this program around the world.”

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## ***EMA Design Automation to Expand Reach into the Indian EDA Market***

10 March 2021

EMA Design Automation®, a full-service provider and innovator of Electronic Design Automation (EDA) systems solutions, is partnering with Sunstream Global Technologies to expand their reach and provide Cadence system design solutions and support in India. Sunstream Global is an India-based company specializing in solutions and services for Electronic Design, Mechanical Design, Product Development, and associated IT services.

“As the need for collaboration among multinational engineering team increases, it became imperative we meet this demand,” said Manny Marcano, President and CEO of EMA Design Automation. “Our expansion into India marks a milestone as we open up to new opportunities and we are excited to provide a value-added client relationship experience to an even larger audience.”

Companies with engineering teams in India are continuing to increase, making this expansion a natural progression for EMA. This partnership allows EMA to establish a local presence and engage directly with engineers the same way they would with existing customers. Now companies will be able to directly benefit from EMA’s proven track record of customer-first service and support.

Sunstream will carry out EMA’s mission of supporting customers with the best service and products. “EMA is a driver of meaningful change within the EDA industry due to their customer first focus and technological expertise,” said Unni Mecheeri, CEO of Sunstream Global Technologies. “We’re proud to be part of their team”.

Building on the success of a five-year-long relationship, this expanded collaboration will allow customers and partners in India to leverage the same cutting-edge technology and first-rate client experience EMA has been pioneering in North America for over 30 years.

“Unni and his team have helped EMA with numerous successful customer engagements,” said Marcano. “With their professionally trained and competent sales and support engineers, I am confident they will represent EMA professionally and we will jointly provide new clients in India true value-added sales and services.”

To promote our entrance into this market, we are offering special pricing on the industry standard

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OrCAD PCB design software. This unprecedented offer in the Indian market serves to help all engineers regardless of budget get access to the professional grade tools, service, and support from Cadence and EMA they deserve.

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## ***Eric Sterling Joins Vertex Software as Executive Advisor for Manufacturing Solutions***

3 March 2021

Vertex Software announced that Eric Sterling, the previous Senior Vice President and General Manager of Teamcenter at Siemens Digital Industries Software, was named as an advisor to the company. In this advisory role, Sterling provides direction on the company's go-to-market programs, strategic partnerships, and product roadmap. Eric brings over 25 years of leadership experience in sales, service, and marketing PLM products at the enterprise level in discrete manufacturing. In his most recent role as Senior VP, Sterling oversaw the integration of Mentor Graphics into the Siemens DISW business unit. "Eric brings extensive knowledge and experience of the common challenges that the world's leading manufacturers face every day," says Dan Murray, Vertex Software Founder & CEO. "With his direction and consultative approach, we will be able to deliver the best possible solutions for our customers. We are delighted to have him on our team."

"Out of all my experiences over the last 20 years, I've observed that the true value is found when a solution can make things easier for the end user," says Sterling. "What Vertex is doing is extremely unique and innovative, and I strongly believe that their ability to make things easy for the end user is unparalleled. I'm honored to join this team and help guide them towards success."

Prior to serving as Senior Vice President, Sterling also served for over a decade as Vice President in a variety of roles, including Global Marketing, Portfolio Marketing, and Automotive Marketing. Before that, Sterling was the VP of Sales and Services at Engineering Animation, Inc (EAI), where he led the integration and deployment of EAI's technology at large enterprise customers including GM and Ford Motor Company.

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## ***IGEL and Wipro Collaborate as Part of System Integrator Partner Program***

9 March 2021

IGEL, provider of the next-gen edge OS for cloud workspaces, announced an agreement with Wipro Limited, a leading global information technology, consulting and business process services company to drive business continuity and accelerate the delivery of cloud workspaces within today's hybrid work environments that include a mix of remote and on-premises workers. Through this new agreement, Wipro will leverage IGEL OS, alongside cloud workspace platforms from Citrix and Microsoft, as part of Wipro virtuadesk™, its Desktop-as-a-Service (DaaS) solution.

"With businesses working to stay abreast of the changes in the economy brought on by COVID-19, it has become critical that they leverage cloud workspaces like VDI and DaaS in a secure way," said Balaji Subramanian, Senior Vice President and Global Channel Chief, IGEL. "We are pleased to be adding Wipro to our growing network of system integrator partners around the globe. Teaming with them helps our mutual customers reduce costs while quickly scaling their remote work environments in a way that enhances end user productivity and security."



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Purpose-built for enterprise access to virtual and cloud-powered environments of all types, IGEL OS is ideally suited to be the edge OS for environments accessing Windows through a well-managed data center or cloud deployment. IGEL OS is also hardware-agnostic, supporting any compatible x86 endpoint so enterprises can extend the life of aging hardware while standardizing a heterogeneous desktop estate with easy-to-manage policy control and increased security. “By leveraging IGEL OS to deliver its secure cloud workspace offerings, Wipro is enabling enterprise customers to modernize and transform their endpoint computing environments,” continued Subramanian.

Wipro virtuadesk™, is an appliance-based DaaS solution that provides accelerators for cloud readiness assessment, cloud migration and application life cycle management, leveraging Artificial Intelligence, Automation, Internet of Things, mobility and analytics. Wipro virtuadesk™ creates an ecosystem for improved employee engagement and collaboration through simpler IT.

“Today, companies must be prepared to facilitate anytime, anywhere access to systems and information for employees across business units and geographies,” said Satish Y, Vice President, Cloud & Infrastructure Services, Wipro Limited. “Technology is a key enabler of this, but it must also have a global focus. This combines the right mix of global compute and storage capabilities with more subtle elements, such as personalized and configurable services, robust service level agreements, and language capabilities to accommodate the global talent spread. IGEL is helping us deliver our re-imagined solutions, like Wipro virtuadesk™, that create best-in-class virtual desktop experiences to enhance the employee experience, both in the cloud and on-premises, while helping businesses achieve their desired strategic outcomes.”

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## ***Infor and C3 AI Form Strategic Partnership to Deliver Scalable Enterprise AI Industry Applications***

8 March 2021

C3 AI, a leading enterprise AI software provider, and Infor, an ERP technology cloud leader, announced a wide-ranging strategic alliance designed to jointly expand enterprise-class artificial intelligence (AI) solutions across applicable industries to extend Infor’s native machine learning capabilities. This will allow Infor to explore expansion of its industry offerings into edge scenarios and analyze ways to provide deeper capabilities beyond standard Infor offerings.

Infor plans to market, license, and deploy C3 AI prebuilt solutions to Infor customers under the Infor brand and to explore new solutions using the C3 AI® Suite. Infor and C3 AI expect to leverage both companies’ existing digital portfolios to collaborate on new integrated enterprise AI applications that can support specific industry needs. The initial focus will be on predictive maintenance surrounding Internet of Things (IoT) systems with the goal of providing a more proactive and accurate maintenance strategy within Infor’s EAM (Enterprise Asset Management) solution. The partnership is structured to allow exploration into other verticals and is designed to supplement Infor’s existing platform technologies in advanced analytics and embedded intelligence.

“C3 AI offers an incredible array of domain knowledge and AI expertise to help expand our boundaries,” said Infor CEO Kevin Samuelson. “By augmenting our existing Infor product portfolio with prebuilt AI applications from C3 AI that run natively in the cloud, we can expand the Infor portfolio of use cases and further position Infor to capitalize upon the cognitive era. This alliance will combine the industry expertise of Infor and stable of platform technologies with the significant AI capabilities of C3 AI to enable our customers to benefit from state-of-the-art enterprise AI solutions.”

“Infor provides the enterprise resource planning, supply chain expertise, and data platform, while C3 AI

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brings the open, model-driven architecture of the C3 AI Suite that can reduce the time, complexity, and cost of developing and deploying enterprise-scale AI applications,” said C3 AI CEO Thomas M. Siebel. “This alliance is perfectly positioned to fast-track the delivery of scalable, industry-specific enterprise AI solutions. We believe the Infor and C3 AI alliance will provide a useful and robust complement for thousands of customers and prospects.”

“Infor continues to play a key role in Koch’s transformation, with its enabling technology, across nearly every business unit and industry in which we operate,” said Jim Hannan, EVP and CEO of enterprises for Koch Industries, Inc. “Incorporating C3 AI expertise allows Infor to better provide real-time predictive insights, increased revenue and end-user satisfaction, and improved critical compliance and operational processes. The alliance will allow Infor customers, including Koch, to leverage their existing investment in Infor applications while accelerating their move to the cloud and adopting enterprise AI.”

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## ***Infor Appoints Anwen Robinson to Head UK and Ireland***

8 March 2021

Infor announced the appointment of Anwen Robinson as the new senior vice-president and general manager for United Kingdom & Ireland (UK&I).

Robinson joins Infor from TechnologyOne, the Australia-headquartered SaaS ERP company where she was UK&I operating officer and member of the executive leadership team. Prior to this, Robinson was with Unit4 for 18 years, including time as UKI managing director. As a result, she has an extensive, proven track record in the strategic development of cloud-based enterprise software businesses, as well as deep experience of establishing and overseeing global partner ecosystems.

As an engineer and former lecturer, Robinson is a passionate advocate for science, technology, engineering, and mathematics (STEM) education and the development of girls and young women to embrace technology as a career. She is also a long-term supporter and Technology Leadership Group committee member for The Prince’s Trust, which helps young people to realise their full potential.

“With her expertise in cloud ERP and channel development, Anwen has the perfect blend of experience to develop our ongoing investment in the UK market,” said Joerg Jung, Infor executive vice-president for EMEA. “We continue to build momentum throughout the UK and Ireland as businesses look to cloud technologies as part of their digital transformation, and Anwen will play a critical role in this evolution.”

“The cloud-first, industry-specific strategy within Infor has gained a lot of traction in the UK,” Robinson said. “My immediate focus will be building on this early success and demonstrating to businesses throughout the UK and Ireland that modern, cloud-based enterprise software can ensure their digital transformation projects leave them ready for the challenges of a changed world.”

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## ***OpenText Appoints Kristina Lengyel as Executive Vice President, Customer Solutions***

8 March 2021

OpenText™ announced the appointment of Kristina Lengyel as Executive Vice President, Customer Solutions. In this role she will lead world-wide cloud onboarding and success, professional services and

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learning services. Ms. Lengyel will report to Mark J. Barrenechea, OpenText CEO & CTO, and join OpenText's Executive Leadership Team.

"I am delighted to welcome Kristina Lengyel to OpenText. Throughout her career Kristina has had great success in delivering both cloud and off-cloud customer solutions at high-growth companies," said Mark J. Barrenechea, OpenText CEO & CTO. "The Customer Solutions group will be over 3,000 employees strong and focused on helping our customers gain maximum value from OpenText offerings, both in the cloud and off cloud."

Ms. Lengyel has extensive expertise in leading SaaS transformation as well as cloud and customer solutions at high-growth companies. Most recently, she served as the VP of Global Services at Tableau Software, where she helped enterprise and SMBs transform into data-driven organizations. Ms. Lengyel has also led the Professional Services, Engineering and Learning Services groups at companies including Kronos, Open Solutions and Aspect Software.

"I am excited to join a visionary company like OpenText and look forward to leading the Customer Solutions team," said Kristina Lengyel, EVP Customer Solutions. "By applying our insight-driven operating model, and delivering a high-value customer experience, we will be able to guide organizations on their Information Management journey and accelerate their digital transformation success."

Under Ms. Lengyel's leadership, the Customer Solutions organization will bring together the Cloud and Enterprise Professional Services and Learning Services functions at OpenText. This group will focus on cloud transformation, the accelerated adoption of cloud and services as well as customer solutions and success.

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## ***PROS Partners with ISB AG to Tackle Pent-up Demand for Pricing Excellence in DACH***

11 March 2021

PROS®, a provider of AI-powered solutions that optimize selling in the digital economy, today announced a strategic partnership with ISB AG to expand the PROS implementation, integration and support capabilities to customers across Germany, Austria and Switzerland. The new partnership will deliver PROS industry-leading pricing software with ISB AG's implementation expertise to customers with the ongoing support needed to enable future adoption of PROS solutions, helping to accelerate digital selling transformations in the region.

The rise in buyer preference for digital channels has caused pricing complexity to increase exponentially. Pricing systems that generate consistent and harmonized prices across all go-to-market channels are the only way companies can meet the needs of today's buyers while building customer trust and loyalty. A local partner with deep-rooted expertise in navigating complicated IT landscapes can drive a smooth implementation of these critical systems, ensuring companies can best serve their customers now while progressing towards bringing their full digital strategy to fruition.

"Businesses are craving AI-based pricing solutions to meet buyers' expectations for real-time, relevant pricing to drive digital selling initiatives that fuel revenue and margin growth," said PROS Vice President of Alliances EMEA Lionel Chapurlat. "With its strong DACH footprint, proven domain and industry expertise, ISB AG is the right partner for PROS to deliver market-leading pricing solutions to meet these demands while extending our regional presence. Welcome, ISB AG, to the PROS partner

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ecosystem.”

For more than 10 years, ISB AG has supported all aspects of price management such as price analysis, price implementation and discount/bonus management. Implementing more than 1,000 projects, ISB AG brings a methodical, proven approach that has driven success for its customers over a 30-year history.

“The collaboration between ISB AG and PROS will enable customers to power pricing capabilities that best serve the buyers in their markets,” said ISB AG Vice President of Sales Industry Stefan Kröller. “Together, we will help B2B companies in Germany, Austria and Switzerland achieve exceptional business results.”



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## ***Wipro Appoints Pierre Bruno as Chief Executive Officer for Europe, Strengthens Commitment to the Region***

10 March 2021

Wipro Limited, a leading global information technology, consulting and business process services company, announced the appointment of Pierre Bruno as Chief Executive Officer, Europe.

In this role, Bruno will lead Wipro’s business in six distinct regions across Europe. This appointment, a bold indication of the company’s continued investment and focus on the European market, builds on Wipro’s momentum across the region in recent years.

“Pierre brings 25 years of experience in the IT Infrastructure consulting and Services sector. He has managed businesses in both hyper-growth environments and in engineering transformation. With his experience of leading large teams, Pierre is well-positioned to drive Wipro’s growth journey in Europe” said **Thierry Delaporte, CEO & Managing Director, Wipro Limited.**

“I am excited about the opportunity to lead Wipro’s operations in the European market which offers tremendous potential for growth. I look forward to furthering our commitment to European customers as they navigate their business transformation and continue to evolve and shift in a digital world,” said **Pierre Bruno, Chief Executive Officer, Europe.**

Bruno joins Wipro from DXC Technology where he was Vice President and Managing Director of Southern Europe, responsible for all lines of business, including consulting, integration, apps, cloud and cyber security. Bruno also worked with Dell for 14 years in several roles across Asia Pacific, Japan, and EMEA. He played a key role in Dell’s transformation from selling hardware to becoming a major player in providing infrastructure solutions.

Bruno holds a Master’s in Business Administration (MBA), with majors in Marketing and Econometrics from HEC Graduate School in Paris. He also has a Master’s degree in Bio Engineering.

### **Wipro’s Commitment to Europe**

Wipro’s European presence extends to six regions, comprising UK & Ireland, Germany, Switzerland, Nordics, Benelux and Southern Europe, as well as three near-shore delivery locations and includes an array of marquee clients across industries, many of whom the company is helping to transform at scale. Some of the recent deal wins in Europe include

- A significant strategic digital and IT partnership deal with METRO AG, a leading global wholesale company.
- An engagement with Finland-based clean energy producer Fortum to help upgrade its application management system, services integration and management.
- A multi-year global agreement for automotive engineering services with Italian automotive giant Marelli.

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- In Germany, working with Telefónica Germany / O<sub>2</sub> and its wider ecosystem to transform its Business Support Systems and associated Quality Assurance to enable superior customer experience and growth in the B2B market segment.
- A strategic, multi-year infrastructure modernization and digital transformation services engagement by Germany-based energy company E.ON.

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## ***Wipro Recognised at ASSOCHAM Diversity & Inclusion Excellence Awards***

9 March 2021

Wipro Limited, a leading global information technology, consulting and business process services company, announced that it has been recognised at the ASSOCHAM Diversity & Inclusion Excellence Awards, 2020 as the winner for ‘Best Employer for Persons with Disabilities’. Wipro has also been awarded second runner-up for ‘Best Employer for Diversity & Inclusion’ in the category for organizations with more than 5000 employees.

The ASSOCHAM (Associated Chambers of Commerce and Industry of India) Diversity & Inclusion Excellence Awards recognise the efforts of organizations and their leadership to promote Diversity and Inclusivity (D&I) at the workplace. The awards assessed more than 80 organizations on the comprehensiveness of their approach to equality, diversity and fairness in all aspects of business.

“At Wipro, inclusion is a way of life. We integrate diversity effortlessly into our teams and nurture a sense of belonging that helps cultivate a truly progressive work environment. We have created a combination of focussed interventions and programs, equitable practices and inclusive policies. Our efforts aim to sustain a work culture where every individual is respected and can be their true self. We are happy to be recognized by ASSOCHAM for our D&I initiatives,” said Sunita Cherian, Chief Culture Officer & Senior Vice President, Corporate Human Resources, Wipro Limited.

At Wipro, the disability inclusion charter focuses on careers, recruitment, engagement, accessibility, training and enablement. The initiatives are designed to nurture an inclusive work environment for employees with disabilities, by strengthening the ecosystem through inclusive systems, policies and procedures. In 2020, Wipro joined the global movement for The Valuable500, a business to business initiative that aims to be a catalyst for disability inclusion. Across the charter of D&I, the organization has also identified certain key pillars like gender inclusion, disability inclusion, LGBTQ+ inclusion and racial and ethnic inclusion, which are built on comprehensive strategic frameworks aimed at creating an inclusive work culture for all.

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## Events

### ***Altair to present Digital Transformation Solutions for Industrial Machinery at Hannover Messe 2021***

9 March 2021

Altair a global technology company providing solutions in simulation, high-performance computing (HPC), and artificial intelligence (AI) will present its solutions for digital transformation in industrial machinery at Hannover Messe 2021, held virtually April 12-16, 2021.

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Altair's virtual booth will showcase use cases and demonstrations of accurate virtual prototypes propelled by AI-driven decision making, HPC, and cloud enablement. Visitors will be able to hold discussions with Altair experts and attend the company's digital conference, "ATCx – Digital Transformation for Industrial Machinery," which will be hosted in parallel with Hannover Messe activities on April 14, 2021.

ATCx will feature workshops and presentations from customers, partners, and Altair experts, exploring state-of-the-art engineering strategies and trends, particularly the convergence of simulation, process data, and HPC enabling AI decision making. Global leaders from industries including textile packaging, tooling, autonomous robotics, and more will present development strategies addressing machine building industry challenges and showcase why they set simulation at the core of their innovation strategy.

"Altair is well positioned to support the digital transformation happening with forward-thinking organizations in the industrial machinery sector," said Dr. Pietro Cervellera, senior vice president, EMEA operations at Altair. "We are proud to offer the combined power of simulation, HPC, and AI, enabling machine makers to increase efficiency, quality, and innovation while reducing risk and time-to-market."

The presentations and technology workshops will:

- Highlight how simulation strategies are applied to ensure end-product quality and help attendees understand the entire process.
- Show examples of how to represent a machine's mechatronic system behavior to correctly size motors and mechanisms, and to securely increase cycle rates, while maintaining accuracy, precision, and robustness.
- Detail how system simulation optimizes the influence of processes and a machine's controls system to enable virtual commissioning.
- Explain how existing data can be managed and leveraged to enable AI-driven decision making.

The conference will provide valuable education for project managers, engineers, data scientists, and decision makers to learn more about digital transformation while connecting experts from electrical and mechanical design, control engineering, and simulation departments.

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## Financial News

### ***Materialise Reports Fourth Quarter and Full Year 2020 Result***

9 March 2021

Materialise NV, a leading provider of additive manufacturing and medical software and of sophisticated 3D printing services, announced its financial results for the fourth quarter and full year ended December 31, 2020.

Highlights – Fourth Quarter and Full Year 2020

Fourth Quarter 2020:

- Total revenue was 45,301 kEUR, a decrease of 10.7% compared to the fourth quarter of 2019, but an increase of 11.1% compared to the third quarter of 2020.
- Adjusted EBITDA was 7,370 kEUR; Adjusted EBITDA margin was 16.3%.



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- Net loss was (2,118) kEUR, or (0.04) EUR per diluted share, compared to 1,246 kEUR, or 0.03 EUR per diluted share, for the same period last year; the net loss was impacted by non-cash impairment charges and revaluations totaling (3,836) kEUR.

### Full Year 2020:

- Total revenue was 170,449 kEUR in 2020, compared to 196,679 kEUR in 2019.
- Adjusted EBITDA was 20,378 kEUR in 2020, compared to 26,656 kEUR in 2019.
- Total deferred revenue from annual software sales and maintenance contracts increased by 2,575 kEUR to 30,242 kEUR from 27,667 kEUR at the end of 2019.
- Net loss for 2020 was (7,272) kEUR, or (0.13) EUR per diluted share, compared to 1,644 kEUR, or 0.03 EUR per diluted share, last year.
- Cash flow from operating activities was 29,978 kEUR in 2020, compared to 28,402 kEUR in 2019. Total cash was 111,538 kEUR at December 31, 2020.

Executive Chairman Peter Leys commented, “The COVID-19 pandemic made 2020 an incredibly challenging year for economies worldwide, our customers, our business and our employees. For the first time in Materialise’s 30-year history, revenues decreased year over year. While uncertainty remains, we are encouraged by the fact that our fourth-quarter-2020 revenues grew double digits sequentially and that, over the same period, our deferred revenues from software license and maintenance fees grew by 3.4 million EUR. In 2020, we increased our R&D expenses by 7.1% compared to last year, in spite of the COVID-19 related decline of our revenues, and still posted a healthy Adjusted Ebitda of 20.4 million EUR. We closed 2020 with cash and cash equivalents on our balance sheet of over 111 million EUR, a decrease of 17 million EUR compared to year-end 2019, caused mainly by our investments in 2020 in our strategic eyewear-related collaboration with Ditto, Inc and our acquisition of RS Scan to bolster our footwear initiative. In spite of the pandemic headwinds, we believe our continued R&D efforts and strategic investments position us well to expand our existing business and capture new growth opportunities as our company enters its fourth decade and the additive manufacturing market continues to develop.”

### RSPrint Acquisition

On November 9, 2020 Materialise, which already owned 50% of RS Print, the owner of the Phits personalized insole product line, acquired the remaining shares of RS Print and substantially all of the assets of RS Scan, a market leader in the development and supply of intelligent foot measurement technology and systems. The acquisition increased the scope of our Materialise Manufacturing segment and impacted our results of operations for the fourth quarter of 2020 as well as the year ended December 31, 2020, increasing our revenues by 762 kEUR and decreasing our operating result by (562) kEUR.

### Fourth Quarter 2020 Results

Total revenue for the fourth quarter of 2020 was 45,301 kEUR, a 10.7% decrease compared to 50,712 kEUR for the fourth quarter of 2019. Adjusted EBITDA was 7,370 kEUR, compared to 7,749 kEUR for the same period in 2019. The Adjusted EBITDA margin (Adjusted EBITDA divided by total revenue) for the fourth quarter of 2020 was 16.3% compared to 15.3% for the fourth quarter of 2019.

Revenue from our Materialise Software segment was 10,216 kEUR, a 15.7% decrease compared to 12,124 kEUR for the same quarter last year. Adjusted EBITDA for the segment decreased to 3,867 kEUR from 5,026 kEUR while the Adjusted EBITDA margin was 37.9% compared to 41.5% for the prior-year period.

Revenue from our Materialise Medical segment was 17,188 kEUR for the fourth quarter of 2020, compared to 17,209 kEUR for the same period in 2019. Adjusted EBITDA for the segment increased 39.7% to 4,845 kEUR from 3,468 kEUR, while the Adjusted EBITDA margin increased to 28.2% from 20.2%. The segment’s EBITDA for the fourth quarter of 2020 amounted to 239 kEUR and was



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negatively impacted by the impairment of capitalized expenditures related to our tracheal splint development program and of goodwill and intangible assets of Engimplan, for an aggregate amount of (4,606) kEUR. Both impairment charges were non-cash. At December 1, 2020, Materialise acquired the remaining 25% shares of Engimplan in exchange for Engimplan spinal implant business line, which was non-strategic for Materialise.

Revenue from our Materialise Manufacturing segment was 17,889 kEUR, a decrease of 16.0% compared to 21,295 kEUR for the fourth quarter of 2019. Revenue increased 26.4%, however, compared to the third quarter of 2020. Adjusted EBITDA for the segment was 1,099 kEUR compared to 1,761 kEUR while the Adjusted EBITDA margin was 6.1% compared to 8.3% for the prior-year period. Gross profit was 26,165 kEUR in the fourth quarter of 2020 compared to 28,578 kEUR in the same period last year. Gross profit as a percentage of revenue increased to 57.8% from 56.4%.

Research and development (“R&D”), sales and marketing (“S&M”) and general and administrative (“G&A”) expenses increased, in the aggregate, 1.4% to 27,843 kEUR for the fourth quarter of 2020 from 27,462 kEUR for the fourth quarter of 2019. Excluding the impairment charge for capitalized expenditures related to our tracheal splint development program of (2,090) kEUR expenses decreased by (6.2)%.

Net other operating result was (296) kEUR compared to 1,394 kEUR for the fourth quarter of 2019. Excluding non-recurring charges reflecting the impairment of goodwill and intangible assets of Engimplan, and a positive revaluation of our initial 50% interest in RS Print, net other operating result was 1,450 kEUR.

Operating result was (1,974) kEUR, compared to 2,509 kEUR for the fourth quarter of 2019. Excluding the non-recurring impairments and revaluation discussed in the two paragraphs above, our operating result was 1,862 kEUR.

Net financial result in the fourth quarter of 2020 was (596) kEUR compared to (558) kEUR for the fourth quarter of 2019. Due to our acquisition of all remaining shares of RS Print, there is no share in the result of a joint venture in the fourth quarter of 2020.

The fourth quarter of 2020 contained income tax income of 452 kEUR, compared to net tax expense of (562) kEUR in the fourth quarter of 2019.

As a result of the above, net profit for the fourth quarter of 2020 was (2,118) kEUR, compared to net profit of 1,246 kEUR for the same period in 2019. Total comprehensive income for the fourth quarter of 2020 was (1,260) kEUR compared to 1,251 kEUR for the 2019 period.

### Full Year 2020 Results

Total revenues for the year ended December 31, 2020 were 170,449 kEUR, a decrease of 13.3% compared to 196,679 kEUR for the year ended December 31, 2019. Adjusted EBITDA for 2020 was 20,378 kEUR, compared to 26,656 kEUR for 2019. The Adjusted EBITDA margin was 12.0%, compared to 13.6% in 2019.

Revenues from our Materialise Software segment were 39,055 kEUR for the year ended December 31, 2020, a decrease of 6.2% compared to 41,654 kEUR for the year ended December 31, 2019. The segment’s Adjusted EBITDA margin increased to 34.3% in 2020, compared to 33.2% in 2019.

Revenues from our Materialise Medical segment grew by 1.5% for the year ended December 31, 2020 to 61,729 kEUR from 60,809 kEUR for the year ended December 31, 2019. Medical software growth was 3.3%, and revenues from medical devices and services increased 0.7%. The segment’s Adjusted EBITDA margin increased to 22.5% in 2020, compared to 17.7% in 2019.

Revenues from our Materialise Manufacturing segment decreased 26.0% to 69,635 kEUR for the year ended December 31, 2020 from 94,156 kEUR for the year ended December 31, 2019. The segment’s Adjusted EBITDA margin decreased to 3.7% in 2020 from 12.9% for 2019.

## CIMdata PLM Industry Summary

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Operating profit was (4,639) kEUR for the year ended December 31, 2020 compared to 6,936 kEUR in the prior year. Excluding the effect of the impairments and revaluation, our operating profit was (803) kEUR.

Net financial expenses amounted to (3,541) kEUR, compared to (2,305) kEUR for the year ended December 31, 2019. Income taxes amounted to 949 kEUR compared to (2,595) kEUR for the year ended December 31, 2019. Net result decreased to (7,272) kEUR for 2020 from a net profit of 1,644 kEUR in 2019.

At December 31, 2020, we had cash and equivalents of 111,538 kEUR compared to 128,897 kEUR at December 31, 2019. Gross debt amounted to 115,110 kEUR compared to 127,939 kEUR at December 31, 2019.

Cash flow from operating activities for the year ended December 31, 2020 was 29,978 kEUR compared to 28,402 kEUR in the year ended December 31, 2019. Total capital expenditures for the year ended December 31, 2020 amounted to 17,650 kEUR. This amount included 6,617 kEUR of capitalized R&D expenditures from intangible assets, of which 2,185 kEUR related to our ongoing internal digital transformation program.

Net shareholders' equity at December 31, 2020 was 133,104 kEUR compared to 142,782 kEUR at December 31, 2019.

### 2021 Guidance

Mr. Leys concluded, "Although our fourth-quarter-2020 results and the customer feedback we have been receiving to date in 2021 are encouraging, our outlook is currently not sufficiently mature and is too diverse across our various segments and regions for us to provide quantitative guidance for our consolidated full-year-2021 performance. We do believe we have somewhat more visibility in the shorter term. In the first quarter of 2021, we currently expect both our Software and Medical segments will continue to recover steadily, with the potential of posting revenues that come close to their levels in the pre-pandemic first quarter of 2020. We do not expect our Manufacturing segment to recover to the same extent and at the same pace over that period. As a result, we believe that our consolidated revenues in the first quarter of 2021 will be 5% to 10% lower than our revenues in the same period of 2020. Based on the information we currently have, we believe that in the subsequent quarters of this year, as the COVID-19 crisis subsides, the entire group, including our Manufacturing segment, will perform well and grow sequentially. In line with our strategy we will continue to invest in our R&D programs and internal infrastructure, which will weigh on our overall results in 2021."

### Note on Comparability

The year 2019 has been restated to reflect certain reclassification adjustments and the final accounting of the Engimplan business combination. The fair value analysis with respect to the assets and liabilities acquired had not been finalized as of December 31, 2019. Within 12 months of acquisition, we completed the fair value analysis of the Engimplan business combination, with corresponding adjustments to intangible assets, goodwill, property, plant and equipment, inventories and contracts in progress. The impact has been accounted for as retrospective adjustments to our consolidated statement of financial position as of December 31, 2019 and our consolidated income statement for the year ended December 31, 2019. It concerned a fair value correction of the plant and equipment of 674 kEUR, goodwill of 567 kEUR and the related depreciation for an amount of (80) kEUR.

### Non-IFRS Measures

Materialise uses EBITDA and Adjusted EBITDA as supplemental financial measures of its financial performance. EBITDA is calculated as net profit plus income taxes, financial expenses (less financial income), shares of profit or loss in a joint venture and depreciation and amortization. Adjusted EBITDA is determined by adding share-based compensation expenses, acquisition-related expenses of business

## CIMdata PLM Industry Summary

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combinations, impairments and revaluation of fair value due to business combinations to EBITDA. Management believes these non-IFRS measures to be important measures as they exclude the effects of items which primarily reflect the impact of long-term investment and financing decisions, rather than the performance of the company's day-to-day operations. As compared to net profit, these measures are limited in that they do not reflect the periodic costs of certain capitalized tangible and intangible assets used in generating revenues in the company's business, or the charges associated with impairments. Management evaluates such items through other financial measures such as capital expenditures and cash flow provided by operating activities. The company believes that these measurements are useful to measure a company's ability to grow or as a valuation measurement. The company's calculation of EBITDA and Adjusted EBITDA may not be comparable to similarly titled measures reported by other companies. EBITDA and Adjusted EBITDA should not be considered as alternatives to net profit or any other performance measure derived in accordance with IFRS. The company's presentation of EBITDA and Adjusted EBITDA should not be construed to imply that its future results will be unaffected by unusual or non-recurring items.

### Exchange Rate


This document contains translations of certain euro amounts into U.S. dollars at specified rates solely for the convenience of readers. Unless otherwise noted, all translations from euros to U.S. dollars in this document were made at a rate of EUR 1.00 to USD 1.2271, the reference rate of the European Central Bank on December 31, 2020.

### Conference Call and Webcast

Materialise will hold a conference call and simultaneous webcast to discuss its financial results for the fourth quarter of 2020 and other matters on Tuesday, March 9, 2021, at 8:30 a.m. ET/2:30 p.m. CET. Company participants on the call will include Wilfried Vancraen, Founder and Chief Executive Officer; Peter Leys, Executive Chairman; and Johan Albrecht, Chief Financial Officer. A question-and-answer session will follow management's remarks.

- To access the conference call, please dial 844-469-2530 (U.S.) or 765-507-2679 (international), passcode 2875898.

The conference call will also be broadcast live over the Internet with an accompanying slide presentation, which can be accessed on the company's website. A webcast of the conference call will be archived on the company's website for one year.

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### ***Oracle Announces Fiscal 2021 Third Quarter Financial Results***

10 March 2021

Oracle Corporation announced fiscal 2021 Q3 results. Total quarterly revenues were up 3% year-over-year to \$10.1 billion. Cloud services and license support revenues were up 5% to \$7.3 billion. Cloud license and on-premise license revenues were up 4% to \$1.3 billion.

Q3 GAAP operating income was up 10% to \$3.9 billion and GAAP operating margin was 38%. Non-GAAP operating income was up 10% to \$4.8 billion and non-GAAP operating margin was 47%. GAAP net income was up 95% to \$5.0 billion, and GAAP earnings per share was up 113% to \$1.68. The GAAP income statement was impacted by a one-time net tax benefit totaling \$2.3 billion related to the transfer of certain assets between subsidiaries. Non-GAAP net income was up 10% to \$3.5 billion, and non-GAAP earnings per share was up 20% to \$1.16.

Short-term deferred revenues were \$8.1 billion. Operating cash flow was \$14.7 billion during the trailing twelve months.

# CIMdata PLM Industry Summary

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“We continued to extend our huge lead in the cloud ERP market as Fusion ERP grew 30% and NetSuite ERP grew 24% in Q3,” said Oracle CEO, Safra Catz. “Oracle’s rapidly growing highly-profitable, multi-billion dollar cloud ERP businesses helped drive subscription revenue up 5% and operating income up 10% in the quarter. Subscription revenue now accounts for 72% of Oracle’s total revenues, and this highly-predictable recurring revenue-stream along with expense discipline are enabling double-digit increases in non-GAAP earnings per share.”

“Once again in Q3, Oracle’s Gen2 Cloud Infrastructure business added customers, and grew revenue at a rate in excess of 100%,” said Oracle Chairman and CTO, Larry Ellison. “We are opening new regions as fast as we can to support our rapidly growing multi-billion dollar infrastructure business. On the applications front, analysts continue to rank Oracle the clear number one in cloud ERP, and this quarter Oracle signed contracts totaling hundreds of millions of dollars to migrate several more large companies from SAP ERP to Oracle Fusion ERP.”

The Board of Directors increased the authorization for share repurchases by \$20 billion. Oracle also announced that its Board of Directors declared a quarterly cash dividend of \$0.32 per share of outstanding common stock, reflecting a 33% increase over the current quarterly dividend of \$0.24. Larry Ellison, Oracle’s Chairman of the Board of Directors, Chief Technology Officer and largest stockholder, did not participate in the deliberation, or the vote on this matter. This increased dividend will be paid to stockholders of record as of the close of business on April 8, 2021, with a payment date of April 22, 2021.

## Technical Innovations

- Oracle expanded its Cloud portfolio with Oracle Roving Edge Infrastructure to enable secure, scalable cloud services wherever customers need them, even in the most remote areas of the world.
- Oracle developed and delivered a cloud based National Electronic Health Records (EHR) Database plus a suite of Public Health Management Applications to help U.S. public health agencies and healthcare providers collect and analyze data related to COVID-19.
- Oracle launched Oracle Database 21c with more than 200 new features that reinforce the strength of Oracle’s converged database strategy.
- Oracle Autonomous Database scored the highest in all four Use Cases in the 2020 Gartner “Critical Capabilities for Cloud Database Management Systems for Operational Use Cases” report.

## Customer Momentum

- **Australian Data Centres** - To provide high security data center services to Australia’s federal government, major telecommunication companies, and businesses, Australian Data Centres needs secure and scalable computing power, and they need it inside the country’s borders. They chose Oracle Dedicated Region Cloud@Customer to provide that cloud computing power, since it provides all the services and advantages of Oracle Cloud but lets Australian Data Centres put that capacity in an in-country location of their choice.
- **Denver Public Schools** - With the city’s population growing nearly 20% since 2010, Denver Public Schools saw an unprecedented expansion of programs in serving more than 90,000 students in 207 schools. To replace an Infor Lawson system, the Denver Public Schools’ leadership considered Infor, Oracle, and SAP systems. The District chose Oracle Fusion Cloud ERP, HCM and EPM to help them streamline and automate back-office business processes, model and plan across finance and HR, control costs, and drive better decisions.
- **Bed Bath & Beyond** - A North American retailer that sells a wide assortment of home, baby, beauty, and wellness merchandise online and in stores. The company selected Oracle Retail

solutions and Oracle Fusion Cloud ERP for the capability to provide decision-makers with an end-to-end view of financials through merchandising, resulting in better supply chain and store inventory management.

- **AxiomSL** - A global leader in risk analytics, data management, and regulatory reporting solutions, leverages the Oracle Autonomous Database to handle critical workloads for its RegCloud® offering. Autonomous Database has facilitated significant performance gains for AxiomSL over its prior solution when testing more than 160 million rows. The power of Autonomous Database enables AxiomSL to move existing customers to the cloud and expand its client base.

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## Implementation Investments

### *Aquitaine Hospitality Deepens Partnership with Infor for Management of its Hotels, Residences and Restaurants*

9 March 2021

Infor announced that Aquitaine Hospitality, a brand of the hotel group Aquitaine Promotion, is expanding its deployment of Infor HMS (Hospitality Management Solution), the business solution dedicated specifically to the tourism, hotel and restaurant industries. The project, which began in 2016 with the implementation of Infor HMS at the Apparthotel Ténéo Talence Espeleta, has gradually been extended to other properties, including the group's brand new modern accommodation concept: "Live Hotels."

Founded in 2000, Aquitaine Promotion group has organized its activities around three divisions devoted to real estate, restaurants, and hotel management. The group has 130 employees and owns 16 establishments (hotel residences, student residences, hotels and restaurants), two of which will be inaugurated this summer.

Aquitaine Hospitality strategically chose the Infor HMS solution to create more efficient, flexible and scalable management of operations associated with the various professions in the hotel industry. It is continually seeking to modernize practices and to invest in a solution capable of adapting to business requirements, brand and positioning specificities, and critical forecasting analysis models. This is particularly important in the context of current systemic crises but also with future resilience in mind.

“During our research, the Infor solution quickly became the option most attractive to us,” said Damien Varigas, Aquitaine Promotion group's sales director. “Infor HMS responded to various requirements expressed by our teams and managers over the past few years. This is for both ergonomics and functional richness, particularly in terms of analytics, where we had real shortcomings.”

The Infor HMS solution installed in SaaS mode supports Aquitaine Hospitality's natural growth evolution and operational excellence. Partnership with Infor helps to enhance the organisation's new concept of a lively, animated and collaborative hotel, integrated into the economic and social fabric of Bordeaux: Live Hotels. “This is a contemporary hotel concept that could not be envisaged without a high-performance technological platform capable of freeing us from constraints. This is particularly the case at reception, where we wanted to be completely dematerialized. We can achieve this thanks to mobile applications included in the Infor HMS solution,” Varigas said.

“The relationship we have with Aquitaine Hospitality is in line with Infor's industry logic, which

## CIMdata PLM Industry Summary

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continues to invest in research and the provision of innovative technologies and functionalities. This is adapted to all types and sizes of independent hotels brands or hotel groups,” said Christophe Rigault, Infor director of hospitality for southern Europe. “We are pleased to bring these key functionalities to Aquitaine Hospitality. Typically, in times of crisis, Infor solutions like Infor HMS allow local players with a strong identity to be resilient and efficient without ever sacrificing the quality of services offered to their customers.”

Infor has been a true technology partner to hospitality industry professionals for more than 20 years. Today, the company has more than 20,000 customers in the industry, including nine of the world's top 10 hotel brands. Infor partners with small individual hotels as well as large hotel groups to help them manage their operations with greater efficiency, specifically front- and back-office property management, revenue management, and sales and restaurant management.

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### ***Bioworld Speeds Product Development with Centric PLM***

8 March 2021

Bioworld, a leading global manufacturer of pop-culture apparel and accessories, has selected Centric Software®'s Product Lifecycle Management (PLM) enterprise solution Centric 8 PLM. Centric Software provides the most innovative enterprise solutions to fashion, retail, footwear, outdoor, luxury and consumer goods companies to achieve strategic and operational digital transformation goals.

Jason Mayes, Director of Marketing and Intellectual Property says, “Bioworld is a pioneer of pop-culture products. We’ve led the way for over two decades because we look at the licensing industry differently — from the fan’s point of view. We go beyond merch, beyond commerce. We cultivate self-expression.”

Bioworld was founded in 1999. They are a global leader in licensed products, headquartered in Irving, Texas with 10 offices worldwide. Nathan Grant, VP of Creative adds, “We’re affinity amplified. By ‘affinity’ we mean fandom, and when we say ‘amplified’—this is the thing that really sets Bioworld apart within this industry—there’s no other company in our space that works across the number of product categories that we do. We cover ‘head to toe’ from hats to shirts to socks, and ‘closet to kitchen’ from throw blankets to mugs.” Indeed, Bioworld has probably licensed any brand one can think of: Star Wars, Disney, Animal Crossing, and Marvel to name a few.

It is the complexity of dealing with such a large number of products and the variety of categories across various types of retail—B2B, direct to consumer and Amazon channels—that led Bioworld to pursue PLM.

Says Grant, “We manage tens of thousands of unique products every year from a development and also from a production standpoint. We have to track progress of each product from inception to production to retail throughout the development life cycle while also managing our clients’ approvals and changes. The volume of products and approval process adds to the complexity of our operations. With all the moving parts, it seems like an impossible job!”

Patrick Flanagan, Director of IT recalls, “We went on a very long and thorough fact-finding mission, looking at multiple PLM systems over the course of two years with all the stakeholders involved. We used score cards and Centric finished head-and-shoulders above everybody else. The knowledge the Centric team has, shows us that they really understand our industry.”

# CIMdata PLM Industry Summary

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Flanagan continues, “We were able to easily align our business processes with the out-of-the-box functionality of Centric PLM. Everything from design, to tech packs and building BOMs, sampling, merchandise and line planning, is a lot more efficient than before. The ‘one source of the truth’ is key.”

Grant discusses the ease of sandboxing. “It is phenomenal that if we have a challenge we can actually come up with a solution and test it in the system that same day without impacting production. We can ‘what-if’ without affecting the business.”

Bioworld had a lightning-fast PLM implementation of just 3 months. Says Grant, “We were really impressed, not only with Centric’s approach to innovation and best practices, but their ability to remotely deploy so we were able to start using Centric PLM in about a week in accordance with an urgency on our side. Under any circumstances, this would have been impressive but considering the pandemic, it was a minor miracle and a great way to start off our partnership.”

Grant concludes, “What we really want from Centric PLM is speed—and being able to bring the right products to market.”

Chris Groves, President and CEO of Centric Software says, “It is a privilege to be able to contribute to the speed-to-market and success of a company that covers so many categories, channels and beloved brands, providing quality merchandise to fans around the globe.”



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## ***ENGIE Lab CRIGEN and Ansys Accelerate Zero Carbon Energy***

8 March 2021

ENGIE, one of the world's leading suppliers of energy efficiency services, is helping companies transition to carbon-free energy by employing Ansys (NASDAQ: ANSS) simulation solutions. With Ansys' physics-based digital twin technology, ENGIE Lab CRIGEN is developing an ultra-fast and high-fidelity platform to deliver the quality of 3D CFD results in real-time – reducing companies' costs, environmental impact and time to market.

When industrial equipment is inaccessible to physical sensors due to extreme conditions or cost, it becomes harder to predict maintenance requirements and identify efficiency improvements. These improvements are becoming more critical as companies are under increased pressure to conserve energy, reduce greenhouse gas emissions and lessen their environmental footprint. Through its collaboration with Ansys, ENGIE Lab CRIGEN – the ENGIE Group's corporate center for R&D and high-level expertise – is developing an ultra-fast and high-fidelity simulation-based digital twin to maximize the efficiency and sustainability of industrial equipment to boost product reliability and evaluate new concepts in energy production.

Ansys® Twin Builder™ creates simulated replicas of in-service physical assets and presents relevant, high-fidelity information in real-time. These digital twins strengthen ENGIE Lab CRIGEN's zero-carbon strategic initiative, enabling engineers to control industrial processes, anticipate carbon reduction challenges and lower maintenance costs.

"ENGIE Lab CRIGEN is committed to meeting ambitious environmental goals as we help organizations transition to zero-carbon energy," said Guy-Alexandre Grandin, R&D project manager, ENGIE Lab CRIGEN. "Transforming existing technologies and innovating new solutions to meet this challenge is a time-consuming and cost-prohibitive process, and our platform needs an extremely high level of coupling between the real and the virtual world. With Ansys solutions, we can improve product



performance during operation and provide insight into predictive analytics and asset performance management decisions, regardless of the environment."

"Ansys digital twins empower manufacturing companies to transform their businesses through cost savings, new revenue streams and process optimization," said Prith Banerjee, chief technology officer, Ansys. "Our combination of multiphysics and analytics models supports ENGIE Lab CRIGEN as it tackles the challenge of sustainability across corporations and governments and shapes the future of zero-carbon energy."

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## ***Expanded Partnership with Medidata Supports Karyopharm's Mission to Develop First-in-Class Therapeutics***

10 March 2021

Medidata, a Dassault Systèmes company and the global leader in creating end-to-end solutions to support the entire clinical development process, today announced its expanded partnership with Karyopharm Therapeutics. In 2014, Karyopharm selected one Medidata technology solution for a single study. Today, the company is leveraging 10 solutions in Medidata Rave Clinical Cloud in more than 15 clinical studies focused on hematologic malignancies and solid tumors.

"Medidata is pleased to play a key role in supporting Karyopharm's mission of bringing novel therapies to market, providing hope for patients," said Glen de Vries, co-founder and co-CEO, Medidata. "This agreement is a clear demonstration of our shared mission to advance analytics and technology to make a difference in health care."

With Medidata solutions, Karyopharm is able to:

- Centralize operations, eliminate manual data entry, and operate with a clear view of all cross-application data in one place
- Simplify and customize reporting within or across studies and leverage over 30 standard reports
- Reduce complexity by standardizing and improving data quality with powerful artificial intelligence and machine learning algorithms that automatically manage the complexity of clinical data

"Medidata continues to be an important strategic partner for Karyopharm by providing a cutting-edge technological infrastructure that helps us reach our clinical trial goals," said Kristan Gallitano, senior vice president, Development Operations at Karyopharm. "Medidata provides us the flexible, scalable technology and support we need to meet the evolving challenges of drug development."

Medidata is a wholly owned subsidiary of Dassault Systèmes, which with its 3DEXPERIENCE platform is positioned to lead the digital transformation of life sciences in the age of personalized medicine with the first end-to-end scientific and business platform, from research to commercialization.

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## ***Gautier Personalizes the Customer Experience with Dassault Systèmes’ “HomeByMe for Home Retailers”***

9 March 2021

Dassault Systèmes announced that Gautier, a France-based home furniture designer, manufacturer and retailer with stores worldwide, is using the “HomeByMe for Home Retailers” 3D home planning solution to provide customers with complete, personalized in-store and online experiences that encourage collaborative engagement and increase sales.

Gautier has deployed “HomeByMe for Home Retailers” in 72 stores in France, and will gradually roll out the solution to all its 120 stores internationally. In just a year, more than 6,000 customer design projects have already been created and saved using the solution, including 8,200 high resolution renderings of customer room layouts. In 2021, the solution will be integrated into the Gautier website, which will enable customers to design and complete their projects and purchases online – anytime and anywhere – from the comfort of their homes as well as in the store with a trained interior designer. “Gautier is more than just a retailer and manufacturer. We are evolving toward a new role as an interior designer that can provide customers with personalized advice, an immersive design experience and a complete home décor offer, which we feel are key to customer satisfaction and loyalty,” said David Soulard, CEO, Gautier. “We wanted a scalable 3D design planner that could provide state-of-the-art photorealistic renderings and virtual and augmented reality capabilities, as well as centralize all products and both planner and configurator functionalities. Over the next decade, Dassault Systèmes’ ‘HomeByMe for Home Retailers’ solution will be the core of our strategy to personally cater to each customer and strengthen our brand.”

In a competitive market, home retailers must address the consumer trend of personalization while managing evolving shopping habits, legacy technology systems, and a lack of insights into buyer behavior. “HomeByMe for Home Retailers” delivers a seamless web-to-store omnichannel 3D experience. In-store associates and interior designers can work with customers to provide personalized recommendations and generate accurate layout proposals in seconds. Customers can create highly detailed designs with exact dimensions and preferences based on real-time stock availability and cost calculations, and immerse themselves in 360-degree views before sending the order to the furniture factory automatically.

“Surveys have shown that omnichannel strategies in home improvement significantly contribute to increased customer engagement and reinforcement of purchasing decisions - a key driver in the current pandemic. In addition, 3D planning solutions deliver higher customer satisfaction on projects because they were actively engaged in their design and in getting it right,” said Vincent Picou, CEO, 3DVIA, Dassault Systèmes. “Gautier is the first international retailer to offer ‘HomeByMe for Home Retailers’ in its stores, confirming its commitment to helping customers make the right decisions for their home.”

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## ***Haulotte Enables True Enterprise Digital Thread with the Aras Platform***

10 March 2021

Aras, the only resilient platform provider for digital industrial applications, announced that Haulotte, a world leading aerial work platform manufacturer, has selected Aras’ end-to-end PLM platform to enable a true digital thread, ensuring traceability and collaboration across the enterprise. By implementing a digital transformation platform, Haulotte’s six factory locations and twenty-one subsidiaries and offices

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around the world can now access previously siloed critical information and can cultivate continuous collaboration in a single environment, accelerating digital transformation across the organization.

Haulotte's legacy system did not have the flexibility required to sustainably adapt to rapidly changing business requirements. It recognized the need for a digital transformation platform capable of effectively managing and connecting all product information, both internally and with customers and suppliers. Having the ability to continuously and quickly adapt in order to transform their product ecosystem and ensure resiliency was crucial for Haulotte.

With the Aras platform, Haulotte can quickly optimize and implement, ensure seamless collaboration of all users, and have a single reliable data source that can be shared across the enterprise. Today, almost all of the businesses within Haulotte – production, purchasing, quality, etc. – use the Aras platform.

For Digital Transformation projects to succeed, an iterative approach is required. For Haulotte, this starts with linking its global vision to business needs. Then, using the Aras Platform, turn those needs into digital transformation projects, planned out using a roadmap that addresses risk impacts and results, linked to business needs – minimizing the risk of project failure.

“To support our vision to become the most valuable and safest working at height solution maker in creating the serenest customer experience, we wanted to have an agile and collaborative platform to share information between our different sites, but also be able to integrate with our information systems – ERP, CRM, and so on,” said David Breneur, PLM Project Manager of the Haulotte Group. “Aras' end-to-end platform allows us to optimize productivity, enhance consistency and continuity, and increase enterprise collaboration, all while providing the flexibility needed to pivot as our business transforms.”

“We are very pleased with the choice of Aras by the Haulotte Group as the platform for its new PLM initiative,” said Stéphane Guignard, Aras' VP of Operations, Southern Europe. “With the Aras platform, Haulotte will be able to support its mission to put the customer back at the center of the business by bringing marketing and services activities closer to those of design and manufacturing.”

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### ***Infosys BPM and Newmont Corporation Extend their Strategic Collaboration to Standardize & Digitize Delivery Models Across Mine Sites***

11 March 2021

Infosys BPM, the business process management arm of Infosys, announced a five-year extension to its strategic collaboration with Newmont Corporation, a large gold mining company, to standardize and digitize delivery models across its mine sites. Through this renewed engagement, Infosys BPM will drive operational excellence leveraging automation, artificial intelligence (AI), and design thinking, to deliver increased business value for Newmont.

As part of the engagement, Infosys BPM will provide an enhanced end-to-end digital service to Newmont with its analytics-driven platform-as-a-service offering. Infosys BPM will leverage DigiTran, a solution applying advanced techniques like knowledge management, simulation, and best-in-class processes. DigiTran enables remote transition of services and establishes a sound standard operating procedure (SOP) knowledge base to deliver transparent and harmonized processes.

Infosys BPM will also improve Newmont's touchless invoice processing across their Accounts Payable processes and provide a Digital Command Center for real-time visibility into process health metrics and analytical models to identify root causes, and thus boost performance across its operations.

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“We are pleased to continue to partner with Infosys BPM in standardizing and digitizing supply chain processes across our regions. Infosys BPM’s strong leadership commitment and clear understanding of our operations will enable significant productivity improvements, service levels improvements, and cost savings,” said **Ryan Plourde, Group Executive – Supply Chain, Newmont Corporation**.

**Anantha Radhakrishnan, MD & CEO, Infosys BPM**, said, “Infosys BPM is delighted to extend our strategic collaboration with Newmont to standardize and digitally transform processes across mine sites in different geographies. This engagement leverages our deep digital and domain expertise and will fast track Applied AI and RPA (Robotic Process Automation) adoption in mining. This is a testament to our capabilities in digital technology and human-ware, i.e. harmonization, continuous improvement, design thinking, business domain expertise, and empathy. The success of this digital transformation attests to Infosys BPM’s longstanding relationship with Newmont and can be a real game-changer in the sector.”

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## *National Grid Transforms its Business with Appirio and Salesforce*

8 March 2021

Wipro Limited, a leading global information technology, consulting and business process services company, announced that Appirio, a Wipro company, is helping National Grid transform its business with an omnichannel customer experience by unifying its engagement with 68 million customers across two continents.

This global hybrid integration platform was recognized both for its positive business impact and for being among the first implementations of Runtime fabric for MuleSoft in the US. For this innovative work, Appirio has also been named the recipient of the Salesforce Partner Innovation Award for MuleSoft.

Appirio continues to work with National Grid to create a unified customer experience for 8 million customers across three U.S. states, five clouds, and eight subsidiary companies, as well as 60 million customers in the UK. Working in a complex regulatory environment, Appirio is connecting multiple marketing channels, eliminating legacy system data silos, and extending its reach to customers and call centers with MuleSoft and reusable Application Programming Interface (APIs).

"More companies are recognizing the power of connected experiences. MuleSoft provides the scale and flexibility they would need to connect disparate systems," said **Hari Raja, Vice President, iDEAS - Apps and Data, Wipro Limited**. "Our industry accelerators, delivery models, and MuleSoft expertise are helping enterprises achieve faster time to market and reduced operational costs. National Grid's phenomenal growth has coincided with one of the fastest-growing practices in the MuleSoft Partner Network. We thank Salesforce and MuleSoft for recognizing Appirio's contributions to these results, and we look forward to continuing to support National Grid and other customers in every step of their growth journey."

"Congratulations to the Wipro/Appirio team for winning the prestigious Salesforce Innovation Award for MuleSoft," said **Amarendar Bura, Senior Director IT, Solutions Engineering CRM, and Digital Enablement, National Grid**. "Very proud of what we achieved here at National Grid with your support in the last year, and how we continue to mature MuleSoft as our middleware platform powering API strategy to enable our digital transformation journey! This would not have been possible without a great partnership with Appirio/Wipro teams. Proud to work with this Rockstar team!"

"It's inspiring to see Partner Innovation Award winners such as Appirio drive success for customers by

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delivering a unified 360 experience using a hybrid integration platform,” said **Tyler Prince, Executive Vice President, Worldwide Alliances & Channels, Salesforce**. “Now more than ever, companies need to accelerate their digital transformations—and trusted partners can elevate success for customers across industries.”

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## ***The camshaft specialist from thyssenkrupp will control global production with CONTACT Elements***

4 March 2021


**thyssenkrupp's powertrain division is digitizing the shopfloor management at all its manufacturing sites worldwide. The global market leader for assembled camshafts now also relies on the open CONTACT Elements platform for production control and plant maintenance.**

As a partner of all major automotive manufacturers, thyssenkrupp develops innovative powertrain solutions. The company manages global collaboration in its R&D projects with CONTACT's CIM Database PLM. Thereby, the Elements technology platform ensures uniform processes and consistent data across the company with its core services and standard integrations to SAP and other IT systems. The automotive supplier now also wants to use this platform to digitize the shopfloor management. The starting point for the Industry 4.0 project was initially the replacement of a legacy system for maintenance. "A proof-of-concept impressively showed that we could also use CONTACT Elements for efficient production control," says Thomas Binder, Head of Operations at thyssenkrupp's engine component manufacturer. "That's why we opted for an overall solution that enables end-to-end processes in both directions, from development to production to plant maintenance."

thyssenkrupp and CONTACT Software are implementing an integrated application environment for complete order processing in production. The new production control solution provides plant employees with the work documents they need, visualizes relevant key figures such as good/bad parts, throughput times, or error messages in dashboards, and tracks them back to the enterprise systems.

Via the common CONTACT Elements platform, the operational data from the ten global production sites of thyssenkrupp's powertrain business can also be used in future for predictive maintenance, spare parts procurement or product improvements (closed-loop engineering). The new IoT applications are scheduled to go live at the end of 2021 and will be further expanded after roll-out.

"The powertrain division is pursuing a consistent digitization strategy and plans to gradually migrate the island solutions that are still in place," says André Mensing, CONTACT's Strategic Account Manager for the thyssenkrupp Group. "This increases productivity along the industrial value chain and strengthens the position as a technologically leading automotive supplier."

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## ***VELO3D Selected for its 3D-Printed Aftermarket Part Solutions for Gas Turbines in Aviation and Energy***

11 March 2021

VELO<sup>3D</sup> is pleased to announce that CHROMALLOY, a manufacturing and repair solutions provider for gas turbine engine manufacturers and operators worldwide, recently selected the VELO<sup>3D</sup> Sapphire<sup>®</sup> system as their additive manufacturing (AM) solution to significantly impact the economics of future Maintenance, Repair & Operations (MRO) projects in Chromalloy's aviation and energy markets.



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Chromalloy is installing the VELO<sup>3D</sup> Sapphire<sup>®</sup> in its manufacturing and repair services environment. This industrial AM technology is increasingly being adopted by manufacturers as a solution to offset the high costs of low-volume, direct-part replacement for conventionally produced parts when demand and long-term forecasting are uncertain.

“Chromalloy continues to seek innovative alternatives for our customers to extend the life of their engines and reduce their MRO costs,” says John Green, Vice President, Engineering & Technology, Chromalloy. “The VELO<sup>3D</sup> additive manufacturing equipment provides a unique, practical solution for our proprietary LifeX customer solutions.”

According to Chromalloy’s Jim Whitton, Director, Innovation Strategy, “For Chromalloy, 3D printed parts must provide inherent value *because* they are 3D printed. Otherwise, the printing itself is just a novelty. VELO<sup>3D</sup>’s unique build capability and material density create high value by reducing post-processing requirements.”

VELO<sup>3D</sup> will qualify Chromalloy’s machine for 3D printing nickel-based superalloys, including Hastelloy<sup>®</sup>X, which is known for its strength and durability characteristics in high-temperature environments. VELO<sup>3D</sup> is renowned for enabling geometric freedom through its patented SupportFree process. The capability to produce practically unlimited geometries eliminates the need to redesign legacy parts in order to produce them with AM. This tremendously reduces the barrier of transitioning legacy parts, produced historically by casting, welding or brazing, to additive manufacturing.

All Sapphire machines come standard with VELO<sup>3D</sup> ‘s highly automated, user-friendly Flow<sup>™</sup> pre-print software and Assure<sup>™</sup> quality assurance and control system.

“As an industry leader in the aviation MRO space, Chromalloy is an excellent partner for us,” says Benny Buller, VELO<sup>3D</sup> founder and CEO. “They have the expertise to open up a whole market category of parts. With the flexibility to produce high value, high mix, low-volume parts for aerospace, AM allows the supply chain to be scaled to market- and customer-specific requirements.”

Jim Whitton agrees. “For complex gas turbine combustor components that have limited aftermarket availability or high replacement cost, the Sapphire system will allow Chromalloy to produce hardware on-demand, negating high NPI (new product introduction) tooling costs and lead-times of other methods,” he says.



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### ***World-class Aerospace Supplier Achieves Significant Material Savings with Plataine’s AI Software Solution***

10 March 2021

A leading East Asian Aerospace Company has implemented Plataine’s AI-based solution, to achieve significant cost savings and enabling a significant reduction in material waste, while reducing human error and increasing throughput. Plataine’s software was selected due to its strong track record working with aerospace & composites advanced manufacturers, as well as its globally recognized proficiency at implementing AI-based solutions in manufacturing.

Plataine’s Digital optimization manufacturing software automates the creation of cut-plans, creating optimal dynamic plans based on on-hand inventory and incoming work orders to maximize material utilization, radically improving efficiency and quality. The result is cut-plan length reduction resulting in significant material savings. Seamless integration with existing systems – such as ERP systems – allows

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Plataine's AI-based software to undertake dynamic decision making, so that it can change cut-plans on-the-fly as new work orders are received. The automated digitized solution enables staff to make better, more informed decisions.

Plataine's software minimizes errors leading to quality rejects and re-work, allowing faster time-to-market. The system gives complete traceability reports from raw material to end-product by maintaining a complete record of the entire manufacturing process – the Digital Thread. Automated reporting offers a range of customizable reports for managers and operators.

**VP of Manufacturing Operations at the world-leading Aerospace Supplier:** says: “Plataine’s software has transformed our manufacturing operations; Aside from the significant reductions in material waste and human error, I was really impressed at how flexible the software was. This has enabled us to configure it to suit our specific preferences. Deployment was rapid, and involved only two physical visits from Plataine, with zero disruption to our daily production. Additionally, user training was quick, and we started to use the solution immediately after.”

**Avner Ben-Bassat, President and CEO of Plataine,** adds: “As always, working with a world-class aero-composites specialist is a great experience, and we take pride in being able to support the activities of such aerospace industry leaders. We have proven Plataine’s abilities to operate globally, and in East Asia in specific, and I am confident that our technology ensures they will stay at the cutting edge of aerospace manufacturing.”



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## ***Zahid Tractor Turns to Infor for Digital Transformation***

8 March 2021

Infor announced Zahid Tractor, a Saudi Arabia-based Zahid Group company that supplies construction machinery and commercial vehicles, is now using Infor enterprise resource planning (ERP) to streamline and gain visibility across all departments. The integration of Infor M3 for Equipment allows Zahid Tractor to continue to distinguish its customer-centric offering and commitment to excellence across the Kingdom of Saudi Arabia’s construction, transportation and rental sectors.

Zahid Tractor is the authorized distributor of Caterpillar in its Construction Machinery Division, a partnership that has been in place for 71 years. Under its Commercial Vehicles Division, Zahid Tractor is the authorized distributor of Volvo Trucks Group (Volvo Trucks, Renault Trucks and UD Trucks); a partnership that has been in place for 41 years.

Zahid Tractor originally depended on a bespoke homegrown enterprise information technology solution. As the company continued to grow, this solution was no longer feasible and could not support Zahid Tractor’s aggressive digital transformation drive. With the ambition of streamlining all facets of the business as part of its “Ethos of Excellence” and deploying state-of-the-art technologies (such as business intelligence, artificial intelligence and machine learning), Zahid Tractor commissioned one of the big four consulting firms to oversee the due diligence process in selecting the ideal ERP solution. Upon completion of the due diligence process, Infor M3 for Equipment (manufacturing, distribution, equipment dealership and rental ERP solutions) was selected as the ideal solution in achieving Zahid Tractor’s ambitious digitalization aspirations.

Infor M3 met all the requirements stemming from interface-driven initiatives Zahid Tractor has with its original equipment manufacturer (OEM) partners, which help increase supply chain visibility and improve service levels for their customers. This was a key prerequisite of the ERP solution, given the scale and importance of Zahid Tractor’s partners including Caterpillar and Volvo Trucks Group.



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From equipment lifecycle, employee productivity and rental service to maintenance, field service, refurbishment and OEM, to name but a few, Infor M3 is transforming key areas of Zahid Tractor's operations. The end-to-end solution with business analytics provides directors, management and front-line teams with valuable data that assists in planning, day-to-day operations, control and decision-making.

The Infor M3 solution will prove instrumental in helping Zahid Tractor tap high levels of growth in Saudi Arabia's construction equipment market, which is expected to achieve an estimated compound annual growth rate (CAGR) of 4.79 percent from 2020 to 2025, according to a survey by Reportlinker.com. Indeed, Saudi Arabia is moving ahead with megaprojects including NEOM super-city 'The LINE' (a revolution in urban living), the 334-square-kilometer entertainment city of Qiddiya, in addition to large-scale residential construction projects in major cities, in line with its Vision 2030 transformation agenda.

Barig Siraj, Zahid Group vice president of group affairs commented: "Saudi Arabia is home to some of the world's most exciting development projects, and as a leading supplier of construction machinery and commercial vehicles, the Zahid Group of companies is committed to supporting these important initiatives. By deploying solutions such as Infor M3, Zahid Group is increasing its ability to respond quickly and efficiently to customer demand while also improving our overall agility and business success."

"We're thrilled to be working with Zahid Tractor on their digital transformation," said Amel Gardner, Infor vice president for the Middle East and Africa (MEA). "Infor M3 plays a key role in helping organizations gain visibility across their operations, improving productivity and efficiency, and helping management teams have greater confidence in their decision making — all essential qualities for success in high-growth and capital-intensive industries such as construction equipment."

Currently, Zahid Group is working with Infor to roll out Infor Birst Analytics and Infor M3 CloudSuite to other companies within the group.

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## Product News

### ***Autodesk Expands Preconstruction Offering with Global Launch of Autodesk Takeoff***

9 March 2021

Autodesk, Inc. announced the worldwide availability of Autodesk Takeoff, a new product that empowers estimators to perform 2D and 3D quantification workflows from a common data environment to increase collaboration, speed and accuracy during the estimation process. Originally announced at Autodesk University in November 2020, Autodesk Takeoff will join Autodesk Build and Autodesk BIM Collaborate as part of the Autodesk Construction Cloud unified platform. The announcement comes one month after Autodesk Build and Autodesk BIM Collaborate were made available globally for Autodesk Construction Cloud customers.

"Between our BIM coordinators, estimators and self-perform teams, we often work in parallel paths on different iterations of project design data using a variety of tools for coordination, takeoff and budgeting, and to track our productivity and work-in-place. This approach can lead to duplicate work, mistakes and wasted time," said Andy Leek, vice president – technology and innovation at PARIC. "With Autodesk BIM Collaborate and Autodesk Takeoff, we are working smart to centralize all our project information and workflows, which increases transparency, enhances collaboration and creates a better experience for the entire project team. A unified environment empowers our teams to get projects out the door faster

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with less errors, tackle takeoff more efficiently and produce more accurate results and value for our clients. We are delivering on the promise of BIM and using our data to continuously refine our budgeting, planning and scheduling expertise – these are exciting times!"

Now available worldwide, Autodesk Takeoff allows estimating teams to:

- **Better visualize project scope with aggregated 2D and 3D takeoff** – Takeoff types can be used across both 2D and 3D quantification workflows, allowing teams to leverage aggregated quantities from plans and models in an organized, customizable view. Teams can visualize project scope from detailed 3D takeoffs to identify gaps in producing accurate costs and estimates.
- **See updates in real-time with cloud-based document management** – Estimating teams can access the most up-to-date construction documents, drawings and models within Autodesk Docs, the centralized document management solution that underpins both Autodesk Build and Autodesk BIM Collaborate. Working from one centralized platform gives teams access to updates in real time for improved collaboration across projects. With data stored in one location, teams can feel confident they are not duplicating efforts and doing takeoffs more than once.
- **Provide multi-user access to projects** – Multiple estimators can simultaneously access the same project files to review and perform 2D and 3D takeoff, creating a synchronous workflow experience. Estimating teams are notified when a document set is updated to ensure they are always working from the latest information.

"The takeoff process has historically been disjointed, cumbersome and time consuming, which creates a lack of transparency, missed deadlines and an increase in errors," said Sameer Merchant, vice president of construction technology at Autodesk. "With an integrated 2D and 3D quantification solution that leverages Autodesk Construction Cloud's centralized document management, Autodesk Takeoff enables teams to update quantities in real-time and ensure they're working from the latest design files. Autodesk Takeoff allows estimators to easily collaborate to reduce errors, speed up their takeoff process, produce more compelling bids and ultimately win more work."

## **Reduce constructability issues before breaking ground with Autodesk BIM Collaborate**

Autodesk also recently announced the release of Autodesk BIM Collaborate, which empowers VDC teams to align and execute on design intent. Teams can now manage the entire design collaboration and coordination process – including model review and markups, clash detection, issue management and design change analysis – within a single, cloud-based common data environment.

"Information silos between general contractors and trade partners have historically been a challenge in construction, especially during preconstruction workflows," said Weston Short, vice president of engineering and innovation at Gaylor Electric. "Automated clash detection in BIM Collaborate empowers BIM managers from both general contractors and trades to easily coordinate on the same models simultaneously to improve their constructability. Access to these coordinated models, paired with the increased cross-team transparency and collaboration that comes with it, gives teams a massive advantage when planning a project."

"Bringing the entire design coordination process under one roof helps teams secure design intent, reduce rework in the field and improve multi-discipline collaboration," said Richard Parker, director, product management at Autodesk. "Autodesk BIM Collaborate leverages advanced automation for clash detection, empowering designers and trade teams to self-check their work and improve the quality of construction documents – enabling BIM experts to focus more strategically on the important constructability issues. The collaborative nature of the product keeps the entire project team on the same page, reducing costly errors."

As part of Autodesk Construction Cloud, a subscription to Autodesk Takeoff and Autodesk BIM

Collaborate includes and is reinforced by:

- **Autodesk Docs** – A centralized document management solution that underpins the Autodesk Build, Autodesk Takeoff and Autodesk BIM Collaborate common data environment, providing users with seamless navigation and integrated workflows to create a single source of truth across the project lifecycle.
- **Insights** – Analytics capabilities that support the ability to collect, interpret and export project data; encompasses Construction IQ artificial intelligence to identify and mitigate risk.
- **Administration** – Project setup tools including centralized user management and permissioning capabilities, templates and single-sign-on.

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## ***EVBox accelerates towards digital transformation with 3D BIM CAD product catalog powered by CADENAS***

11 March 2021

Since 2010, the Amsterdam-based EVBox Group has been helping companies build a sustainable, future-oriented infrastructure with flexible and scalable charging stations for electric vehicles. With more than 200,000 charging stations in more than 70 locations worldwide, EVBox is one of the most important pioneers in the field of electric mobility. The company focuses on user-friendly solutions for both companies and private households with intelligent features such as Smart Charging. These functions enable the optimization of the charging infrastructure by distributing the available power flexibly and thus efficiently over the charging period. Among other things, this helps to avoid unnecessary costs such as additional charges due to capacity peaks.

With the launch of their 3D BIM CAD product catalog powered by CADENAS for the EVBox BusinessLine and EVBox Elvi charging stations, EVBox is taking another important step towards digital transformation. Especially architects and building planners benefit from the new 3D BIM CAD models. The charging stations can now be integrated into existing 3D project designs with just a few clicks. This way, errors can be avoided already in the planning phase, which means enormous time savings: "Similar to fiber optic cables, charging stations are becoming indispensable when constructing or renovating buildings. With the introduction of a freely accessible digital product catalog of EVBox charging stations, we want to simplify the work of architects and civil engineers in terms of industry-specific regulations," says Corinne Frasson, Director EVBox France.

### **Optimized planning process for building parking lots thanks to 3D BIM CAD models**

For manufacturers like EVBox it is becoming increasingly important to enrich their product data with digital Building Information Modeling (BIM) data. BIM data is already mandatory for many public tenderings, for example in the Netherlands, Germany, the UK, Denmark, Finland and Norway. As civil engineers and architects increasingly pre-model their buildings in 3D, the 3D BIM CAD models of EVBox charging stations can be easily integrated into the designs of building parking lots after their configuration and download.

The digital product catalog from CADENAS enables easy configuration of EVBox charging stations, for example depending on the desired number and power of charging points. Subsequently, the product data can be downloaded in more than 150 native and neutral CAD and BIM formats, such as Autodesk Revit, Nemetschek ALLPLAN, ArchiCAD, Autodesk Inventor, NX, Solid Edge, PTC Creo Parametric, AutoCAD, CATIA or SOLIDWORKS. In addition, the product information is provided in two different

Levels of Development (LOD) relevant for the respective construction phases.

## **Digital twins support expansion of charging infrastructure for electric cars**

The development and expansion of a user-friendly and widespread charging infrastructure for electric cars is essential for a future with sustainable mobility. Philippe Gateau, General Manager of CADENAS France, is excited to support this process by providing 3D BIM CAD models of the EVBox charging stations: "CADENAS is proud to cooperate with EVBox, a major player in the field of charging stations for electric vehicles. As a trailblazer in its industry, EVBox is also a pioneer in providing digital twins for its products. It is a strategic decision: there is a real need in the market and the digital offering has previously been too limited."

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## ***Grow Faster with OpenText Cloud Edition 21.1***

11 March 2021

OpenText™ announced the release of Cloud Edition (CE) 21.1, delivering a tailored combination of industry solutions, API services, flexible delivery models, and expert managed services to help customers support modern work, engage customers, connect businesses to global commerce, and stay ahead of the competition. CE 21.1 delivers solutions OpenText customers' need to grow their businesses.

"Modern organizations know the importance of digitization and automation," said Mark J. Barrenechea, OpenText CEO & CTO. "With Cloud Editions, customers can accelerate their digital transformation regardless of Cloud choice or point of departure. And with continuous innovation provided quarterly, OpenText helps our customers have the modern architecture and platform they need to execute their journey to become even more intelligent, connected, and secure."

CE 21.1 is the most expansive OpenText release to date, providing updates across the five OpenText Clouds.

### **Providing more choice and flexibility**

The OpenText Cloud provides flexible deployment options with managed service expertise and run-anywhere software. Through partnerships with the major public cloud providers, OpenText helps remove barriers to digital transformation and facilitate the smooth flow of information across organizations.

"We are digitizing all of our business workflows with OpenText Extended ECM in combination with OpenText Core Share," said Inge Opreel, CIO, Farys. "Through the use of OpenText Core Signature we can now digitally manage the signatures for the over 50,000 customers per year that need to sign documents when moving in and out of their properties."

The OpenText Content Cloud empowers modern work by improving user productivity, process stability, and providing solutions to assist with regulatory compliance. Key updates in CE 21.1 include:

- Extended ECM for Microsoft Office 365 now integrates with the Microsoft Azure Information Protection (AIP). Users can now maintain encryption and access levels for content, while also enabling key capabilities such as text searching with increased security.
- OpenText Intelligent Viewing – a cloud-first, universal file viewer enabling quick, secure access to any file type with markup, annotation, redaction and transformation capabilities.
- OpenText Extended ECM now supports Salesforce Financial Services Cloud to complete the customer 360-degree view with information management services.
- Next-generation early case assessment and investigations technology with OpenText Accelerate

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Investigation. Now available OnDemand in the AWS cloud, Axcelerate Investigation provides rapid insights to inform case strategy and decisions.

The OpenText Experience Cloud provides a single platform to create engaging customer experiences at scale. Key updates in CE 21.1 include:

- New Qfiniti integration with Twilio Flex delivers advanced call analytics and management for modern cloud contact centers.
- Updates to Media Management, including AI-driven search updates, quick preview capabilities and tools supporting faster content distribution.
- SAP HANA & SAP NetWeaver connectors for Fax2Mail allow faxing from SAP for uninterrupted workflows.
- New RESTful APIs in OpenText Notifications facilitate SMS app integration.

The OpenText Business Network Cloud connects business to global commerce through a unified platform that provides streamlined connectivity, secure collaboration and real-time business intelligence.

Key updates in CE 21.1 include:

- An overlying asset tracking application within the OpenText Industrial Internet of Things (IIoT) Platform delivers a single dashboard for real-time inventory of goods, materials, or pieces of equipment. The application can be combined with OpenText AI and Analytics for improved predictive maintenance and asset utilization.
- API connectors for Trading Grid support companies migrating to SAP S/4HANA.
- Expanded environment, social, governance (ESG) information gathering capability.

The OpenText Security & Protection Cloud strengthens cyber resilience by helping organizations protect intellectual property, customer records and sensitive financial information. Key updates in CE 21.1 include:

- The release of BrightCloud® Cloud Service Intelligence, enabling Cloud Access Security Brokers (CASB) and other security and technology vendors to enforce data-centric security policies and prevent unwanted interactions with cloud services and associated applications.
- New anomaly detection rules engine within OpenText™ EnCase Endpoint Security to help SOCs (Security Operations Centers) detect and remediate potential SolarWinds Orion SUNBURST compromises. OpenText will continue to update detection filters in EnCase Endpoint Security as new malware variants or indicators of compromise (IOCs) are released to help customers respond to this evolving threat.

The OpenText Developer Cloud enables developers to build applications and solution extensions quickly and cost effectively using service-based capabilities in the cloud. Key updates in CE 21.1 include:

- A high-performance key management solution and enhanced security with an additional encryption key layer.
- Full encryption and decryption capabilities for CSS blobs.
- The integration of OpenText Webroot's threat intelligence directly into the developer cloud platform, to help validate that applications can more securely manipulate and manage information.

Underpinning each of the clouds are OpenText solutions for AI and Automation. OpenText Magellan provides pre-built components that can be individually deployed, and the OpenText AppWorks platform enables business and technical users to rapidly build applications that improve efficiency, optimize employee skills, and provide insights. Major enhancements in CE 21.1 include:

- A new Magellan Integration Center that allows content and data to be replicated and synchronized between on-premises applications and the OpenText Cloud.

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- Improvements to AppWorks cloud security to help enable compliance with stringent security capabilities such as FedRAMP.

OpenText provides cloud expertise at every stage of the cloud journey, including services and support to help organizations migrate, manage, and secure Information Management applications.

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## ***New Leica CityMapper-2L configuration enables digital twin creation of cities in complex weather and congested flight operation areas***

10 March 2021

Leica Geosystems, part of Hexagon, introduces the new Leica CityMapper-2L configuration specifically designed for airborne urban mapping projects at low altitude operation. Lower flying heights can be required by air traffic control (ATC) restrictions and in areas with low cloud cover.

The CityMapper-2L features a 71 mm focal length at nadir, ideal for 5 cm GSD data acquisition at flying heights of 940 m AGL. The new lenses offer similar coverage and productivity for a specific GSD as the existing configurations for standard and high flying heights, while significantly expanding the operation envelope.

“This third lense option complements the existing two configurations. The Leica CityMapper-2 now offers three different focal lengths to support all customer and project needs – from low to high altitude flights – while capturing data from 2 - 10 cm GSD”, says Ron Roth, product manager at Hexagon’s Geosystems division. “We are pleased to offer our customers full flexibility to accomplish their projects while meeting the requirements of various local flight regulations and weather conditions.”

Complete flexibility for all flying parameters

The CityMapper-2 is the world’s only hybrid airborne sensor combining oblique imaging and a LiDAR in one system. The sensor efficiently creates digital twins of cities at the highest productivity levels and provides unprecedented image quality. The system includes two 150 MP nadir cameras (RGB and NIR), four 150 MP oblique cameras and a 2 MHz linear-mode LiDAR sensor.

*“With three focal lengths at 71 mm, 112 mm and 146 mm, the CityMapper-2 system can now operate at the highest performance for all flying parameters, from as low as 940 to as high as 1940 m AGL for 5 cm GSD”, Roth adds. “As such, the CityMapper-2 meets the diverse and growing market demands for the creation of 3D digital city models.”*

All sensor configurations are supported by Leica HxMap, the unified multi-sensor high-performance processing workflow available for all Leica Geosystems airborne sensors. The software suite processes imaging and LiDAR data in the same user interface, reducing staff training requirements when processing data from different sensors. Processing CityMapper-2 data with HxMap offers the foundation to produce all airborne data products for smart decision making in rapidly changing urban environments.

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## ***RSim 3.0.0 is now available***

11 March 2021

Tech-X Corporation has released RSim 3.0.0, a cross-platform radiation simulation tool with a user-friendly interface. Inspired by a collaboration with NASA that required Tech-X to determine the level and effect of radiation on an instrument for the Europa Clipper mission, RSim allows engineers to predict radiation dose and flux in order to develop more effective radiation shielding. With its comprehensive design and intuitive user interface, engineers can use RSim without needing to learn C++ input commands or secure their own access to radiation codes such as GRAS or Geant4. In the latest version of RSim, ease of use continues to be emphasized, and RSim 3.0.0 includes multiple enhancements to visualization, modeling, and statistical analysis capabilities.

### **Improved Statistical Analysis, Histograms, and Probe Diagnostic Capability**

The most common RSim application is in designing radiation shielding for delicate equipment and astronauts in unforgiving environments, which requires the development team to continuously look for improvements to accuracy. In RSim 3.0.0, both source and geometry biasing have been implemented, allowing for a significant reduction of uncertainty in simulation results while minimizing simulation time. Histograms have been added to provide another option in data analysis. Finally, the introduction of probe diagnostics gives users the ability to probe radiation environments in different locations and with different materials, providing a more comprehensive picture of the situation being simulated.

### **Increased Options For Simulation Visualization**

RSim 3.0.0 simulation runs create a volume of data in areas of energy deposition, radiation flux, and more. Visual exploration of 3D simulation data can provide additional understanding of simulation results, and visualization features have been greatly enhanced in this version. RSim 3.0.0 features individual plot controls for clips, opacity, log scale, and number of surfaces. Combined nodal and zonal imagery allows users to switch from zonal to nodal visualization for mesh tallies. Lastly, slicing and scale control have been added to the setup interface providing more options during simulation setup.

RSim is the latest product in Tech-X's line of simulation software, which includes VSim, a multiphysics simulation software package, and USim, a multi-charged fluid simulation software package. RSim 3.0.0 is available for purchase now through the Tech-X website.

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## ***Siemens extends Simcenter STAR-CCM capabilities, achieves AWS High Performance Computing Competency Status***

8 March 2021

Siemens Digital Industries Software announces the availability of the latest release of Simcenter™ STAR-CCM+™ software, which has achieved Amazon Web Services (AWS) High Performance Computing (HPC) Competency status. This designation recognizes that Siemens has demonstrated deep experience helping customers optimize their HPC workloads for performance and efficiency using AWS's elastic and scalable cloud infrastructure. The latest release of the multi-physics computational fluid dynamics (CFD) software includes new features to help engineers model the complexity of today's products and explore design possibilities to engineer innovation faster than ever. Simcenter STAR-CCM+ is part of the Simcenter™ portfolio of simulation and test solutions within Siemens.

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Xcelerator™ portfolio of integrated software and services.

“Siemens is proud to be one of the first AWS Partners to achieve AWS HPC Competency status,” said Deryl Snyder, Vice President of Computational Continuum Mechanics at Siemens Digital Industries Software. “Our team is dedicated to helping companies achieve their business transformation goals by leveraging the agility, breadth of services, and pace of innovation that AWS provides.”

Siemens has further expanded the capabilities of Simcenter STAR-CCM+ related to turbomachinery, delivering improved productivity and increased insight into performance for better engineering decisions. Across industries and applications, CFD engineers can benefit from increased productivity through consistent use of best practices and speeding the exploration of design possibilities. Simcenter STAR-CCM+ users can now open simulation files in read-only mode without consuming a license, giving users greater ability to check the set-up, make comparisons and leverage best practices across many simulations.

With Surrogate Models in Design Manager, engineers can predict the performance of thousands of variants either locally around the design of interest to analyze probability of failure, or globally across the design space to quickly create a database of performance results that can be leveraged by the simulation team.

Additionally, Simcenter STAR-CCM+ can now better model the complexity of today’s products through electromagnetic simulations. For all applications with electric circuits, including electric machines, circuit breakers and batteries, engineers can now save significant time with the new Electric Circuit Editor. Engineers can readily sketch sophisticated circuits with an easy-to-use and intuitive graphical interface, enhancing usability of the circuit model and saving valuable engineering time. This release further expands electromagnetic application coverage for electric machines with the introduction of a new excitation coil model, allowing the design of higher power density machines with closed coils such as those found in axial flux machines.

“Simcenter STAR-CCM+ continues to extend its capabilities to model the complexity of today’s products through integrated multiphysics CFD simulations,” continued Snyder. “These improvements enable users to leverage this increasing complexity as a competitive advantage to engineer innovation.”



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## ***Valworx Product Catalog now available on TraceParts CAD-Content Platform***

11 March 2021

Valworx, Inc., a leading supplier of actuated valves and controls, has partnered with TraceParts to publish its 3D product catalog.

Established in 1991, Valworx is an expert in the field of valve actuation and control. They offer hundreds of standardized automated valve assemblies for industrial, food & beverage, HVAC, oil & gas and pharmaceutical applications. Valworx is able to build, test, and ship most orders the same day.

*By partnering with TraceParts to publish the Valworx 3D content catalog, we’ve increased our brand awareness, and now our customers save time by inserting our product data as native 3D models directly into their designs. said Caroline Crowe, Strategic Accounts Manager at Valworx*

The complete range of Valworx products are now available on the TraceParts CAD-content platform. Once configured, designers and engineers all over the world can immediately preview and download Valworx product data in more than sixty (60) different CAD and graphic formats and validate their

designs in their engineering design systems.

*TraceParts is thrilled to work with Valworx to create a seamless digital experience for their customers. The Valworx product catalog, now available at TraceParts.com, allows millions of designers and engineers to access high quality 3D Valworx product data. said Rob Zesch, President of TraceParts America*

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## **Xometry Launches Autodesk Fusion 360 App**

11 March 2021

Xometry, the largest U.S. marketplace for on demand manufacturing, announced today the launch of an app for Autodesk® Fusion 360® in collaboration with Autodesk. This revolutionary integration enables users to get an instant price and lead time from Xometry without leaving the Autodesk Fusion 360 platform. The app is free and can be downloaded directly from the [Autodesk Fusion 360 App Store](#). This app enables design engineers to see the direct impact of design changes on their part's cost and manufacturability without leaving Fusion 360. This instant feedback allows creators to make better parts and increase speed to market.

"Xometry's mission is to help engineers and designers bring their brightest ideas to life with ease," said Bill Cronin, Xometry's Chief Revenue Officer. "From this integration with Autodesk's powerful platform, engineers will get high-quality feedback quickly, enabling them to innovate faster and better." As part of this unique partnership, Xometry will offer an exclusive 10% discount on orders placed through Autodesk Fusion 360, and Autodesk will offer a 20% discount on a Fusion 360 subscription exclusively to Xometry suppliers.

"Autodesk and Xometry share the common goal of doing everything possible to remove inefficiencies, increase transparency and collaboration, and generally improve the journey from design to manufacturing," said Srinath Jonnalagadda, Vice President of Industry Strategy at Autodesk. "Our aim is to remove barriers, early in the design process, to understanding what a part will cost to manufacture and how choosing new processes or more sustainable materials could increase efficiencies, reduce costs, and make a product more relevant. To that end, more closely coupling Xometry's capabilities with Fusion is a no-brainer."

The Xometry Autodesk Fusion 360 app marks the second collaboration between Xometry and Autodesk, joining the existing add-in for Autodesk Inventor. The Inventor add-in can be found for free, along with other popular CAD software add-ins on Xometry's website.

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