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CIMdata News

Aras DevOps - a CIMdata Commentary

10 May 2023

Further Accelerating Time to Value for Aras Innovator Subscribers

Key Takeaways

- DevOps is a methodology that improves the performance of the software development lifecycle (SDLC) by tightly integrating solution development and operation in cloud-based and on-premises solutions.
- To achieve process efficiency all the steps in SDLC from solution planning through deployment and operation must be integrated as a continuous, repeatable workflow. Creating and maintaining the toolchain to support the workflow is complex due to the heterogeneous mix of tools and a lack of standards from a variety of software providers.
- Aras Innovator is well-known for its low code model-based approach to solution configuration and customization. Using this approach, Aras achieves capabilities via configuration that typically require customization in competing solutions.
- The low code configuration data is stored in model elements that need to be managed and configuration controlled. Aras DevOps ensures that low-code data follows the SDLC resulting in shorter time to value and fewer regressions.

Introduction

In today's fast-paced global marketplace, Product Lifecycle Management (PLM) solutions are becoming increasingly important for organizations to manage product-related information throughout the product lifecycle. However, implementing and operating PLM solutions can be a complex task due to their many capabilities, interdependencies, and integrations and how they interact with product information and business processes.^[1] There are many options to configure and often customize, including the data model, workflows, integrations, and business logic. Despite the complexity of PLM solutions, the benefits of a well-implemented system are numerous: including better collaboration across the extended enterprise, improved product quality, more confidence in data accuracy, and shortened time to market. DevOps is a recent innovation to the SDLC that is common in cloud-based SaaS solutions. It manages development complexity and improves software operations in production, although customers typically don't customize multi-tenant solutions. Interest in DevOps is growing in on-premises solutions, including PLM, but is limited to very sophisticated IT environments since maintaining a DevOps toolchain is complex. CIMdata is starting to see clients extend their agile software development environments into an integrated DevOps approach. In this commentary, we will discuss the challenges of implementing and operating PLM solutions and how organizations can leverage DevOps to improve their product development processes.

DevOps

DevOps has become a critical practice for organizations that want to increase the velocity of their software development lifecycle. It is a methodology that brings together development and operations teams to work together seamlessly throughout the entire SDLC. DevOps complements the agile software development approach, which focuses on delivering working software in short cycles. By integrating DevOps into their processes, organizations can shorten their software development cycle times, increase collaboration, improve software quality, achieve faster time-to-market, increase efficiency, and reduce cost.

However, implementing and maintaining a DevOps-based SDLC can be complex and require a wide range of tools and technologies ranging from requirements management, application lifecycle management (ALM), code generation, debuggers, build management, manual and automated test management, deployment, and issue management. Companies often require focused teams to develop and maintain the DevOps environment and toolchains which can be time consuming and costly, especially considering the growing cost of technology professionals.

To apply DevOps principles to PLM, organizations commonly use an agile method to develop solutions that define and execute business processes. The business processes are represented by data models, workflows, business logic, and integrations to other enterprise solutions. The agile tool chain used to develop, manage, and test the software configuration feeds the tools that the operations team uses to deploy and operate the solution. The DevOps process ensures the solution is efficiently created and properly tested and validated throughout the iterative development effort, delivering all requirements without quality regressions into production. Telemetry, the instrumentation of software in production, is often used to ensure the solution is meeting performance and quality requirements during operation and provides feedback for continuous improvement. While most often used in cloud-based SaaS environments, DevOps is also applicable to on-premises environments.

Aras' Approach to DevOps

Aras Innovator is a modern, flexible, and scalable PLM solution that is built with an open architecture on the Microsoft technology stack. The solution is available both on-premises and on Azure as a SaaS solution. Customer configurations are 100% compatible between the two environments. Aras Innovator is well-known for its ability to meet customer's unique and complex requirements using low code configuration technology to tailor solutions. Aras continues their long-standing differentiator of upgrading customer implementations within their subscription contract at no extra charge no matter how much customization has been done. Please review this [CIMdata commentary\[2\]](#) to better understand how Aras accomplishes this.

Aras Innovator's on-premises DevOps solution is a turnkey continuous integration (CI) toolchain that includes all the necessary software for CI and testing (via Aras' Test Automation Framework) and is maintained by Aras. Furthermore, unlimited DevOps training is also included with the subscription. In addition to providing a major improvement to the customer's Aras Innovator SDLC, Aras DevOps delivers a major financial benefit in that it is provided at a single subscription cost, works within a single toolchain designed specifically for Aras Innovator, and

users will never need to invest their own resources to maintain or add new functionality to their CI solution.

Aras DevOps supports planning, creating, building, and verifying, solution configurations as shown in Figure 1. The plan stage includes defining and managing requirements, which define the scope and needed solution capabilities. The create stage is at the core of Aras Innovator’s low-code development environment, which supports item and relationship configuration management and method code management. The build and verify stage focus on repeatability and testing, with automated testing to validate use cases with customer specific test scripts. Within the release stage for Aras Enterprise SaaS customers, Aras DevOps manages the continuous delivery (CD) process. For Aras Innovator on-premises customers, Aras DevOps generates the delivery artifacts for the customer. The customer can integrate to their production environment to create a complete continuous integration/continuous deployment (CI/CD) solution.



Figure 1—Aras’ DevOps Environment Processes and Tools
 (Courtesy of Aras)

The Aras Services team has also adopted a DevOps culture to manage customer configurations and on-premises customers can add the DevOps solution as an option to their subscription. Aras DevOps is now available to end-users for managing their configurations and customizations. The benefits for on-premises customers using the DevOps solution are the same as for any DevOps solution—shortened time to value and improved solution quality. Beyond the basic benefits, Aras Innovator customers receive a solution that is specifically designed to allow the types of customizations that may be required from a PLM solution. The tool is built around a set of practices established through years of configuring solutions for customer implementations. Finally, if on-premises customers migrate to Aras Enterprise SaaS, their solutions and configurations are more easily imported.

In summary, Aras Innovator’s approach to DevOps is a comprehensive DevOps solution that is designed to provide customers with a complete CI environment and toolchain for managing their configurations and customizations. One that is flexible enough to adapt to on-premises

deployment requirements. The company's investment in DevOps ensures that its PLM solution is modern, flexible, and scalable, enabling customers to manage their configurations with ease while reducing errors and improving overall quality.

Conclusion

DevOps is a modern approach to managing the SDLC. It tightly couples software development and configuration with operations and solution execution. Integrating these capabilities improves solution quality, time to value, and return on investment. The Aras approach to DevOps is a great choice for companies looking to modernize their approach to Aras Innovator solution configuration management. The Aras DevOps toolchain is created and maintained by Aras allowing customers to focus on adding capabilities to their PLM solution rather than developing and maintaining a custom software development environment. Additionally, configuration done on-premises using DevOps is fully compatible with Aras Enterprise SaaS, making it a great choice for companies that are considering a future migration to the cloud. By adopting the Aras DevOps solution, companies can benefit from faster development times and higher-quality configurations, making it a great choice for companies looking to modernize their approach to solution configuration management. Aras customers with on-premises implementations should check out DevOps to improve their SDLC processes.

[1] Research for this commentary was partially supported by Aras.

[2] <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/10115-aras-plm-platform-redefining-customization-upgrades-commentary>

CIMdata Announces eBook on Digital Thread in Aerospace & Defense

9 May 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm announces the publication of a new eBook that summarizes the results of a multi-sponsor collaborative research program and highlights Eurostep's perspective on the topic of digital threads. The CIMdata-administered Aerospace & Defense PLM Action Group commissioned the research in collaboration with Eurostep and four other leading PLM solution providers.

The concept of linking multiple representations of a product, each tuned to the needs of various creators and consumers along the lifecycle, is very powerful. Until recently, tracing these linkages has been primarily a manual process. But now, with recent advances in commercial PLM solutions, the digital thread, with automated linkages and traceability, has become a practical possibility.

Leaders in the Aerospace & Defense industry are starting to implement targeted digital thread solutions and envision expanding these solutions upstream and downstream throughout the product lifecycle. There is not much available historically in the way of lessons learned or actual value achieved, which represents a barrier to broader investments from within industry. The shared objective of this research was to gain understanding of needs and opportunities within

industry that will inform digital thread solution strategy, roadmap planning, and guide industrial implementations.

The research findings clearly indicate that digital thread investment within the ecosystem of industrial users, their customers, suppliers, and solution providers is poised for rapid growth. Initial implementations of targeted digital thread solutions have provided proof points of value and essential learnings. Now rounds of investment are ramping up, guided by these early achievements and with expectations driven by the value potential revealed.

“The concept of the digital thread has been at the core of Eurostep's endeavors for over two decades, even before the term gained widespread recognition. We are delighted to witness the outcomes of CIMdata’s survey, highlighting the growing importance of this concept. Emphasizing lifecycle management, traceability, and collaboration, our standards-based software ShareAspace embodies the essence of the digital thread,” said Mr. Rob Bodington, Technical Fellow, Eurostep.

According to Mr. James Roche, CIMdata’s Aerospace & Defense Practice Director, “We know that investment in digital thread today is real and substantial, and the level of investment will continue to rise. That reality positions digital thread as an emerging strategic opportunity within the PLM ecosystem. Investing effectively in solution development as a software provider or solution implementation as an industrial user requires insight into current state enablers, barriers, and future investment drivers.”

To download a complimentary copy of the Eurostep eBook, visit www.CIMdata.com.

CIMDATA PLM ROADMAP 2023 – NOTES FROM CUSTOMER PRESENTATIONS

7 May 2023

In a blog post published by Oleg Shilovitsky on the [Beyond PLM](#) blog, Oleg discusses his experience attending the CIMdata PLM Roadmap event. Oleg says, “The event focus was on a digital thread in heterogenous, extended enterprise reality. The manufacturing industry continues to explore digital transformation and the questions about how to have a cohesive and connected enterprise architecture are coming from industrial companies, vendors, and service providers. The CIMdata event was a great place to meet a diverse group of participants to discuss these questions.” Read the full article here:

<https://beyondplm.com/2023/05/07/cimdata-plm-roadmap-2023-notes-from-customer-presentations/>

CIMdata will host the PLM Road Map & PDT Europe in Paris, France on 15 & 16 November. The theme will be digital thread and will feature new presentations on this topic. Learn more about the PLM Roadmap here: <https://www.cimdata.com/en/events/plm-conferences>

CIMdata to Host a Free Webinar on the Status of the Global PLM Market

10 May 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, “2023 PLM Market Update.” The webinar will take place on Thursday, 8 June 2023, at 11:00 a.m. (EDT) and last for one hour.

The PLM Economy, CIMdata’s phrase describing the global ecosystem of software and services providers that help industrial companies achieve their PLM objectives, has grown strongly over the last decade. This webinar will focus on the results for the calendar year 2022 and will offer insights into CIMdata’s forecast for 2023 through 2027.

This webinar will help attendees:

- Understand how CIMdata’s PLM definition is different from other market influencers.
- Understand the differential growth experienced in the various segments of the PLM market.
- Gain an understanding of the major players in the global PLM market.
- Find out what happened in the PLM market in 2022 from a mergers and acquisitions perspective.

According to Stan Przybylinski, CIMdata’s Vice President and the host for this webinar, “The PLM market, as estimated by CIMdata, grew by 8.6% in the calendar year 2022, below our forecast. The results were solid, with growth in all PLM segments. Some economic headwinds will impact the market in 2023. But the growth drivers for the PLM Economy, Industry 4.0, smart connected products, IoT, and digital transformation, remain strong. Finally, based on other CIMdata research, we seem to have reached a tipping point toward PLM on the cloud.”

Mr. Przybylinski has over 35 years of experience developing business-enabling IT solutions for research, engineering, and manufacturing organizations worldwide. He has worked in R&D, marketing, and communications with Fortune 100 companies and small organizations. At CIMdata, he is responsible for the research agenda, including the CIMdata PLM Market Analysis Report series. Stan has been involved with selecting, consulting, integrating, and implementing large-scale PLM solutions. He has also worked on projects for PLM solution providers and end-user organizations in the automotive, aerospace, consumer packaged goods, high-tech, and medical devices industries. He has spoken on PLM-related topics in Europe, North America, and Asia.

This webinar will be helpful to financial and market planners, competitive analysts, sales teams, leaders from industrial firms, and anyone interested in understanding the performance of the PLM market and its potential growth.

During the webinar, attendees will have the opportunity to ask questions about the topics discussed. To find out more, visit: <https://www.cimdata.com/en/education/educational-webinars/webinar-2023-plm-market-update>. To register for this webinar, please visit <https://register.gotowebinar.com/register/8088143200114693644>.

Eurostep's ShareAspace Speeds Trusted Collaboration in the Automotive Industry - a CIMdata Commentary

11 May 2023

Key Takeaways

- As automotive products continue to become more complex, OEMs rely more heavily on suppliers with special expertise for sophisticated components and subsystems.
- Managing collaborative interactions, including engineering changes, among the numerous companies that contribute to a vehicle's definition, manufacture, and support is essential for bottom-line profit.
- The manual data exchange processes that automotive OEMs have used in the past are no longer sufficient given increased business speed, agility, and systems complexity. However, OEM's that allow suppliers inside their firewall expose themselves to serious risks and liabilities.
- Cooperative and collaborative engineering and manufacturing are evolving throughout the automotive industry requiring trusted exchanges of key information from disparate systems.
- Technology has now advanced to support a collaboration hub independent of the collaboration partners' internal systems. Companies would do well to review their own interaction with the supply chain and look toward the future by deploying a collaboration hub. Eurostep's ShareAspace is providing such a hub to innovative automotive OEMs and their key suppliers.

Introduction

Collaboration requires sharing of design data, with confidence and trust. Sharing a controlled configuration as design decisions are made is critical to orchestrating product development across a large company and its suppliers. The degree of collaboration practices changes based on the trust and criticalness of partnership. This can be characterized as degrees of sharing using a color scale from white to grey to black. White collaboration shares everything, all the time. Grey collaboration shares just important details at critical junctions in product development. Black collaboration shares only interface requirements confirmed at build events, from early prototypes to start of mass production.[\[1\]](#)

White sharing of everything happens when there is complete trust in the partnership and most problem solving is done continuously, collaboratively, in near real-time. This is always done when there is a quality issue that is affecting mass production. It requires a close and trusting partnership.

Grey sharing of important details happens when trust exists, but engineering is done independently since key details or parameters have been contractually agreed to and are measured as a design proceeds into mass production. Many automotive OEM and key Tier 1 relationships rely on grey sharing. Sourcing contracts are easier to enforce in these types of

controlled sharing, though corrective and preventive action is a slower collaboration impacted by waiting on contractual file exchanges.

Black sharing is typical for raw material and commodity suppliers, even if commodities are complex subsystems, like electronics. The amount of data that needs to be exchanged is much less during development. Often this is driven by a standard—for material content, fastener selected, or mechanical joining interfaces. Trust is not a consideration as the commodity or raw material has an existing experience record in mass production. Black sharing slows problem investigations.

Automotive collaboration is increasingly driven by the following factors:

- Experienced automotive system integrators are helping electric vehicle start-up companies with automotive mass production expertise.
- Legacy OEMs have existing file sharing processes and facilities that are becoming data exchange bottlenecks that rely on both human and older file-based databases.
- Some automotive brands are being sold or acquired by different companies, which then drive the need for sharing engineering files from different solution providers.

Automotive OEMs, electric vehicle startups, and Tier 1's with mass production experience have data sharing and collaboration demands that are blurring the degree of sharing and stressing existing data file sharing solutions. EV competitiveness makes effective collaboration and data sharing even more vital. The company boundaries in EV competition are very dynamic. Degrees of sharing must remain flexible, even tailorable, while new products are engineered and produced.

Eurostep Eases Engineering & Manufacturing Information Sharing

Eurostep's services and solutions improve collaboration by enabling the quick exchange of controlled configurations of data—information in a development or manufacturing context. Eurostep's history with data exchange standards and tools/utilities that enable exchanges and their advisory role to many who create bespoke solutions with all types of customers needing digital engineering and manufacturing tools lead them to realize the need for PLM exchange services. The creation of ShareAspace is the result of their expertise.

CIMdata has written about the requirements for secure, stable data exchanges and the use of state-of-the-art cloud technologies as the basis for the ShareAspace platform. Please read the CIMdata commentaries: [ShareAspace: Leveraging Technology Pillars](#), published 9 September 2021 and [A Controlled and Protected Partner and Supplier Collaboration Environment](#), published on 15 December 2020.

With automotive electrification competitors, Eurostep is positioned to help startups, Tier 1's, and even legacy OEMs wanting to modernize their collaboration sharing capabilities and their needs for solutions like ShareAspace. Eurostep's decades long PLM journey started with the development of information exchange standards including STEP AP239, AP242, AP243, and others emphasizing the importance of exchange standards. This experience gave them insights leading to better PLM services, like ShareAspace.

Eurostep’s ShareAspace is a collaboration hub for controlled sharing of product information. Figure 1 depicts the connections between design, manufacturing, and service via ShareAspace even as the data sources are broader than a single PLM solution, which they typically are in large mass production enterprises, especially the automobile industry with its hundreds of suppliers in complex global supply chains.

ShareAspace Design to Manufacturing

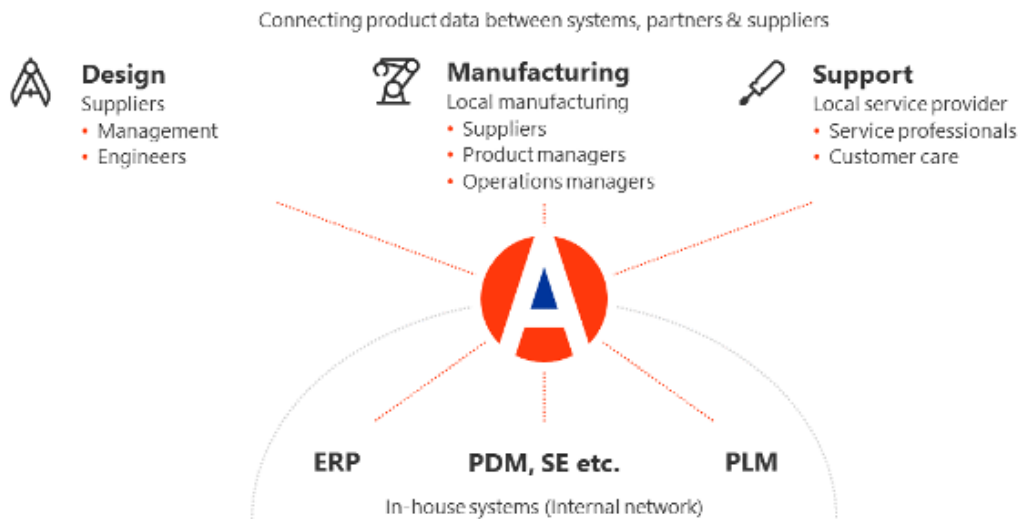


Figure 1—Data Sharing via ShareAspace
 (Courtesy of Eurostep)

The ERP systems needed for global, complex automotive supplier management can be larger than the automotive engineering PLM solutions. Being able to coordinate a set of vehicle information that has pieces from these different PLM and ERP data repositories is key to timely, effective decision making. As countries continue to tighten regulations regarding raw material source and assembly locations, the systems engineering (SE) traceability data for parts and ideas/inventions will present an even more complicated data sharing challenge. Improving information and file exchanges shortens time to key decisions across supply chains. Being able to make decisions in a day instead of weeks or months improves collaboration, understanding, productivity, and product quality.

Many more companies have entered the automotive electrification race, changing boundaries amongst startups, partnerships, consolidations, and Tier 1’s. Tier 1’s and startups are shouldering more innovation and manufacturing responsibilities. The boundaries for exchanges are morphing across the automotive electrification markets as partnerships form, grow, and dissolve. Trusted, secure, and fast information exchanges will be key discriminators in the expanding EV products industries.

Conclusion

File sharing processes, requiring manual steps to share a configured release of engineering or manufacturing data, are slow and error prone. Cloud technologies are enabling innovation partners to quickly share managed information—lots of related data in a decision-making context. Eurostep has built and sells ShareAspace, utilizing Azure cloud services, providing their clients with secure and robust exchanges of related, managed information from key separate data repositories. While many industries are using ShareAspace, the automotive industry is starting to embrace this collaboration solution to improve their competitiveness while developing new electric vehicles.

Eurostep's PLM leadership has developed and is selling ShareAspace running in Azure subscriptions. Eurostep is ready to help electric vehicle startups, Tier 1's, and even legacy automotive OEMs wanting to modernize their information sharing collaboration capabilities.

CIMdata recommends that automakers needing secure cloud-based information sharing with their key suppliers and partners consider evaluating ShareAspace from Eurostep. Especially as the auto industry electrifies most of its fleets, effective, fast collaboration of controlled information is crucial. Battery engineering and manufacturing companies who are implementing new battery design and production processes and facilities should include Eurostep's solutions in their PLM evaluation and selection initiatives.

[1] Research for this commentary was partially supported by Eurostep.

Reimagine Your Possibilities - ACE 2023 - a CIMdata Commentary

12 May 2023

Key Takeaways

- ACE 2023 brought together Aras, their customers, prospects, and partners, as well as a group of industry analysts in Orlando, FL on 1-4 May in a time of great change for the company.
- Aras continues to expand their partnerships with global enterprise software companies (AVEVA and Ansys) building new commercial offerings on top of their Aras Innovator platform.
- Aras and Microsoft announced a major expansion of their long-time partnership, including listing Aras Innovator on the Microsoft Azure Marketplace.
- The event highlighted customers from a range of industries, some long-time Aras users and others just starting their Aras Innovator journey.

CIMdata had the pleasure of attending ACE 2023, the Aras user conference held on 1-4 May 2023 in Orlando, Florida. This was the first in-person ACE since 2019 and a lot has changed since then. For Aras, in 2019 the company was talking about going public in the not-too-distant future. But a 14-month period spanning early 2021 into 2022 saw four major investments in Aras' market space, including a "significant growth investment" into Aras by GI Partners, a private investment firm based in San Francisco, California. With the new investors, the

company had a change at the top, with founder Mr. Peter Schroer transitioning to become an Aras board member and Mr. Roque Martin, an industry veteran, taking over as Chief Executive Officer (CEO). The company reported strong growth before the investment and growth has continued since then. ACE 2023 was really Mr. Martin's coming out party to the Aras community.

During his opening keynote, Mr. Martin hit hard on the event theme "Reimagine Your Possibilities." He urged those in attendance to not be bound by a "traditional approach to PLM" and to remain flexible, open, and ready to adapt to business needs. Mr. Martin emphasized that the attendees should not be "distracted by shiny objects," one of many digs at Aras' market rivals sprinkled throughout his remarks. He focused on how the company's acquisitions enhanced their market position and were consistent with their open and flexible approach. The Minerva acquisition brought in both needed Aras Innovator implementation skills, but also Aras-native high-tech electronics and medical devices industry solutions developed by Minerva. Many of their competitors have industry-specific offerings that can both speed and de-risk implementations in industry verticals and Aras will be able to better take advantage of these opportunities with those solutions in-house.

As a tool-agnostic platform, Aras has long relied on third-parties to help them link with tool offerings from their major competitors (and many others). In May 2022, Aras announced an investment in XPLM Solution GmbH, a global leader in integrating applications, processes, data, and information from a range of solutions, including other PLM offerings, MCAD, ECAD, SysML, ERP, Microsoft Office, Requirements Management, and ALM/software tools. A later presentation offered more detail on XPLM and their XSPHERE offering, which extends Aras' native no-code/low-code approach to integrations.

Aras has also been successful in licensing the Aras Innovator platform for other software companies to build focused applications for their business segments. In 2021, Ansys chose Aras Innovator as the basis for Ansys Minerva, a new simulation process and data management offering. Ansys sponsored the event and provided an update as part of ACE 2023. Mr. Martin also highlighted their 2022 partnership with AVEVA, who will build their Asset Lifecycle Management solutions on top of Aras Innovator, which was the subject of a more detailed presentation later in the program. While not mentioned in the keynote, another partner, SSI, offered a session on how they were linking their ShipConstructor marine design solution with Aras Innovator to offer ShipbuildingPLM. While Aras is not alone in licensing their platform to others as the basis of new offerings, they have been the most aggressive in the PLM space in pursuing these opportunities. All of these OEM partners highlight the importance of the Aras Innovator architecture, upgradeability and openness as major factors in their decision to work with the company.

Mr. Martin followed his solo keynote with a panel session with four major Aras partners. Mr. Mark Hindsbo, Vice President & General Manager for multiple Ansys business units, emphasized how simulation is a key part of the digital thread. CIMdata heartily agrees. For Ansys, it was a make vs. buy decision and it is a "heterogeneous world" out there, making a solution like Aras Innovator a strong choice. Mr. Rick Standish, Vice President of Engineering

Information Management at AVEVA, described his five-year mission to find the right platform provider to bring a “change management focus” to the process industries. In the recent past, AVEVA has undergone a significant evolution itself, being acquired by Schneider Electric and adding some of their new parent’s software assets to a new AVEVA. Even prior to the linkup with Aras, Mr. Standish claimed AVEVA took an agnostic approach to managing information. His presentation included a video showing a 150+foot long process management control center that aggregates engineering, process, and business information to dynamically manage process-centric companies. Over time, AVEVA plans to move from a traditional software firm to a company that offers data and insights as a service to their many leading global process industry customers. They are just starting a multi-year OEM agreement to support developing targeted asset management capabilities in four different industrial sectors. If the small snippet they presented is any indication, they have an enormous vision, one in which Aras will be central in delivering. Why Aras? Mr. Standish said that AVEVA can do things with Aras Innovator that it could not do with other platforms on the market. The flexibility of the Aras Innovator data model, and their ability to make changes to meet their specific needs were also cited by Mr. Standish.

The last member of the panel, Mr. Rad Desiraju, Director of Worldwide Strategy for Microsoft, spoke about how Microsoft can best support manufacturing and supply chain, with a focus on four broad topics: improving customer experience; unlocking innovation and delivering new products; enabling intelligent factories; and building a resilient and sustainable supply chain. It is important to note that Microsoft is a significant manufacturer (think Xbox, Surface, and Azure datacenters), one that relies on Aras Innovator for support. Mr. Desiraju described Microsoft as a “partner-led” company, with thousands of partner offerings on their Microsoft Azure Marketplace and, at this event, the companies announced that Aras Innovator would be available on the Azure Marketplace. As importantly, Azure customers can consume Azure cloud credits on Aras Enterprise SaaS. Being on such marketplaces can provide a lot of business opportunities to the ISVs who are listed there. But to pay for Aras Enterprise SaaS using Azure cloud credits is a big deal. Getting budget to support PLM implementations is consistently cited in our market research as an inhibitor to getting PLM up and running in industrial companies. It could greatly simplify the adoption process for companies that have large Azure consumption subscriptions. If companies can tap into the corporate account this could be huge for both Aras and their customers and prospects.

In a later session, Mr. Standish provided more details on their initial focus. He cited three primary use cases: engineering system of record for the digital twin; requirement and configuration management for regulated industries; and product lifecycle management for highly complex engineer-to-order (ETO) products. Mr. Standish expects their multi-year partnership to yield several commercial offerings, starting with efforts with several “lighthouse” customers. Two joint AVEVA/Aras customers, McDermott and Technip, had presentations in this ACE track.

Mr. Sanjay Angadi, Senior Director of the Systems and Platform Business Unit at Ansys, offered more details on Ansys Minerva. Ansys must thrive in a hybrid environment, stated Mr. Angadi, and they cannot dictate platform choices to their customers. Their Simulation Process and Data

Management (SPDM) offering must co-exist in the broader environment used within their target customers. Mr. Angadi also emphasized that Ansys Minerva is not just an app built on top of Aras Innovator. They subtracted some elements from the Aras code, and added some services of their own. He claimed that Ansys had over 40 Ansys Minerva customers, coming from automotive, federal aerospace & defense, electronics, energy, healthcare, and industrial. He also stated that Ansys Minerva came in #1 in quite a number of competitive benchmarks. But while Ansys Minerva will play a critical role in the product lifecycle, Mr. Angadi recognized that it is only a contributor to the digital thread, and Ansys Minerva will feed information to Aras Innovator (or other PLM offerings) as part of a company's overall digital thread.

ACE 2023 included a wide range of customer presentations, some from long-time Aras Innovator users, to some interesting organizations just starting their Aras journey. Mr. Husman Khan, Head of Engineering Services at Ocado Technology, gave a fascinating presentation on the advanced robotics offering developed by his firm that can pluck a grocery order of 50 items from a warehouse spanning 9 football pitches (it is a UK company) in about 5 minutes. Mr. Khan emphasized that his firm always looks for the best cultural fit when picking strategic partners, a critical decision point in choosing Aras. While Ocado is at the leading edge of technology in its industry, the next speaker came from an organization that is as old as the U.S. Constitution, the United States Postal Service (USPS). Mr. Gregory Lindsey, Maintenance Management Specialist at the USPS, also said they were just starting their Aras journey, but he and his organization face a massive challenge. They have long tried to manage the product lifecycle, but mostly focusing on maintaining their far-flung assets, according to Mr. Lindsey. They chose Aras Innovator to help them build configuration management capabilities accessible by a wide range of USPS users from across a range of functions. The Maintenance function is responsible for configuration management at the USPS and they have a monumental task. They have over 300 mail processing facilities, each with a range of sorting equipment for which they have not developed the specifications (that is in the engineering groups) or taken delivery. They must ascertain the as-maintained bill of material for these systems from archival information and will require integrations with 70 to 80 different systems to support their efforts. Mr. Lindsey was proud to state that the only problems in their initial data migration to Aras Innovator were in the native data itself. As a result, he said their digital thread was "getting nice and linear, not a ball of cat fuzz." In fact, their early results are so promising they plan on taking on bigger chunks of their internal processes to replace roll-your-own (RYO) systems, and bringing engineering work into Aras. To CIMdata, this is a critical step. Configuration starts in PLM, which is most often used to manage engineering work. Support from their system integration partner, Razorleaf, will be critical to their on-going success.

This CIMdata commentary is but a snapshot of the ACE 2023 content. Enthusiasm was high in the audience, both joy in being together once again, but also from the opportunities their work using Aras solutions can bring. Many of the presentations highlighted major implementation successes and the company's future looks bright. (In fact, several of these customers are past CIMdata clients.) Their new equity investors GI Partners pulled the trigger on major investments on Minerva and XPLM that clearly were in the pipeline before they invested, and are continuing many of the business practices that made Aras unique. CIMdata believes the

company's future is bright and looks forward to hearing how some of these new adopters will take Aras in even more exciting directions.

Revolution in Simulation and CIMdata Announce Collaborative Partnership

10 May 2023

Revolution in Simulation (Rev-Sim), the global simulation industry collaboration and technology alliance, and CIMdata, Inc., the leading global Product Lifecycle Management (PLM) strategic management consulting and research firm, announce a collaboration to accelerate innovation through leveraging cutting-edge simulation technologies.

Rev-Sim's expanded cutting-edge simulation focus, including Artificial Intelligence, and Deep Learning, has paved the way for new partnerships with industry software vendors, service providers, and consulting and research organizations such as CIMdata.

Rev-Sim Co-Founder & Managing Director, Malcolm Panthaki explained that while this is a mutually beneficial alliance, the true beneficiaries are the industry's manufacturers, and product development organizations along with the simulation software and services organizations who develop and deploy these cutting-edge technologies.

"This is an important collaboration that brings additional expertise and resources to the Rev-Sim community," said Panthaki. "The industry is keenly aware of CIMdata and its stellar reputation in the PLM space. Today CIMdata is enhancing its reach and offerings in simulation. With this announcement, they will bring this expertise to the Rev-Sim community of companies interested in evaluating, deploying, and leveraging innovative simulation technologies in their organizations. This alliance further validates simulation's expanding and critical role in the product development process."

According to CIMdata's President & CEO, Peter Bilello, "For years, CIMdata has looked to continually improve and enhance our offerings within the simulation and analysis (S&A) and other critical product lifecycle solution domains. We are delighted to collaborate with Rev-Sim and look forward to sharing our expertise with the Rev-Sim community in the critical area of S&A." He added, "Each year CIMdata tracks the S&A market as part of its annual review of the PLM market numbers. In 2022 the S&A market grew by 8.2% to US\$9.01 billion. Early analysis of the market for 2023 suggests another strong year."

Acquisitions

Accenture To Acquire Objectivity to Expand Platform Engineering Capabilities in Europe

9 May 2023

Accenture has agreed to acquire Objectivity, a digital engineering firm specializing in cloud and platform development services that help clients accelerate their transformation journey for rapid innovation. Terms of the transaction were not disclosed.

With headquarters in Coventry, UK, Objectivity's highly-skilled team will join Accenture, bringing additional scale and resources from Objectivity's operations in the UK, Poland, Germany and Mauritius. Objectivity's extensive experience in platform engineering, cloud native computing and application modernization will bolster Accenture's Cloud First capabilities to help clients tap into more open and adaptable platform models and services in order to accelerate their digital transformation.

"A new wave of platform engineering is creating opportunities for companies to accelerate reinvention and value creation. With a strong digital core powered by cloud, organizations can continuously adapt to industry dynamics, using platforms to reimagine value chains and embrace new business models," said Karthik Narain, global lead for Accenture Cloud First. "Objectivity's strong engineering culture and delivery experience will help our clients pivot and launch new products quickly and efficiently."

"The world is undergoing massive changes, which requires organizations to continuously reinvent themselves to drive value. The breadth and depth of Objectivity's engineering assets and talent will bolster our European platform engineering capabilities, providing our clients with the agility they need to redefine their businesses and industries," said Jean-Marc Ollagnier, CEO of Accenture for Europe.

Rob Helle, founder of Objectivity, said, "For more than 30 years, Objectivity has provided innovative thinking to create the most fit-for-purpose digital solutions. Our values-driven culture allowed us to successfully become an international, virtual organisation, where clients and employees have been continuously growing together. Joining the Accenture team will enable us to achieve more because we will be stronger together with Accenture."

The acquisition follows other recent global investments supporting Accenture's Platform Engineering Services, including HeadSpring, Fairway Technologies, Imaginea, among others.

Completion of the acquisition is subject to customary closing conditions.

Bechtel Group strengthens 3D printing business

4 May 2023

Bechtel AG announces the acquisition of 3D printing specialist SGSolution AG. Founded in 2008, the company is based in Wallisellen near Zurich, and in 2022 generated CHF 4.1 million in revenues with just 4 employees. SGSolution has been an authorised channel partner for HP Jet Fusion 3D printing technology in Switzerland since 2017. The purchase extends Bechtel's activities in the area of additive manufacturing, the successful cornerstone of its subsidiaries, Solidpro and Solidline. Solidpro has years of experience marketing HP 3D print solutions. Under the Bechtel umbrella, the two specialists together with SGSolution make up HP's most important partner for 3D printing in Europe. In addition, SGSolution widens the Bechtel Group's PLM portfolio in Switzerland, where Solid Solutions AG has been Bechtel's CAD/PLM specialist since 2011.

3D printing is a forward-facing technology that enables fast speeds and flexibility when translating digital models into physical objects, with use cases ranging from prototyping to cost-

efficient mass production. Specialist 3D printing service providers and manufacturing companies alike take advantage of additive methods to drive the digitalisation and achieve greater flexibility of industrial processes.

“Over the past few years, we have successfully established HP’s 3D printing technology as the leading technology for polymer-based production in Switzerland. Joining the Bechtle Group is an excellent starting point for us to further cement our market position and accelerate our growth,” says Martin Affolter, Managing Director, SGSolution AG.

“We are very pleased to continue the development of our fast-growing 3D printing business with SGSolution. Martin Affolter and his team possess outstanding expertise regarding both the technology and the market, enhancing our competence in additive manufacturing solutions. Plus, SGSolution is also increasing our reach with PLM, engineering and manufacturing solutions in Switzerland,” says Uwe Burk, EVP, Bechtle PLM.

The Bechtle Group has dedicated system houses for PLM solutions in six European countries, including DPS Software, Solidline, Solidpro and Coffee in Germany, planetsoftware in Austria, Cadmes in the Netherlands, Belgium and France, as well as Solid Solutions and now also SGSolution in Switzerland. Together, these specialised subsidiaries have some 900 employees.

The parties agreed to keep the purchase price confidential.

Sage streamlines workflows for SMBs in construction industry with Corecon acquisition

9 May 2023

Sage, the trusted software provider for small and mid-sized businesses (SMBs) in the construction industry, announces the acquisition of Corecon, a cloud native preconstruction and project management solution. The acquisition expands Sage’s relationships with customers beyond financials and reinforces its position as a leading provider of cloud native technology for the construction industry by providing a solution to efficiently manage projects from bid to closeout.

Founded in 1999 in California, Corecon has applied its extensive construction industry knowledge to develop a user-friendly preconstruction and project management software solution, enabling growing construction companies to win new work, easily connect project teams, build more efficiently, and optimize profitability. Corecon’s customers primarily include general contractors, construction managers, subcontractors and custom homebuilders.

“With construction businesses at different stages in their cloud adoption, it is important we provide technology that simplifies complex processes and helps them to work more efficiently and grow,” said **Julie Adams, VP Product, Construction and Real Estate, Sage**. “This acquisition closely aligns with our drive to bring the latest cloud technology to our increasing number of construction customers. By combining our trusted financial solutions with innovative cloud preconstruction and project management capabilities, we will deliver a system that can run every part of a construction business.”

“Sage shares many of the same values and ambition as Corecon which makes it the perfect fit for our colleagues, products, partners and customers,” said **Norman Wendl, CEO and Founder of Corecon**. “We are excited about joining Sage on its journey to help deliver market-leading solutions to the construction industry. What’s more, the acquisition will allow our product suite to accelerate and reach new heights, benefiting our customers as well as their clients and business partners.”

Corecon’s preconstruction and project management solution remains technology agnostic, and will integrate with third party ERP and accounting systems, as well as Sage Intacct Construction, Sage 300 Construction and Real Estate, and Sage 100 Contractor. The acquisition will provide customers with the power of choice – the flexibility to choose the right combination of Sage and partner solutions that best meets their needs.

Company News

Accenture Announces Leadership Appointments in India

5 May 2023

Accenture has announced new appointments to its leadership team in India. Ajay Vij has been appointed to the newly created role of Country Managing Director, and Sandeep Dutta takes over as the lead for its India Market Unit. The company also announced that Rekha M. Menon, Senior Managing Director and Chairperson for Accenture in India, will retire as of June 30.

The primary responsibilities of the Chairperson will now be undertaken by the new appointees. As country managing director, Ajay Vij will expand his current responsibilities as the Corporate Services & Sustainability lead for India to provide overall leadership and drive coordinated decision-making for key company priorities. Sandeep Dutta, the India Sales Lead will now lead Accenture’s India Market Unit, serving as our India business lead responsible for driving business and operations in the domestic market, focusing on growth, market differentiation, and clients. In an expansion of this role, Dutta will now also be responsible for working with the local business communities and representing Accenture with local industry and trade bodies.

During her 20-year career at Accenture Rekha M. Menon has held various roles across Accenture’s growth markets. As Chairperson, she played an active role in growing Accenture’s business, strengthening the company’s presence in its communities and building relationships with key stakeholders including industry, government, and clients. She pioneered the India corporate citizenship strategy and championed the company’s inclusion and diversity agenda.

“I want to express my deepest gratitude to Rekha for her more than two decades of extraordinary leadership. She helped build a strong foundation for Accenture in India across many aspects of our business and leaves behind an outstanding legacy of accomplishments and impact for our clients, our people and our communities,” said Leonardo Framil, Accenture’s Chief Executive Officer for Growth Markets. “I would also like to congratulate Ajay and Sandeep on their well-earned appointments and new responsibilities. I and our entire Global

Management Committee look forward to working closely with them to create significant value for our clients, people and communities in India and those clients we serve around the world.”

Accenture Invests in Stardog to Help Companies Optimize their Data Insights and Value

10 May 2023

Accenture has made a strategic investment, through Accenture Ventures, in Stardog, a leading enterprise knowledge graph platform enabling organizations to do more with, and achieve greater value from, their data in this age of generative artificial intelligence (AI).

Stardog Enterprise Knowledge Graphs, with their ability to make real-world context machine-understandable, are used by companies to facilitate better enterprise data integration and unification. Instead of integrating data by combining tables, data is unified using a knowledge graph’s ability to endlessly link concepts—without changing the underlying data. This ability to unify data serves to connect data silos and produces a flexible data layer across the entire enterprise.

Generative AI and the Large Language Models (LLMs) that underpin the technology have captured global interest and excitement for their ability to instantly retrieve comprehensive answers to users’ questions. A knowledge graph coupled with a fine-tuned LLM enables users to ask questions and draw information contextualized with the user’s domain and data. This functionality benefits users who want to explore data their own way, while also giving enterprise engineering teams the ability to extract structured data efficiently and meaningfully from documents.

“For most large enterprises, the real value of generative AI will come from customizing and fine-tuning large language models and using their own collected data to address their unique business needs,” said Tom Lounibos, managing director, Accenture Ventures. “Foundation models need vast amounts of curated data to learn and that makes solving the data challenge an urgent priority for every business. This is precisely where Stardog’s Enterprise Knowledge Graphs can make a difference by helping organizations unify and optimize their data for this new era of generative AI.”

According to Accenture research, 97% of global executives agree that foundation models will enable connections across data types, revolutionizing where and how AI is used. Nearly all (98%) business leaders agree AI foundation models will play an important role in their organization’s strategies over the next three to five years.

“Stardog’s knowledge graphs help organizations use, interact with, and unlock more valuable insights from their data by enabling them to have highly customized and contextualized conversations with data from across the enterprise,” notes Teresa Tung, chief technologist at Accenture Cloud First. “They provide organizations with a programmatic framework that essentially acts as a data interpreter, translating data into more meaningful inputs.”

Stardog is the latest startup to join Accenture Venture’s Project Spotlight, an engagement and investment program that targets emerging technology companies that can help fill strategic

innovation gaps for the Global 2000. In addition to capital investments, Accenture Venture's Project Spotlight offers unprecedented access to Accenture's technology domain expertise and its enterprise clients. Technology companies co-innovate with Accenture at its Innovation Hubs, Labs and Liquid Studios, working with subject matter experts to adapt their solutions to the enterprise market and scale faster and more effectively.

"Organizations today need to adopt a semantic approach to their enterprise data; otherwise, they will face an endless battle with data silos and data sprawl," said Kendall Clark, co-founder and CEO of Stardog. "Our technology makes it easier for organizations to create and use a semantic layer for enterprise data analytics, which in turn can accelerate their strategic data integration efforts and enhance the productivity of their data engineers and data scientists. We look forward to helping Accenture clients achieve their data unification goals so they can take advantage of generative AI advancements and make knowledge-informed decisions faster."

ANZ partners with InfoConsulting to grow presence in region

8 May 2023

IFS, the global cloud enterprise software company, and InfoConsulting today announced a strategic partnership covering Australia and New Zealand, to strengthen the presence of IFS and its industry-leading solutions. The strategic partnership will see InfoConsulting provide IFS implementation projects and digital transformation services. InfoConsulting Group's services in Australia will also extend to include first and second level support services for IFS customers.

In partnering with InfoConsulting Group, a long-term Platinum Partner of IFS globally, IFS is set to grow digital transformation initiatives across a broad range of industries, through InfoConsulting's strong local capabilities in IT services and solutions for manufacturing, construction, mining and service-centric companies.

Helping deliver a Moment of Service

Helping their customers deliver on their 'Moment of Service' continues to be a fundamental objective and passion at IFS, and according to Warren Zietsman, Managing Director of IFS Australia, this new strategic partnership will ensure that both current and future customers will be empowered to get the best out of their IFS solutions.

"At IFS, we are dedicated to helping our customers deliver on their 'Moment of Service' to ensure that they can address the needs of their own customers," Mr Zietsman said.

"We believe that this strategic relationship with InfoConsulting Group will help us build upon a partner-first business model to expand our reach across Australia and New Zealand delivering best-in-class enterprise technology solutions that truly enhance business performance. Together with InfoConsulting, we look forward to even stronger support for our ANZ customers on their digital transformation journeys."

A partnership built on trust

Head of InfoConsulting Group Mirosław Kamiński said this partnership comes after a long history of trust and excellence built over time working with IFS in Europe, culminating in an aligned purpose to deliver satisfaction to their customers.

“InfoConsulting has been working with IFS for many years to ensure the satisfaction of our customers, regardless of the location or time zone of their operations throughout the world. As experts, we greatly increase the efficiency of enterprises as we support customers in their digital transformation journey,” Mr Kamiński said.

“The strategic agreement with IFS for the Australia and New Zealand region is a confirmation of the trust we have built in each other over time. As a winner of the global IFS Customer Choice Partner of the Year award, we support our customers on almost every continent.”

“We are confident that, together with IFS, we will increase the number of new IFS customer names in the region and provide very high level of support and maintenance services already proven in our existing customer and partner base.”

InfoConsulting Group is a strategic partner, offering services to IFS customers from business consulting, technical development and IFS support via a global support program that provides first and second level support to over 20,000 IFS customers.

DELTEK CELEBRATES ITS SMALL BUSINESS MOMENTUM

5 May 2023

Deltek, the leading global provider of software and solutions for project-based businesses, announced that it continues to see considerable momentum around small businesses using its solutions. Deltek’s small business customer base grew by nearly 20% in 2022, with government contractors accounting for nearly half of that growth.

Keeping pace with technological innovation is an invaluable tool for growth and can give small businesses an advantage, where speed and staying ahead of competitors are crucial to success. Deltek enables small businesses with easy-to-use technology that scales seamlessly, to help achieve performance that maximizes productivity and revenue. Deltek’s industry-specific software adapts and evolves with the needs of growing companies, providing the security, privacy, and flexibility small businesses need while empowering their remote teams with an accessible, reliable platform.

Deltek Celebrates Small Business Week, April 30-May 6

Deltek is proud to support thousands of small businesses across the globe on their path to success. During Small Business Week, April 30-May 6, Deltek highlighted its customers and breadth of its offerings to help small businesses succeed.

Deltek’s Small Business Hub includes educational resources for business owners including best practices, research articles, videos and more information to help them maximize their success winning and retaining government contracts, better navigate within the public sector, and take control of driving their businesses forward.

For decades, small businesses have trusted Deltek with business solutions that are cost-effective, agile, scalable and prepare their company for long term growth and innovation. A&E firms use Deltek Ajera to increase project profitability, improve utilization rates and streamline back-office accounting processes. With solutions like Deltek Specpoint and Deltek +

ArchiSnapper, small businesses have even more access to intelligent tools to collaborate on projects throughout the project lifecycle. And for construction firms, Deltek ComputerEase is the leading tool for construction accounting, job costing, project management, payroll services, cloud hosting and more.

In the government contracting space, small businesses rely on Deltek Costpoint, the gold-standard ERP for government contractors. Costpoint delivers more innovation and greater intelligence through an all-in-one system across the project lifecycle. Small businesses also utilize GovWin IQ, which enables companies to identify early-stage opportunities, plan strategically, build relationships and navigate the competitive contracting landscape.

“Finding the right technology partner is more important than ever for small businesses as they try to remain competitive in today’s economy and plan for the future workforce. Deltek is proud to support over 10,000 small businesses and arm them with the tools and resources they need to run a successful business today and scale their business for tomorrow,” said Warren Linscott, SVP and Chief Product Officer of Deltek. “We’re thankful to all the project-based businesses that trust us as their technology partner. We have a lot more innovation on the horizon and we look forward to continuing to power project success for all of Deltek Project Nation.”

iBase-t Successfully Completes SOC 2 Type 2 Certification

9 May 2023

iBase-t, the company that helps its customers simplify how complex products are built and maintained, announced the successful completion of its Service Organization Control (SOC) 2 Type 2 certification. Completion of the SOC 2 Type 2 audit certifies the highest level of security and data protection standards for iBase-t’s customers.

SOC 2 Type 2 compliance ensures iBase-t’s ability to not only implement critical security policies but also prove compliance over an extended period of time. The comprehensive audit followed strict adherence to the standards established by the American Institute of Certified Public Accountants (AICPA) and found no deviations based on the Trust Services Criteria for security and confidentiality and the controls to meet these criteria.

“We are proud of the commitment we have made to protecting customer data and upholding the processes put in place by the AICPA,” said Dr. Sung Kim, Chief Product and Technology Officer at iBase-t. “This certification demonstrates our commitment to maintaining the highest level of security and data protection standards for our customers and stakeholders.”

iBase-t’s Solumina iSeries Manufacturing Operations Platform offers manufacturers and suppliers an affordable option to accelerate the adoption of new digital technologies that can quickly drive business value when deployed as a cloud-hosted, managed SaaS solution. Resource-constrained manufacturers and their suppliers now have an affordable option to accelerate the adoption of new digital technologies that can quickly drive business value when deployed as a cloud-hosted, managed SaaS solution.

Informatica Marks a Significant Milestone in its Cloud-First Transformation with the Launch of its Next Generation ISV Partner Program

9 May 2023

Informatica, an enterprise cloud data management leader, announced early access for its next generation Independent Software Vendor (ISV) partner program at Informatica World 2023, the company's annual customer conference underway in Las Vegas. The revamped, cloud-focused program, **ISV Innovate**, will provide a diverse range of ISVs with an unparalleled opportunity to showcase their products and solutions to some of the most impactful global enterprises through high-value integrations with Informatica's Intelligent Data Management Cloud (IDMC).

"ISV ecosystems, and the talented partners they attract, are invaluable for cloud companies like ours to accelerate platform and revenue growth, scale demand, and bring the latest complementary innovations to our customers. Now, we are ready to build a vibrant ISV program on top of our foundational IDMC platform, one that'll broaden the capabilities for our customers with new verticals, use cases, and solutions, and give our partners the chance to participate in the most diverse cloud data management ecosystem in the market today," said **Rik Tamm-Daniels, GVP, Technology Alliances at Informatica**.

Due to the breadth and depth of Informatica's industry-leading, multi-cloud IDMC platform and its 5000 plus-strong global customer base, the program provides a unique opportunity for a broad range of ISVs to seamlessly bring their capabilities to market. Concurrently, IDMC customers will benefit from access to more data and broader data management innovations from ISVs, such as:

- *Data source providers*
 - I.e., with **Neo4J** and **SingleStore**, customers can seamlessly connect to and read/write data from these sources
- *Data protection and security ISVs*
 - I.e., with **Anonos**, customers can get end-to-end, multi-mode data protection for IDMC so users have access to only the data they should
- *Data Enrichment ISVs*
 - I.e., with **Dun & Bradstreet** and **ZoomInfo** customers can enrich their Business360 and Customer360 data with pivotal data from these providers
- *Data-driven Applications ISVs*
 - I.e., with **Productsup** customers can join their product catalog management solution with Informatica's Product360 for a complete Product Information Management solution

Through our partnership with Informatica, IDMC Master Data Management service users can effortlessly connect to and seamlessly integrate ZoomInfo's comprehensive and accurate business data, unlocking unparalleled customer insights," said **Amit Rai, SVP OperationsOS**

Business, Solutions Engineering, & Data Services at ZoomInfo. "For our joint customers, it's a huge win, as they can leverage ZoomInfo's extensive dataset to enhance their customer targeting, personalize their outreach efforts, and make well-informed decisions. This collaboration empowers businesses to stay ahead of the competition and achieve remarkable success."

SingleStore, a leader in the real-time DBaaS market, is excited to be part of Informatica's IDMC ecosystem. The ISV Innovate and INFACONnect programs provide us with the capabilities we need to integrate with Informatica's cloud products, allowing Informatica's cloud customers to connect easily to the SingleStore cloud ecosystem," said **Karl Hoffmann, VP Technology Ecosystem at SingleStore.**

Designed for the cloud, ISV Innovate offers self-service extension publishing and management and streamlined integration capabilities via INFACONnect. The program reduces customer friction through third-party ISV extensions to IDMC or applications developed on top of the platform and offers unique partner value and monetization based on consumption.

Karine Calvet and Pierre-Yves Roussel join Lectra's Board of Directors

10 May 2023

Lectra's Annual Shareholders' Meeting held on April 28 appointed two new Directors, Karine Calvet and Pierre-Yves Roussel for a four-year term. They both will become members of the Strategic Committee, replacing Bernard Jourdan, Lead Director, and Anne Binder. Karine Calvet also becomes a member of the Corporate Social Responsibility (CSR) Committee.

The Lectra Group's software, cutting equipment, data analysis solutions and associated services enable its customers to benefit from advances in Industry 4.0.

With its new strategic roadmap for 2023-2025, the Group aims to use its expansion – mainly due to the acquisition of Gerber in June 2021 – to accelerate its growth, significantly increase the share of SaaS in its sales, and seize opportunities for external growth. Supported by the commitment of its staff and recognized by its customers, Lectra will also be at the forefront of a more sustainable future.

Daniel Harari, Chairman and CEO of Lectra, said at the Shareholders' Meeting: *"First, we would like to offer our warmest thanks Anne Binder and Bernard Jourdan for their commitment and for their important contribution to Lectra's development over the last twelve years. We are delighted to welcome Karine Calvet and Pierre-Yves Roussel to Lectra's Board of Directors. Karine Calvet brings an excellent knowledge of the IT and industry sectors, as well as solid expertise in strategy, management and sustainable development. Pierre-Yves Roussel, for his part, has an in-depth knowledge of the fashion and luxury markets and expertise in strategy, management and governance."*

Karine Calvet is Vice-President EMEA responsible for Partners at AVEVA, a subsidiary of Schneider Electric.

She began her career at CGI in 1993 and has spent most of it in IT: sixteen years in services companies, seven years in telecommunications, and six years in software.

She has had leadership roles in telecommunications environments for leading global companies (CGI, Capgemini, Alcatel-Lucent, Verizon, Microsoft and currently Schneider-Aveva), focusing on digital transformation.

Karine Calvet served as Head of Industry at Capgemini, then managed worldwide teams at Alcatel-Lucent as Vice-President, Eastern Europe then at Verizon as Managing Director. Her time at Microsoft strengthened her software expertise, her direct and indirect channels skills, and her experience in IT services.

In the last two years, as Vice-President, Southern Europe then Vice-President, Partners and Alliances at Schneider-Aveva, Karine Calvet has worked closely with industrial companies to help them meet the challenges of operational efficiency, safety, cost management, sustainability and decarbonization by taking advantage of digitalization.

Karine Calvet is a graduate of Sciences Po and of Université Paris 1 Panthéon-Sorbonne.

Pierre-Yves Roussel has been CEO of leading US fashion label Tory Burch since January 2019.

He began his career in investment banking with HSBC in Brussels, then at Morgan Stanley in London.

In 1990, he joined management consulting firm McKinsey & Company in France, where he led numerous consultancy assignments in the fashion, luxury, distribution and media sectors in Europe and Asia. In 1998, he was elected Partner then, in 2004, Global Senior Partner (Director).

In 2004, he joined the LVMH Group Executive Committee as Executive Vice-President, Strategy and Operations, reporting directly to Bernard Arnault. In 2006, he was appointed Chairman and CEO of LVMH Fashion Group, one of the LVMH Group's five branches of operational activity.

From 2006 to 2018, he was Chairman of the Board of the brands Céline, Givenchy, Loewe, Kenzo, Pucci, Rossimoda, Marc Jacobs, Donna Karan, Berluti, JW Anderson and Nicolas Kirkwood. He has also been a member on several prestigious fashion juries including Andam, CFDA Fashion Incubator, and the LVMH Fashion Prize. He was a member of the management committee of the Chambre Syndicale de la Mode et de la Couture from 2010 to 2018. In 2018, he left the LVMH Group to take up the post of CEO – based in New York – of the company Tory Burch. Founded by his wife in 2004, the private family-run company has more than 350 stores worldwide, 13 retail websites, and nearly 5,000 employees.

Pierre-Yves Roussel is a graduate of Brussels University and the London Chamber of Commerce. He also holds an MBA from the Wharton Business School (University of Pennsylvania).

MBD Industry Leaders Join Forces: ITI And Capvidia Partner Together To Deliver MBD/MBE Solutions

8 May 2023

International TechneGroup Incorporated (ITI), a Wipro company, and Capvidia, renowned providers of CAD/CAE data interoperability, validation, and migration solutions, have formed a

strategic partnership. The collaboration between the two companies provides specialized support to existing Fortune Global 500 customers in the manufacturing and their supply chain.

By utilizing machine-readable manufacturing data, MBD (model-based definition) and MBE (model-based enterprise) aim to establish a single source of truth for documentation, automate manual workflows, and minimize rework and scrap on the shop floor. These benefits are immediate and compound over time. However, this shift in process and organization necessitates guidance for many large OEMs and their suppliers.

ITI and Capvidia's partnership will share collective knowledge and decades-long technical expertise, advising companies as they deploy and utilize MBD workflows to drive digital transformation and innovation across departments, factories, and industries.

"ITI and Capvidia share a common vision of providing our customers with best-in-class software solutions that drive efficiency, productivity, and innovation," Tony Provencal said, Business Development Director at ITI. "This partnership is a strategic move to combine our collective strengths and knowledge to serve our customers better and offer them enhanced support and services."

Both companies will also share their industry-leading MBD software including CADIQ (CAD validation & revision comparison), MBDVidia (CAD translation & MBD workflow). These software solutions enable companies to publish and validate digital modeling standards such as QIF and STEP AP242.

"Capvidia is excited to collaborate with a top company like ITI in building MBD implementations with our customers," Daniel Campbell, VP of MBD at Capvidia said. "The value of a transition to MBD is easy to establish, but it can be a tough journey. This alliance between MBE leaders will be huge benefit to the end users implementing the digital thread."

Procore Announces Two Leadership Appointments

8 May 2023

Procore Technologies, Inc., a leading global provider of construction management software, announced two leadership appointments, effective May 8. After four years as chief financial officer (CFO) and treasurer at Procore, Paul Lyandres is stepping into the newly-created president of fintech role to lead the Fintech organization at Procore. After two years as Procore's senior vice president (SVP) of finance, Howard Fu is assuming the role of CFO and treasurer and will oversee Procore's global finance organization.

"I'm proud to welcome Paul Lyandres into his new role as President of Fintech and Howard Fu as CFO," said Tooe Courtemanche, founder, president and chief executive officer of Procore. "The depth and caliber of our leadership team will propel Procore into our next phase of durable, efficient growth."

At Procore, Lyandres has served in various business operations and development, strategy, and corporate development roles. Most recently, he served as the company's CFO and treasurer since July 2019, overseeing the global finance organization. Prior to joining Procore in 2014, Lyandres worked for Bessemer Venture Partners (BVP), a venture capital firm, where he

concentrated on investments with a special focus on vertical software. Prior to BVP, Lyandres spent time in private equity at Summit Partners and sales at Pentaho.

“Howard is a true technology finance leader and SaaS industry veteran, who I have had the privilege of working closely with for the past couple years. He has garnered tremendous respect with our Board of Directors, our leadership team and across the organization and is primed to lead Procore,” said Paul Lyandres, president of fintech at Procore. “I look forward to taking on my new role as President of Fintech to help solve some of construction’s biggest challenges.”

Fu has more than 20 years of experience in finance leadership positions with companies such as Visa, Salesforce, LinkedIn, and DocuSign. Most recently, he served as senior vice president of finance at Procore, where he oversaw the financial planning and analysis, investor relations, corporate reporting and insights, procurement, sales incentive compensation, and stock administration functions. Previously, he served as vice president of financial planning and analysis at DocuSign, where he was a key contributor to the company’s IPO and led their finance team through the company’s initial growth phase as a public company. Prior to DocuSign, he led the sales finance and M&A finance teams at Salesforce as the company continued to grow at scale.

“I’m energized by the chance to continue helping Procore reach new levels of success,” shared Howard Fu, CFO of Procore. “The value Procore brings to customers and our people-first culture are undeniable differentiators.”

Tango Receives Expanded FedRAMP® Authorization, Strengthens Commitment to Public Sector

4 May 2023

Tango, the leading provider of Integrated Workplace Management Systems (IWMS), announced that it has received Authorized status from the United States government’s Federal Risk and Authorization Management Program (FedRAMP®). Tango’s Transactions, Projects, Lease, and Space solutions now join Tango Reserve as FedRAMP authorized solutions.

FedRAMP is a government-wide program that provides a standardized approach to security assessment, authorization, and continuous monitoring for cloud products and services. By achieving FedRAMP authorization, Tango has demonstrated that it meets the rigorous security and compliance requirements of the program. As one of the most extensive security authorizations for SaaS companies, FedRAMP makes Tango’s software one of the most secure workplace management solutions on the market today.

“Achieving FedRAMP authorization demonstrates Tango’s ongoing commitment to Federal and Municipal government markets, and is a major milestone for our company and a testament to the hard work and dedication of our team,” said Pranav Tyagi, President and Chief Executive Officer at Tango. “We are excited to expand the number of connected real estate solutions we can provide federal and municipal agencies, and remain committed to helping them navigate today and tomorrow’s workplace challenges.”

Tango is grateful for Moss Adams’ support in helping the company achieve FedRAMP certification and for completing the readiness assessment. They helped Tango prove their ongoing commitment to the security standards required by government agencies.

Tango’s connected real estate, construction, and workplace solution helps governmental organizations meet workplace requirements, including real estate strategy and deal making, construction project management, lease administration and accounting including GASB 87 compliance, workspace and meeting room booking, space planning, and utilization and occupancy tracking.

FedRAMP authorized uses include:

- **Tango Transactions** manages all real estate transaction types, from new locations to renewals, terminations, relocations, renegotiations and closures in a single solution.
- **Tango Projects** organizes a diverse project portfolio and aligns activities across budgets & timelines.
- **Tango Lease** brings together lease financials, accounting, and administration and ensures compliance with GASB 87.
- **Tango Reserve** enables reservations of desks, conference rooms, amenities, or other workplace resources giving employees the choice of where and when to work.
- **Tango Space** enables organizations to plan, forecast and operate a dynamic workplace from a single solution that improves space utilization and occupancy while reducing facilities costs.

Event News

Altair to Present at Upcoming Investor Conferences

5 May 2023

Altair, a global leader in computational science and artificial intelligence, will participate in fireside chats at the following investor conferences:

Event: Needham 18th Annual Technology & Media Conference

Presenters: James R. Scapa, chairman and chief executive officer

Matt Brown, chief financial officer

When: Thursday, May 18, 2023 (Virtual)

Time: 1:30 p.m. ET

Event: J.P. Morgan 51st Annual Global Technology, Media and Communications Conference

Presenters: James R. Scapa, chairman and chief executive officer

When: Monday, May 22, 2023

Time: 8 a.m. ET

A live webcast, as well as a replay, of the presentations will be available on the company's investor relations website at <http://investor.altair.com>.

Blackline Safety to showcase latest in lifesaving connected safety devices at Préventica Paris

11 May 2023

Blackline Safety Corp., a global leader in connected safety technology, announced that it will be exhibiting at Préventica Paris, the marquee professional event in France for health, safety and quality of life at work, taking place 23rd to 25th May 2023.

Blackline will be showcasing its full suite of award-winning, game-changing connected solutions, currently used by 2,000 organizations and 50,000 lone workers in Europe, North America, and the Middle East.

Among the products featured will be the G7 EXO, the world's first direct-to-cloud portable area gas monitor that offers rapid deployment, configuration flexibility and versatile mounting systems for placement anywhere. G7 EXO's unprecedented capabilities were proven earlier this year in Normandy during an industrial fire involving lithium batteries, where firefighters were able to quickly deploy G7 EXO units to sample and continuously monitor air quality throughout the incident. Local authorities were able to successfully allay local residents' concerns about the fire's emissions.

Awarded Blackline's third Prix de l'innovation at Préventica in 2022, the G7 EXO was applauded by an independent panel of judges – made up of professional organizations, industry representatives and specialist journalists – for its uniqueness in improving employee safety.

This year's Préventica attendees will also have the opportunity to experience first-hand the new G6 wearable single-gas detector, which features unique cloud connectivity and data insights designed to help users quickly respond to and prevent safety incidents, as well as manage compliance. The company's flagship G7 wearable personal gas detector will be on display as well. A breakthrough in lone worker monitoring, the unit includes built-in connectivity, out-of-the-box deployment, easy integration into existing operations, and a broad gas sensor portfolio from which to choose.

Every Blackline Safety solution is supported by the world-class emergency management tools Blackline Live and Blackline Analytics. The connected safety software ensures organisations know the moment an incident happens so they can manage it through to

resolution. Reports are automatically generated using data streamed directly from the field, meaning users can monitor, configure and deploy their fleet anytime, anywhere.

Demonstrations will be available at Stand N42, Porte de Versailles Hall 3, Paris. Visit Blackline Safety's [website](#) for news and product tours.

DxP Services, the ITC Infotech Business Unit dedicated to PLM-enabled Digital Transformation, exhibits at PTC LiveWorx 2023

4 May 2023

DxP Services, ITC Infotech's business unit dedicated to end-to-end services for enterprise PLM and Digital Thread solutions, will present and exhibit as a Pinnacle Sponsor at the PTC LiveWorx® 2023 event in Boston on May 15-18. This premier annual technology event focuses on PLM-enabled Digital Transformation solutions and business impact by harnessing CAD, PLM, ALM, SLM, IIoT and AR together with ERP and MES applications. DxP Services will present on several key topics and will host client and prospect meetings at its booth # 201.

DxP Services was formed in June 2022 through the acquisition of a substantial portion of PTC's PLM Professional Services division and the subsequent merger with ITC Infotech's large PLM practice. DxP Services guides customers through enterprise PLM transformations that deliver superior business performance, and provides end-to-end services for implementation and ongoing operational support.

With over two decades of PLM experience across various industry verticals, DxP Services offers a complete portfolio of proven services such as PLM roadmapping, enterprise architecture and solution design, phased implementation including data migrations, system integrations, and ongoing managed services with full application support whether on-premise, in the Cloud, or as a conversion to PTC's Windchill+™ PLM SaaS offering.

The combination of being a long standing multi-dimensional partner with PTC, ITC Infotech's broader IT Services capabilities, and the strength of ITC Infotech's parent company ITC Limited, provides a unique value proposition to PTC's clients and prospects looking for a robust, experienced, cost-effective, and flexible service partner for their PLM-enabled Digital Transformation journey.

DxP Services is also PTC's preferred partner for Windchill® on-premises PLM software conversions to Windchill+, working hand in hand with PTC's R&D, Product Management and Field Operations.

Patrick Bionducci, President and Head of DxP Services, says, "We are very pleased to mark our upcoming first anniversary of the expanded and deepened collaboration with PTC by presenting and exhibiting at LiveWorx 2023. Many PTC clients now rely on DxP Services for their PLM and Digital Transformation journey. They continue to appreciate and benefit from the skills and the experience of the PTC Professional Services team members who [were transferred to ITC Infotech. Moreover, the team is now complemented by the large PLM practice and the expanded services offerings that ITC Infotech has developed over more than 20 years. This is a great opportunity for PTC's clients and prospects who will visit LiveWorx 2023 to understand

why a fast growing number of industrial manufacturers are reaching out to DXP Services to become their trusted partner for their own specific Digital Transformation journey.”

DXP Services will run several topical break-out sessions and IgniteTalX™, and will exhibit at Xtropolis™ exhibit hall booth # 201. If you're attending LiveWorx in Boston on May 15-18, 2023, please visit our booth to learn more about how DXP Services can help your organization to realize the value of your PLM and Digital Thread investments.

iBase-t Presents a Complete Digital Thread Vision at PTC LiveWorx 2023

3 May 2023

WHAT:

iBase-t is an Elite Sponsor at the upcoming PTC LiveWorx 2023 Digital Transformation event. At the event, the company will feature its industry-leading manufacturing operations portfolio delivering the control, visibility, and velocity needed to simplify complex manufacturing, quality, and sustainment operations. The company will demonstrate and offer educational sessions on the value of a Model-based Enterprise approach to deliver right first-time manufacturing for the OEM and its value chain.

ACTIVITY LINE-UP:

BRINGING THE PHYSICAL WORLD OF MANUFACTURING OPERATIONS MES, MRO, QUALITY TO THE ENTERPRISE DIGITAL THREAD Tuesday, May 16 -Thursday, May 18 | Booth 301

Demonstrating the intelligent technology needed to help see, manage, and bring quality products to market faster through the interoperability of Solumina's open integration and architecture, supporting a variety of ecosystems including Windchill, Solumina, and ThingWorx.

SMART CONNECTED MRO SUSTAINMENT

Tuesday, May 16 – Thursday, May 18

PTC FA&D Pavilion – iBase-t and PTC present: Better Together: The Smart, Connected MRO. The capabilities of iBase-t Solumina with the combined power of the PTC portfolio from Windchill and ThingWorx, to Vuforia and Servigistics.

THE MODEL-BASED ENTERPRISE

Tuesday, May 16 | 11:15 EDT | Stage 206

Michel Gadbois | SVP & Chief Enterprise Architect presents: The MBE: Leveraging Digital Continuity Beyond Design Engineering. This presentation will lay-out the incremental phases leading to the most important transformation program manufacturers are undertaking.

DIGITAL THREAD IN THE CLOUD

Wednesday, May 17 | 11:15 EDT | IGNITETALX STAGE 2

Sung Kim | Chief Product & Technology Officer presents: How to Weave Your Digital Thread in the Cloud. The presentation will address valuable business and technical insights to help you understand today's cloud security, scalability, and ecosystem.

iBase-t BRAND LAUNCH

Wednesday, May 17 – 3:00 EDT | Booth 301

Join the iBase-t team as we celebrate our new brand.

DETAILS:

- Learn how to modernize your manufacturing operations and empower your team with Solumina by iBase-t. Stop by booth 301 to hear about the next generation of manufacturing, quality, and MRO solutions for complex discrete manufacturers seeking to realize enterprise-wide digital connectivity.
- Live Demonstration: The Smart, Connected MRO. iBase-t and PTC have envisioned the most comprehensive and intelligent MRO control system on the planet. The heavy-lifting capabilities of iBase-t's Solumina MRO software, integrated with the power of PTC's digital thread portfolio, creates a closed-loop, unified workflow that drives agility, accuracy, and real-time performance.
- iBase-t and PTC's joint ecosystem will provide their common customers with a complete digital connection where data from multiple systems can flow across processes with minimal manual intervention, enabling better control, visibility, and velocity to transform digital to physical.
- Michel Gadbois' presentation will lay out the incremental phases of the most important transformation program manufacturers are undertaking – a Model-based Enterprise – helping to improve sustainability through reduced waste, improved efficiency and decreased carbon footprint.
- Sung Kim will share how discrete manufacturers can prepare for rapid growth through the cloud. His presentation will address valuable business and technical insights to help you understand today's cloud security, scalability, and ecosystem.
- Brand Launch Celebration: See how iBase-t is continuing to evolve its brand to better articulate and deliver its message and value to the world of complex discrete manufacturers.

WHERE:

PTC LiveWorx – Boston Convention Center
Monday, May 15 – Thursday, May 18, 2023

iBase-t Booth 301

[Register for the event here](#)

Innovation in the Built Environment: Nemetschek Group Exhibits Together with Seven Brands at Digital Construction Week 2023

10 May 2023

Digital Construction Week 2023 opens its doors at the Excel in London next Wednesday. The Nemetschek Group, one of the world's leading software providers for the construction industry, is exhibiting with seven brands and several startups at a joint booth including an Innovation Area.

Digital Construction Week (DCW) is UK's leading event for the digital construction industry and brings together innovators, designers, and entrepreneurs across the building lifecycle. The

Nemetschek Group is leveraging the show to present its solutions for greater efficiency and sustainability along the entire building lifecycle together with the seven brands Bluebeam, dRofus, FRILO, Graphisoft, SCIA, Solibri and Vectorworks and several startups, such as LiveCosts.com, Preoptima, SmartPM und SymTerra. The focus will be on the topics that are keeping the industry busy at the moment: How can improved collaboration help increase the efficiency of construction projects? What potential exists along the construction lifecycle to improve sustainability and the carbon footprint of buildings? What impact will digital twins have on the construction industry of the future? The exhibiting brands and startups will present their solutions to those questions at a joint booth under the umbrella of the Nemetschek Group at booths D450, 550, 650, 652, 665 and 657.

“We are excited to have our brands joining forces on one Nemetschek Group booth to represent our product portfolio and workflows for a digital construction lifecycle at the DCW in London.”, says Yves Padrines, CEO Nemetschek Group. “I am also very proud to have such a great lineup of our venture investments in startups at the stand, showing powerful and disruptive solutions for the industry.”

The Nemetschek booth offers many opportunities for exchanging, exploring, and informing, including a coffee bar, lounge area and an Innovation Area, where visitors and journalists have to possibility to learn more about the solutions of several innovative startups, the Nemetschek Group supported financially in the past two years.

At DCW 2023, SymTerra, the construction management software for real time updates and reporting from site, will present their new innovation SymPlan – a scheduling and workflow feature that for the first time connects scheduling, BIM and construction management with the full supply chain on one platform.

The Nemetschek Group and its brands are also represented with various speaking slots during the two days:

Wednesday, May 17

10:45am – 11:00am @ Tech Stage

“Skyrocket your productivity using these top 5 features from Bluebeam”

Anthony Roberts (Account Development Executive, Bluebeam)

11am – 11:15am @ Tech Stage

“Secret Shortcuts to boost your productivity with Bluebeam”

Adam Kent (Account Development Executive, Bluebeam)

12:30pm – 01:15pm @ Main Stage

Building Lifecycle Intelligence – The Universal Remedy for the Construction Industry?

Panel Discussion moderated by Fred Mills, CEO of The B1M

Speakers: Alexander Haugg (BIM Customer Succes, dRofus), César Flores Rodríguez (Chief Division Officer Operate & Manage and Business Unit Digital Twin, Nemetschek Group), James Chambers (Director Global Industry Development for the Build & Construct Division, Nemetschek Group), Lee Morris (Managing Director UK, Solibri), Martyn Horne (Director of Digital Practice, Vectorworks), Rob Kalocay (Director Customer Success, Graphisoft)

1:00pm – 1:30pm @ Transformation Hub

“The simple switch that makes sustainability second nature”

Jarod Hall (Technical Sales Engineer, Bluebeam)

3:00pm – 3:30pm @ Transformation Hub

“Digital Twin – The means to achieve building lifecycle intelligence across all lifecycle phases”

César Flores Rodríguez

Thursday, May 18

11:00am – 11:30am @ Net Zero Stage

“Using collaborative tools to drive sustainability”

Jarod Hall (Technical Sales Engineer, Bluebeam)

11:30am – 12:00pm @Transformation Hub

“Using Tech to beat the Economic downturn”

James Chambers (Director Global Industry Development for the Build & Construct Division, Nemetschek Group)

Visitors are also cordially invited to the Nemetschek BIM Tonic Happy Hour on Wednesday, 17 May, at 4pm at the booth.

MariaDB Brings Its Vision to Life at OpenWorks 2023, Making Everyone Unstoppable with MariaDB Cloud and Distributed SQL

9 May 2023

MariaDB plc, at its global user conference [OpenWorks 2023](#), unveiled its vision to bring the power of distributed SQL through its award-winning Xpand database to both the MariaDB/MySQL and PostgreSQL communities.

“Our vision is to take databases to new heights of scale and resilience, in any cloud at a fraction of the cost of competitors,” said Michael Howard, CEO at MariaDB plc. “Xpand gives us the power to do this in SkySQL and broaden its benefits to new communities such as PostgreSQL. With this, we give the ultimate choice to our customers.”

The choice is yours

Distributed SQL is a new take on relational databases, solving problems organizations have struggled with for decades. Compounded by a world that is more connected than ever before, organizations face growing demand from across the globe. Their challenge is to operate their business continuously while also capturing demand when it surges. Xpand is a distributed SQL database built from the ground up to solve these challenges, making our customers unstoppable.

“While distributed SQL’s benefits are undeniable, it used to force you to make a database decision,” continued Howard. “It means you ultimately had to migrate to a distributed SQL database. That didn’t seem right to me. Our next disruptive innovation is about giving options, not forcing a choice.”

At OpenWorks, MariaDB demonstrated how other open source relational databases such as PostgreSQL used with Xpand's distributed SQL database scales beyond the conventional primary/replica architecture that hits scalability limits quickly. Benchmarks show PostgreSQL with Xpand scaling to 5x the number of users at twice the throughput compared to PostgreSQL on its own and a popular PostgreSQL cloud option.

A tech preview of PostgreSQL with Xpand will be available in SkySQL, as a fully managed database service in a few weeks.

Geospatial: a database *and* API-driven approach

Traditional geospatial solutions took a database-centric approach or didn't adopt open standard APIs, making it very difficult for developers to work with geospatial data. New drones, satellites and sensors means that geospatial or location-based data is growing at unprecedented rates. Storing all this data in databases alone is impossible given the magnitude of the problem and increasing resolution of images. MariaDB Geospatial, based on an acquisition made last year, is a developer-first, API-driven solution that embraces open standard interfaces for web mapping and geospatial queries. It combines vector storage in the database with raster storage in cloud object storage – an approach that doesn't force a choice.

MariaDB Geospatial is now available on SkySQL as a tech preview.

Cloud backup: on-prem databases *and* cloud benefits

SkySQL automatically backs up the databases it runs as a service, consistent with other cloud databases. Similar to the recent Observability news announced recently, MariaDB is extending its cloud backup service to databases running on-prem and in other cloud infrastructure. This gives databases not running in cloud services the ability to benefit from them, with backups that can ultimately also be restored in their cloud of choice for a failsafe disaster recovery strategy.

Cloud Backup for remote databases is now available on SkySQL as a tech preview.

To dive more into the details of MariaDB's announcements, to see demos and hear from customer successes, please [join OpenWorks 2023 virtually](#), taking place live from New York on May 9-10.

Propel Software - Looking Forward to Propulsion 2023

3 May 2023

Is your company ready to find its upside in today's turbulent market?

On May 17 and 18, join us for [Propulsion 2023](#), Propel's virtual conference developed to keep you innovating no matter what headwinds you're facing.

This year's Propulsion will cover topics ranging from supply chain optimization to digital transformation and sustainability. By bringing together industry leaders, innovators, and experts to share their insights, experiences, and strategies, we'll help you navigate an increasingly complex and dynamic business landscape.

Day 1: Embracing Change to Propel Growth

On Day 1 of the conference, we'll focus on how to create value with speed, simplicity, and end-to-end connectivity as presented by Propel CEO **Ross Meyercord**. This will dovetail into the rest of the day's sessions, exploring the impact of technology on product innovation, patient outcomes, and the future of manufacturing.

We'll spend some time in the medtech world, to learn how the industry is innovating faster than ever (with Salesforce's **Dr. J. Cris Salinas**)—while staying nimble in a disruption-prone era. The team from Guardant Health, **Darl Moreland**, **Kumud Kalia**, and **Ravi Jogi**, will explain just that, and how their company continues to grow in a down market.

In addition, we will dive deep into the importance of sustainability and ESG with **Kevin O'Marah** (Zero100) and **Ralph Loura** (SustainableIT.org), and how companies can make a real impact for future generations.

Other speakers include industry leaders **Jan Meise** and **Ulrike Scholuebbbers** (AMS Technologies) who will share their insights and experiences on how to lead change and drive innovation.

Finally, sure to be a highlight of our conference, is the keynote address from **Bruce Mehlman**, a renowned political and economic analyst. He will provide an overview of macroeconomic trends across technology, geopolitics, culture, and climate. This session is a must-attend for anyone who wants to stay ahead of the curve and understand the forces that are shaping our world.

DAY 2: The Future is Bright

Day 2 will focus on digital transformation and how it is impacting business models across different industries. We'll hear thoughts from industry leaders on how companies can leverage technology, collaboration, and responsiveness to win customers for life.

Speakers from companies like Samsara (VP of Business Systems Architecture and Web Services **Beth LeClerc**) and Savant Systems (VP of Operations **Jeff Faulkner**) will share their experiences and insights on how they are leveraging technology and innovation to fuel hypergrowth, drive efficiencies, and disrupt traditional markets.

Best-selling author **Geoffrey Moore** and Salesforce EVP **Alexa Vignone** will chat with Meyercord about how digital transformation maximizes customer lifetime value, and the main challenges companies face when implementing their digital strategies.

Speaking of trios of industry experts, don't miss the panel discussion featuring Propel's **Ray Hein**, industry evangelist **Cindy Bolt**, and Gaia Venture's **Kirsten Allegri Williams**. They'll cover how changing consumer behavior is affecting manufacturers—and why they need to think differently to succeed in a digitized world.

Later, Forrester's Principal Analyst **George Lawrie** will join us to explain how he identifies the strongest performers in the PLM space today—and why others are falling behind.

And finally, Propulsion will close with a Propel Product Roadmap session led by our Chief Product Officer **Eric Schrader**, sharing our vision for the next 12 months and providing you with a glimpse of what's to come.

At Propulsion, you will have the opportunity to learn from industry leaders and like-minded professionals and gain valuable insights and skills to help you propel your business forward.

Join us to discover how you can create value with speed, simplicity, and end-to-end connectivity, unlock business value with digital transformation, and lead change and drive innovation in your organization.

[Register now](#) to secure your spot and be part of the highly anticipated event. See you there!

PTC to Host Investor Q&A Session at LiveWorx on Tuesday, May 16th, 2023

10 May 2023

PTC announced that management will host a live investor Q&A session on Tuesday, May 16th from 3:30pm to 4:30pm ET at our LiveWorx[®] 2023 digital transformation event at the Boston Convention and Exhibition Center.

What: PTC Investor Q&A Session at LiveWorx in Boston, MA

When: Tuesday, May 16th, 2023 from 3:30pm to 4:30pm ET

Audio Webcast: Register [HERE](#)

Please note that statements made at the Q&A session are as of the date of the session and PTC does not assume any obligation to update any statements made. Matters discussed may include forward-looking statements about PTC's anticipated financial results and growth, as well as about the development of products and markets, which are based on current plans and assumptions. Actual results in future periods may differ materially from current expectations due to a number of risks and uncertainties, including those described from time to time in reports filed by PTC with the U.S. Securities and Exchange Commission, including PTC's most recent reports on Form 10-K and 10-Q.

Financial News

AECOM reports second quarter fiscal 2023 results

8 May 2023

AECOM, the world's trusted infrastructure consulting firm, reported second quarter fiscal 2023 results.

Second Quarter Fiscal 2023

<i>(from Continuing Operations; \$ in millions, except EPS)</i>	As Reported			
	As Reported	Adjusted¹ (Non-GAAP)	YoY % Change	AdjustedYoY % Change
Revenue	\$3,490	--	9%	--
Net Service Revenue (NSR) ²	--	\$1,679	--	7%
Operating Income	\$197	\$212	77%	12%
Segment Operating Margin ³ (NSR)	--	14.5%	--	+60 bps
Net Income	\$118	\$128	141%	9%
EPS (Fully Diluted)	\$0.84	\$0.92	147%	11%
EBITDA ⁴	--	\$244	--	10%
Operating Cash Flow	\$11	--	NM	--
Free Cash Flow ⁵	--	(\$21)	--	NM

Second Quarter Fiscal 2023 Highlights

- Revenue increased 9% to \$3.5 billion, operating income increased 77% to \$197 million, the operating margin increased 220 basis points to 5.7%, net income increased 141% to \$118 million and diluted earnings per share increased 147% to \$0.84.
- Organic net service revenue² increased by 8% in the design business, with continued strong growth across all major markets.
- Total design backlog increased by 12%⁶ to a new record high, driven by record quarterly wins and a 1.5 book-to-burn ratio⁷; total backlog also achieved a record high.
 - Importantly, the Company's focus on winning what matters to transform long-term earnings power resulted in a record win rate and record level of proposals and bids submitted.
 - The design win rate reached a new high, including more than doubling the share of trailing twelve-month design wins valued at greater than \$25 million over the last few years, which has enhanced visibility and long-term earnings power.

- The segment adjusted¹ operating margin³ increased by 60 basis points to 14.5%.
 - The benefits of ongoing operational efficiency initiatives and focused allocation of time and capital on high-returning opportunities have enabled increased investment to further extend the Company's competitive advantage.
- Adjusted¹ EBITDA⁴ increased 10% to a new quarterly high and adjusted¹ EPS increased 11%, reflecting the continued high quality and highly profitable nature of the Company's record wins and backlog.
 - On a constant-currency basis, adjusted¹ EBITDA⁴ increased 14%.

Cash Flow, Balance Sheet and Capital Allocation Update

- Operating cash flow in the first half of the year was \$131 million and free cash flow⁵ was \$63 million.
 - The Company's track record of consistently strong conversion of earnings to cash flow has enabled increased investments in organic growth and continued execution of its returns-focused capital allocation policy.
 - Under this policy, the Company intends to reinvest in high-returning organic growth opportunities and return substantially all remaining available cash flow to stockholders through share repurchases and dividends.
 - The Company has returned more than \$1.6 billion of capital to shareholders since September 2020 through dividends and stock repurchases, including repurchasing more than 16% of shares outstanding over that period.

Fiscal 2023 Financial Guidance and Long-Term Fiscal 2024 Financial Targets

- Due to strong operational performance and despite removing AECOM Capital's previously expected contribution from guidance, AECOM reiterated its fiscal 2023 guidance for adjusted¹ EBITDA⁴ of between \$935 million and \$975 million and adjusted¹ EPS of between \$3.55 and \$3.75, both of which would reflect 10% constant-currency growth at the mid-point of the respective ranges.
- The Company's guidance includes expectations for:
 - Organic NSR² growth accelerating to approximately 8% for the full year.
 - An adjusted¹ operating margin of approximately 14.6%, a 40 basis point increase from the prior year, which includes strong underlying performance and ongoing investments in growth.
 - An average fully diluted share count of 141 million, which reflects only shares repurchased to date, though the Company intends to continue repurchasing stock that would provide a benefit to per share earnings.
 - An effective tax rate of between 24% and 26%.

- The Company continues to expect free cash flow⁵ of between \$475 million and \$675 million in fiscal 2023, reflecting continued strong underlying cash conversion within the Professional Services business.
- The Company also reiterated its financial targets for fiscal 2024, which include an expectation to deliver adjusted¹ EPS of \$4.75+, a 15% segment adjusted¹ operating margin³ and return on invested capital⁸ of 17%, and reiterated its long-term target to achieve a segment adjusted operating margin of 17%.

“Against a backdrop of rising demand and strong secular tailwinds, our focus on building the best franchises and culture in our industry is resulting in strong returns, as our second quarter performance underscores,” said Troy Rudd, AECOM’s chief executive officer. “Through the investments we are making in our teams and our focus on winning what matters to expand our long-term earnings power, we are delivering on our key priorities. This includes highly profitable and high returning organic growth and strong shareholder value creation through our returns-focused capital allocation policy. Importantly, our teams are highly engaged, voluntary attrition rates have declined and are substantially ahead of key industry benchmarks and our internal targets, and through collaboration, we are bringing the full strength of our technical abilities and the ingenuity of our global teams to our clients. As we look ahead, these competitive advantages will be an essential element of continued outperformance and long-term value creation against a backdrop of strong secular demand drivers.”

“I am proud of our teams’ unrivaled technical excellence and collaboration, which are distinguishing us in the market and extending our competitive advantage,” said Lara Poloni, AECOM’s president. “With unprecedented levels of funding from the three secular megatrends – including continued investments in global infrastructure, sustainability and resilience, and long-term supply chain and energy transitions – combined with our continued market share gains and expanding addressable market, we are highly confident in our ability to capitalize and outperform.”

“Our consistently strong financial performance has been enabled by our strong balance sheet, the highly cash generative nature of our business, and investments in people, organic growth initiatives, and operational efficiencies,” said Gaurav Kapoor, AECOM’s chief financial officer. “As an organization, our focus is on continuing to allocate capital towards our highest returning and fastest growing markets, while investing to take full advantage of our scale to extend the capacity of our teams and capitalize on our record backlog and pipeline. The result has been consistently strong margin performance and return on capital.”

Business Segments

Americas

Revenue in the second quarter was \$2.6 billion. Net service revenue² was \$976 million, highlighted by 5% growth in the design business.

Operating income increased by 9% over the prior year to \$178 million. On an adjusted¹ basis, operating income increased by 9% to \$182 million. The adjusted operating margin on an

NSR² basis of 18.7% reflected a 100 basis point increase over the prior year, which is enabled by and creates further opportunities to invest in organic growth.

International

Revenue in the second quarter was \$860 million. Net service revenue² was \$703 million, a 12% increase from the prior year, which included growth in the largest geographies within the segment.

Operating income increased by 10% over the prior year to \$60 million. On an adjusted basis¹, operating income increased by 9% to \$60 million. The adjusted operating margin on an NSR² basis increased by 30 basis points over the prior year to 8.6%, which reflects continued strong execution toward the Company's target of a double-digit margin in this business.

AECOM Capital

AECOM has initiated a process to explore strategic options for the AECOM Capital business. AECOM Capital will continue to manage existing investment products. This process is consistent with the Company's focus on its Professional Services business. Beginning in the second quarter and for comparable historical periods, the results of the AECOM Capital segment have been classified as non-core and excluded from adjusted financial results, as reconciled in this release.

Discontinued Operations

Results from discontinued operations this quarter included a non-cash reduction to previously expected contingent consideration related to the previously sold Civil Construction business.

Balance Sheet

As of March 31, 2023, AECOM had \$1.1 billion of total cash and cash equivalents, \$2.2 billion of total debt and \$1.2 billion of net debt (total debt less cash and cash equivalents). Net leverage⁹ was 1.1x.

Tax Rate

The effective tax rate was 24.6% in the second quarter. On an adjusted¹ basis, the effective tax rate was 26.4%. The adjusted tax rate was derived by re-computing the quarterly effective tax rate on earnings from adjusted net income¹⁰. The adjusted tax expense differs from the GAAP tax expense based on the taxability or deductibility and tax rate applied to each of the adjustments.

Conference Call

AECOM is hosting a conference call tomorrow at 8 a.m. Eastern Time, during which management will make a brief presentation focusing on the Company's results, strategy and operating trends. Interested parties can listen to the conference call and view accompanying slides via webcast at <https://investors.aecom.com>. The webcast will be available for replay following the call.

Bentley Systems Announces Operating Results for the First Quarter of 2023

9 May 2023

Bentley Systems, Incorporated (“Bentley Systems” or the “Company”), the *infrastructure engineering software* company, announced operating results for its first quarter ended March 31, 2023.

First Quarter 2023 Financial Results

- *Total revenues* were \$314.4 million, up 14.1% or 17.1% on a constant currency basis, year-over-year;
- *Subscriptions revenues* were \$277.8 million, up 15.2% or 18.0% on a constant currency basis, year-over-year;
- *Annualized Recurring Revenues (“ARR”)* was \$1,071.0 million as of March 31, 2023, representing a *constant currency ARR growth rate* of 13% from March 31, 2022;
- *Last twelve-month recurring revenues dollar-based net retention rate* was 110%, compared to 108% for the same period last year;
- *Operating income margin* was 20.9%, compared to 20.5% for the same period last year;
- *Adjusted operating income inclusive of stock-based compensation expense (“Adjusted OI w/SBC”)* margin was 28.8%, compared to 28.4% for the same period last year;
- *Net income per diluted share* was \$0.14, compared to \$0.18 for the same period last year;
- *Adjusted net income per diluted share (“Adjusted EPS”)* was \$0.25, consistent with the same period last year; and
- *Cash flow from operations* was \$176.2 million, compared to \$101.7 million for the same period last year.

CEO Greg Bentley said, “Our robust operating results for 23Q1 continue to demonstrate the resilience of our end-markets, the predictability of our accretive business model, and the consistency of our execution. Most notably, ARR growth (year-over-year business performance, in constant currency) accelerated to 13%. Among infrastructure sectors, the trends were consistent with the previous quarter, with very strong growth in *resources*, strong growth in *public works / utilities*, solid growth in *industrial*, and *commercial / facilities* flat. Application consumption seasonally regained growth momentum, and our E365 and Virtuosity initiatives continue their upward inflection.

For the most part regions performed as expected, with continued strong growth in India and continued solid growth in Europe, as well as solid growth in the Americas. In China this first quarter was better than in recent years, but our strategic shift there towards more localized indirect go-to-market structure, and to on-premise perpetual licenses, will lead to an increasing ARR headwind.

In sum, our strong start to 2023 serves to enhance confidence in our annual financial outlook.”

CFO Werner Andre said, “We believe our 2023 financial outlook is appropriately balanced between our favorable business momentum and a cautious approach towards China and the *commercial / facilities* sector, due to geopolitical and macro uncertainties. In our initial quarter with this as a key profitability metric, we met our expectations for *Adjusted operating income inclusive of stock-based compensation expense margin*. Moreover, 22Q4 timing shortfalls in our operating cash flows were fully offset in early 2023, resulting in 23Q1 being a strong cash flow quarter. However, given the current interest rate and tax environment, on a trailing twelve-month basis we anticipate cash flow from operations at an approximately 80% conversion rate from *Adjusted EBITDA*, consistent with prior guidance.”

Recent Financial Developments

For the three months ended March 31, 2023, to offset dilution from stock-based compensation, we spent approximately \$20.9 million on de-facto share repurchases associated mainly with deferred compensation plan distributions.

Operating Results Call Details

Bentley Systems will host a live Zoom video webinar on May 9, 2023 at 8:15 a.m. Eastern time to discuss operating results for its first quarter ended March 31, 2023.

Those wishing to participate should access the live Zoom video webinar of the event through a direct registration link

at https://us06web.zoom.us/webinar/register/WN_OZ8XitGTQ5mR60Ty0Xrc_g. Alternatively, the event can be accessed from the Events & Presentations page on Bentley Systems’ Investor Relations website at <https://investors.bentley.com>. In addition, a replay and transcript will be available after the conclusion of the live event on Bentley Systems’ Investor Relations website for one year.

Desktop Metal Announces First Quarter 2023 Financial Results

10 May 2023

Desktop Metal, Inc. announced its financial results for the first quarter ended March 31, 2023.

“Desktop Metal is off to a solid start to 2023 following very strong growth last year,” said Ric Fulop, Founder and CEO of Desktop Metal. “Customer demand trends for our unique portfolio of AM 2.0 mass production solutions remain resilient, despite an unsteady macro environment, giving us confidence in our growth projections for this year. Additionally, we’ve made significant progress on our cost reduction efforts initiated last year and expanded in February 2023. Going forward, we expect to demonstrate continued reductions in our cost structure in order to expand margins and deliver on our adjusted EBITDA commitments. We believe we can differentiate ourselves as we navigate a difficult economic backdrop relative to our industry peers.”

First Quarter 2023 and Recent Business Highlights:

- Continued and expanded the cost reduction plan announced in 2022 to add an additional \$50 million in annualized savings, as announced in February 2023, after

successfully completing \$50 million in annualized savings in 2022. Total combined \$100 million in annualized cost savings remain on-track in order to reduce expense structure, expand margins, and drive to profitability

- Expanding customer relationships with a growing number of high adoption Super Fleet customers, or those with three or more AM 2.0 printing systems. We now have more than 370 Super Fleet customers producing a high volume of end-use parts
- Continued progress on Production System™ platforms including expanding relationships with various consumer electronics customers, a segment we believe we can generate eight figures of revenue over next 18 months
- Launched Live Suite™, a highly differentiated end-to-end software hub delivering generative AI solutions for AM 2.0
- Expanded technical ceramic offerings across our portfolio of binder jet systems, where we're seeing increasing adoption for silicon carbide applications
- Continued expansion of leading production materials library including Copper Alloy C18150 and Titanium Alloy Ti64 on the Production System™ and 304L Stainless Steel on the Shop System™

First Quarter 2023 Financial Highlights:

- Revenue of \$41.3 million, down 5.5% from first quarter 2022 revenue of \$43.7 million
- GAAP gross margin of (3.3)%; non-GAAP gross margin of 18.0%, an improvement of 90 basis points from first quarter 2022
- GAAP net loss of \$52.6 million including \$10.4 million amortization of acquired intangibles; non-GAAP net loss of \$27.7 million
- Adjusted EBITDA of \$(24.4) million, an improvement of \$17.1 million from first quarter 2022
- Cash, cash equivalents, and short-term investments of \$149.8 million as of March 31, 2023

Financial Outlook:

- Reaffirming revenue expectation of between \$210 to \$260 million for full year 2023
- Reaffirming Adjusted EBITDA expectation of between \$(50) to \$(25) million for full year 2023, with expectation to achieve Adjusted EBITDA breakeven before year end 2023

Desktop Metal has not provided a reconciliation of its Adjusted EBITDA outlook to net income because estimates of all of the reconciling items cannot be provided without unreasonable efforts. See "Non-GAAP Financial Information."

Conference Call Information:

Desktop Metal will host a conference call on Wednesday, May 10, 2023 to discuss first quarter 2023 results. Participants may access the call at 1-877-407-4018, international callers may use

1-201-689-8471, and request to join the Desktop Metal financial results conference call. A simultaneous webcast of the conference call and the accompanying summary presentation may be accessed online at the Events & Presentations section of ir.desktopmetal.com. A replay will be available shortly after the conclusion of the conference call at the same website.

DXC Technology to Report Fourth Quarter and Fiscal Year 2023 Results on Thursday, May 18, 2023

4 May 2023

DXC Technology announced that it will release financial results for the fourth quarter and the full fiscal year 2023 on Thursday, May 18, 2023, at approximately 4:15 p.m. Eastern Daylight Time (EDT).

DXC Technology senior management will host a conference call and webcast on the same day at 5:00 p.m. EDT. The dial-in number for domestic callers is 888-330-2455. Callers who reside outside of the United States should dial +1-240-789-2717. The passcode for all participants is 4164760. The webcast audio and any presentation slides will be available through a link posted on DXC Technology's [Investor Relations website](#).

A replay of the conference call will be available until 11:59 PM EDT on May 25, 2023, at 800-770-2030 for domestic callers and at +1-647-362-9199 for international callers. The replay passcode is 4164760. A transcript of the conference call will be posted on DXC Technology's [Investor Relations website](#).

ESI Group - First Quarter Revenues 2023

4 May 2023

ESI Group releases its sales for the first quarter of 2023 (period from January 1st to March 31st).

Thanks to our dedicated team and steadfast commitment to customers, we are thrilled to report that our Q1 revenue has exceeded our guidance. Our focus on Annual Recurring Revenue, combined with the strategic actions we put in place since the inception of our plan, have resulted in significant growth on our top line. We remain committed to driving growth and delivering exceptional value to our customers, and we look forward to building on this momentum in the quarters ahead."

Cristel de Rouvray

Chief Executive Officer of ESI Group

In the first quarter of its fiscal year (January 1, 2023 - March 31, 2023), ESI recorded revenues of €60.8m, up 6,0% (+7.2% cer), above the guidance (5% to 7%). At current perimeter and exchange rates, quarterly revenue increases by +4.4%. The first quarter is the biggest quarter of the Group in terms of license business. The Group has been focusing on its core business to sustain such growth and saw an 8.9% increase in licensing revenues (+10.1% cer) in Q1. Conversely, the Group continues to focus on services that drive software usage thus shifting away from other types of services, experiencing a reduction of 22.0% in Q1 (-20.9% cer).

Significant development in Annual Recurring Revenue (ARR) supporting the Group's long-term growth

In continuity with the FY22 results, the Group is pursuing growth in its ARR revenues. Q1-23 saw a significant jump in ARR at +10.9% (+11.8% cer). This increase, which adds €6.1 million in ARR revenues, illustrates the results of ESI's strategic focus and global sales transformation.

Continued focus on the core business

On April 17, ESI Group announced the sale of SYSTUS software and related engineering services. The sale of SYSTUS software and related activities to Framatome, an international player in the nuclear energy sector, illustrates the Group's continued execution of its strategic plan to focus on its core business. This activity represented €1.2 million in license revenues, €3.2 million in associated services revenues in 2022, and employed 27 people. The main customers are EDF and Framatome. This divestiture doesn't impact the Group's Q1 revenue.

HOMAG Group sales increase in the first quarter of 2023

9 May 2023

The HOMAG Group increased sales by 10 percent in the first quarter of 2023. As expected, order intake weakened in the first quarter of 2023 after two exceptionally strong years.

Order intake amounted to EUR 353 million (previous year: EUR 574 million) in the first quarter of 2023. "We anticipated this slowdown in order intake," emphasized CEO Dr. Daniel Schmitt. "We look back on two years of exceptionally high investments by our customers – with an absolute record level in the first quarter of 2022. We have seen a normalization of orders since mid-2022. It is encouraging, however, that order intake in the first three months of 2023 is above the level of the subdued fourth quarter of 2022." The order backlog decreased to EUR 1,036 million as of March 31, 2023 (March 31, 2022: EUR 1,213 million), but remains at a high level.

As a result of this high order backlog, HOMAG Group sales rose by 10 percent to EUR 404 million (previous year: EUR 367 million). At EUR 27.0 million, EBIT before special items was slightly above the previous year's level (EUR 26.8 million). It includes, among other things, increased expenditure on research and development for new product innovations that will be presented at the industry's leading trade fair, LIGNA. As of March 31, 2023, the HOMAG Group had 7,570 employees (March 31, 2022: 7,274).

"We are now very much looking forward to the personal encounters at LIGNA in Hanover, which starts on Monday," says Dr. Schmitt. "That is where we want to impress customers with our innovations, our service, and our unique offering."

KORE Reports First Quarter 2023 Results; Reiterates 2023 Guidance

9 May 2023

KORE Group Holdings, Inc. ("KORE" or the "Company"), the global pure-play Internet of Things ("IoT") hyperscaler, and provider of IoT Connectivity, Solutions and Analytics, reported financial and operational results for the quarter ended March 31, 2023.

KORE: Company Highlights

- First quarter 2023 revenue of \$66.0 million increased 5.7% sequentially from the fourth quarter of 2022 and was ahead of expectations, primarily due to stronger than expected growth in our Connected Health vertical and sequential growth of 19.7% in IoT Solutions revenue.
- Gross margin in first quarter 2023 increased over 500 basis points to 54.0% versus 48.9% in the first quarter of 2022 and was up slightly on a sequential basis from fourth quarter 2022 due to improved carrier optimization, the absence of LTE transition project revenue from our largest customer, and lower hardware sales.
- KORE's sales funnel, which KORE defines as opportunities the KORE sales team is actively pursuing for new business, now includes over 1,400 opportunities with an estimated potential Total Contract Value (TCV)¹ of over \$500 million, a 15% sequential increase from fourth quarter 2022 estimated potential TCV of \$434 million.
- KORE's eSIM solution, OmniSIM™ SAFE was selected as a winner of the M2M Product of the Year by IoT Breakthrough. OmniSIM SAFE pairs global zero-touch provisioning capabilities with our industry-leading eSIM secured by the GSMA SAFE standards. This allows KORE customers to meet the challenge of global connectivity in a carrier and device agnostic, secure manner for Massive IoT use cases.
- The Company is maintaining its 2023 revenue guidance² of a range of \$300 million to \$310 million and maintaining adjusted EBITDA, a non-GAAP metric³, guidance of \$60 million to \$62 million.

"We are off to a solid start to the year with first quarter revenue increasing sequentially from the fourth quarter and coming in above our expectations. We expect continued quarterly sequential growth through the remainder of 2023 and beyond, and year-over-year revenue growth to begin in the second half of 2023, as we will no longer face difficult comparisons from the one-time transitory items we have previously discussed," said Romil Bahl, President and CEO of KORE. "Our global sales pipeline continues to increase both in the number of opportunities and TCV dollars, and our acquisition of Twilio's IoT business is on track. With this backdrop, we remain confident in our 2023 revenue and adjusted EBITDA guidance."

Financial Performance for First Quarter 2023, Compared to the Same Period of 2022:

- Total revenue decreased by 4.4% to \$66.0 million, compared to \$69.0 million. In Q1 2022, KORE had a significant amount of 2G/3G revenue and LTE transition project revenue from our largest customer. The LTE project revenue alone was approximately \$8.6 million, which, as expected, did not repeat in Q1 2023. Excluding LTE transition project revenue, normalized revenue increased by 9.0%.

- IoT Connectivity revenue of \$43.5 million declined by 1.3% compared to \$44.1 million in the first quarter of 2022, which was the highest Non-Core customer and 2G/3G revenue quarter in 2022, making for a difficult comparison. Excluding Non-Core customers, IoT Connectivity revenue increased 7.0%.
- IoT Solutions revenue declined by 9.7% to \$22.4 million, compared to \$24.8 million one year ago as this segment also faced a difficult year-over-year comparison, owing to the one-time LTE transition engagement at our largest customer. Excluding this one-time revenue, IoT Solutions revenue increased approximately 35% year-over-year.
- Net loss increased to \$18.5 million, or \$0.24 per share, compared to \$11.6 million, or \$0.16 per share, one year ago. The primary drivers for the increase in net loss were an increase in SG&A, including non-recurring additional audit and accounting costs of approximately \$1.0 million, and a \$3.6 million increase in interest expense.
- Adjusted EBITDA decreased by 12.8% to \$13.3 million, compared to \$15.3 million one year ago. The key drivers of the decline were increased headcount costs to invest in the Company's growth and to enhance public company processes and systems, including SOX compliance. Additionally, and as mentioned above, the Company incurred higher-than-normal, non-recurring professional fees associated with the 2022 year-end audit process.

First Quarter 2023 Key Metrics and Business Successes

- KORE's Total Connections were approximately 15.1 million as of March 31, 2023, a sequential increase of approximately 100,000 connections from the fourth quarter of 2022.
- DBNER⁶ was 107% for the twelve-month period ending March 31, 2023, compared to 122% for the twelve months ending March 31, 2022. Excluding our largest customer, DBNER was 126% vs. 114%.
- KORE added \$28 million of new business TCV in the first quarter, and the Company's new business sales funnel now includes over 1,400 opportunities with an estimated potential TCV of \$501 million as of March 31, 2023.
- KORE launched MODGo™, a SaaS solution that provides visibility across IoT device deployment and helps manage logistics. In effect, MODGo makes it easy to Manage, Order, and Deploy IoT on the Go, providing organizations with a single solution for managing their entire IoT ecosystem.
- KORE had several notable new business wins in the first quarter including:
 - KORE was selected by a leader in the advertising technology market for its OmniSIM technology. KORE's unique eSIM solution resulted in the customer transferring 100% of its North American business to KORE, adding over \$10 million in TCV.

- KORE secured an approximately \$2 million TCV contract to provide a comprehensive set of hardware, connectivity services, and forward and reverse logistics managed services to a new remote patient monitoring (RPM) customer.
- KORE will provide fixed wireless access services to a major restaurant chain with over 700 locations and will upgrade these locations to 5G technology as part of a contract with a TCV of over \$1 million, and KORE has the potential to add an additional approximately \$1 million in TCV for IoT Managed Services at the same customer.

Maintaining 2023 Financial Outlook

For the twelve months ending December 31, 2023, assuming that the acquisition of Twilio's IoT business unit closes on June 1, 2023, the Company continues to expect the following:

- Revenue in the range of \$300 million to \$310 million; and
- Adjusted EBITDA in the range of \$60 million to \$62 million, representing a margin of approximately 20%.

Bahl concluded, "We have kicked off 2023 by continuing to deliver on our commitments. As I look to the remainder of the year, I am encouraged by our growth story becoming evident and our innovative product introductions such as OmniSIM and, most recently, MODGo, continuing to differentiate KORE from our competitors. I am also excited by the prospect of having Twilio's IoT business become a part of KORE. As a global pure play provider of IoT connectivity, solutions, and analytics with over 80% recurring revenue and a robust and growing sales pipeline against a backdrop of increasing IoT adoption, KORE is well-positioned to grow through this decade of IoT."

Conference Call Details

KORE management will hold a conference call today (May 9, 2023) at 5:00 p.m. Eastern time (2:00 p.m. Pacific time) to discuss its financial results, business highlights, and outlook. President and CEO Romil Bahl and CFO Paul Holtz will host the call, followed by a question-and-answer session.

Webcast: [Link](#)

U.S. dial-in: (877) 407-3039

International dial-in: (215) 268-9922

Conference ID: 13732888

The conference call and a supplemental slide presentation to accompany management's prepared remarks will be available via the webcast link and for download via the investor relations section of the Company's website, ir.korewireless.com.

For the conference call, please dial-in 5-10 minutes prior to the start time, and an operator will register your name and organization, or you can register [here](#). If you have any difficulty with the conference call, please contact KORE investor relations at (678) 392-2386. A replay of the

conference call will be available approximately three hours after the conference call end time and may be accessed by calling (877) 660-6853 or (201) 612-7415 using access code 13732888.

Matterport Announces First Quarter 2023 Financial Results

9 May 2023

Matterport, Inc. (“Matterport” or the “Company”), the leading spatial data company driving the digital transformation of the built world, announced financial results for the quarter ended March 31, 2023.

“We are off to a great start in 2023, with first quarter revenue of \$38 million; \$2 million above the high end of our guidance range, along with strong outperformance on the bottom line with a Non-GAAP net loss per share of \$0.07, as we accelerate our path to profitability,” said RJ Pittman, Chairman and Chief Executive Officer of Matterport. “We set new records across our key metrics with Spaces Under Management reaching 9.9 million by the end of the quarter, more than double the number of spaces we managed at the start of 2021, and we just crossed the 10 million spaces milestone last month,” Pittman added.

“Our subscriber base expanded to 771,000, buoyed by strong enterprise adoption and improving subscriber growth rates in small and medium businesses in the quarter,” said JD Fay, Chief Financial Officer of Matterport. “Subscription revenue reached \$19.8 million, a new record that brings our annual recurring revenue up to \$79.4 million. The strength in our business and our continued focus on operating efficiency also resulted in bottom line performance well above our guidance range for the quarter. As a result, we are raising our full year financial guidance for 2023.”

First Quarter 2023 Financial Highlights

- Total subscribers increased to 771,000, up 37% year-over-year
- Spaces under management increased to 9.9 million, up 36% year-over-year
- Total revenue was \$38.0 million, up 33% year-over-year
- Subscription revenue was \$19.8 million, up 16% year-over-year
- Annualized Recurring Revenue (ARR) exiting the first quarter was \$79.4 million
- Services revenue was \$8.7 million, up 119% year-over-year
- Net loss was \$0.18 per share
- Non-GAAP net loss was \$0.07 per share, a 30% improvement year-over-year

Recent Business Highlights

- Announced a new integration with Autodesk Construction Cloud – a portfolio of software and services that combines advanced technology, a builders network and predictive insights for construction teams – making it easier for project teams using Matterport and Autodesk Build® to collaborate within critical project management workflows.

- Announced the general availability of new integrations with AWS IoT TwinMaker, enabling enterprise customers to seamlessly connect real-time factory data into a Matterport digital twin. This new offering from Matterport supports enterprise digital transformation efforts by providing customers with an efficient and cost-effective solution to remotely optimize building operations, increase production output, improve equipment performance, and increase environmental health and safety at their facilities.
- Showcased our leading spatial data solutions at Hannover Messe 2023 alongside our partner, AWS. Hannover Messe, the world's largest trade fair for industrial technology, brings together key players in the industrial sector, fostering knowledge exchange, business development, and collaborations that can enable professionals to improve their factories, energy systems, and supply chains of the future.
- Announced Digital Pro, an all-in-one marketing solution for real estate agents. Digital Pro combines the innovation of Matterport's 3D digital twin technology with integrated marketing and content production services to create the industry's most affordable, comprehensive marketing package to help real estate professionals win more listings and sell homes faster.

Conference Call Information

Matterport will host a conference call for analysts and investors to discuss its financial results for the first quarter 2023 today, May 9, 2023, at 1:30 p.m. Pacific time (4:30 p.m. Eastern time). A recorded webcast of the event will also be available following the call for one year on Matterport's Investor Relations website at investors.matterport.com. The dial-in number will be (412) 902-4209, conference ID: 10176795.

The financial results press release and a live webcast of the conference call will be accessible from the Matterport website at investors.matterport.com. An audio webcast replay of the conference call will also be available for one year at investors.matterport.com.

Stratasys Conference Call to Discuss First Quarter 2023 Financial Results

4 May 2023

Stratasys Ltd. will release financial results for the first quarter, 2023 on Tuesday, May 16, 2023. The Company plans to hold the conference call to discuss its first quarter 2023 financial results on Tuesday, May 16, 2023, at 8:30 a.m. (ET).

The investor conference call will be available via live webcast on the Stratasys Web site at investors.stratasys.com; or directly at the following web address:

<https://event.choruscall.com/mediaframe/webcast.html?webcastid=f4rFQOPp>

To participate by telephone, the U.S. toll-free number is 877-407-0619 and the international dial-in is +1-412-902-1012. Investors are advised to dial into the call at least ten minutes prior to the call to register. The webcast will be available for 6 months at investors.stratasys.com, or by accessing the above-provided web address.

Xometry Reports First Quarter 2023 Results

10 May 2023

Xometry, Inc., the global online marketplace connecting enterprise buyers with suppliers of manufacturing services, reported financial results for the first quarter ended March 31, 2023.

“In Q1 2023, Xometry delivered stronger-than-expected 35% marketplace growth year-over-year, improved marketplace gross margin by 170 basis points quarter-over-quarter and improved operating leverage driven by our steadfast focus on our 5-point strategic plan,” said Randy Altschuler, Xometry’s CEO. “We continue to rapidly expand our network of buyers and suppliers and enhance our products and services. We expect to continue to rapidly gain market share fueling robust marketplace revenue growth while further tightening operating expenses to achieve Adjusted EBITDA profitability in Q4 2023.”

First Quarter 2023 Financial Highlights

- Total revenue for the first quarter 2023 was \$105.3 million, an increase of 26% year-over-year.
- Marketplace revenue for the first quarter of 2023 was \$86.7 million, an increase of 35% year-over-year.
- Supplier services revenue for the first quarter of 2023 was \$18.6 million, a decrease of 3% year-over-year.
- Total gross profit for the first quarter 2023 was \$39.4 million, an increase of 20% year-over-year.
- Marketplace Active Buyers increased 46% from 30,683 as of March 31, 2022 to 44,716 as of March 31, 2023.
- Marketplace Accounts with Last Twelve-Months Spend of at least \$50,000 increased 40% from 790 as of March 31, 2022, to 1,109 as of March 31, 2023.
- Marketplace Percentage of Revenue from Existing Accounts was 96%.
- Active Paying Suppliers increased 11% from 6,872 as of March 31, 2022 to 7,621 as of March 31, 2023.
- Net loss attributable to common stockholders was \$18.3 million for the quarter, a decrease of \$1.7 million year-over-year, and Adjusted EBITDA was negative \$11.8 million for the quarter, reflecting an decrease of \$1.0 million year-over-year. Net loss for Q1 2023 included \$4.7 million of stock-based compensation.
- Cash, cash equivalents and marketable securities were \$296.2 million as of March 31, 2023.

First Quarter 2023 Business Highlights

- Expanded further in Europe with the launch of xometry.uk, a localized marketplace for UK customers. Xometry's localized marketplaces allow regional customers to get quotes and purchase parts directly in local currency.
- Introduced instant quoting for parts with multiple finishes. Buyers can identify parts requiring multiple finishes and the instant quoting engine will automatically price them. This instant feedback helps buyers make decisions in real-time.
- Introduced a new quick-turn injection molding service for quotes in as fast as two hours and parts in as little as five business days.
- Expanded instant quoting for more than three dozen new materials.
- Announced Xometry will be the exclusive provider of real-time pricing and lead times for Alibaba Group's 1688.com on-demand manufacturing services.
- Acquired Tridi Teknoloj A.S. ("Tridi") located in Istanbul, Turkey. The acquisition of Tridi extends our marketplace capabilities in Europe by opening an array of affordable suppliers and the ability to serve all of Europe within a 24-hour turnaround period.

Conference Call and Webcast Information

The Company will host a conference call and webcast to discuss the results at 8:30 a.m. ET (5:30 a.m. PT) on May 10, 2023. In addition to issuing a press release, the Company will post an earnings presentation to its investor website at investors.xometry.com.

Xometry, Inc. First Quarter 2023 Earnings Presentation and Conference Call

- 8:30 a.m. Eastern / 5:30 a.m. Pacific on Wednesday, May 10, 2023
- To register please use the following link: <https://register.vevent.com/register/B1b776f13895ac48c283ebd1dd5079490b>
- You may also visit the Xometry Investor Relations Homepage at investors.xometry.com to listen to a live webcast of the call

Implementation Investments

Accenture Collaborated with Microsoft to Transform Its Azure Supply Chain

9 May 2023

Accenture helped Microsoft transform its Azure supply chain with a control tower solution that better manages network-wide inventory, generates additional cloud revenue and enhances employee efficiency.

With more than 4 million servers across 200 data centers—and as many as 100 new data centers expected every year—Microsoft needed a solution to enable it to better track and manage its supply chain as cloud demand continues to grow dramatically. Accenture was selected to help develop a data-led transformation strategy and build a digital supply chain solution that would enable Microsoft to track and manage inventory and racks across the end-

to-end ecosystem of partners, suppliers and hubs to its datacenters across more than 30 countries.

Accenture and Microsoft's Cloud Supply Chain developed two control towers: one to track and record the location of cloud inventory—such as server rack and other data center components—both in transit and at rest; and another to help the operations teams coordinate the deployment of that inventory to the datacenters with the most pressing capacity needs. The control tower solution, built on Microsoft Azure, creates a digital twin of Microsoft's fast-growing supply chain for cloud inventory shipments, deliveries and logistics operations.

"Microsoft can now manage the Azure supply chain for its cloud infrastructure purposefully and address disruptions far faster," said Teran Andes, managing director, Supply Chain & Operations at Accenture. "The operational and inventory control towers we developed have already driven substantial effectiveness gains and are expected to provide increased resilience and significant financial benefits. The project is an example of how cloud and digital twin solutions contribute to a total enterprise reinvention."

Jodi Larson, general manager of Microsoft Azure Supply Chain Strategy and Transformation, added: "The control tower solution is a core pillar of our Azure Supply Chain, that's enabling us to achieve better and faster data-driven decisions. With the power of Microsoft Azure, and Accenture's innovative delivery, this solution can serve as a blueprint for data-led transformation across industries."

AFWERX Prime Selects Applied Intuition to Accelerate Aerial Sensor Optimization

10 May 2023

Applied Intuition, Inc., a software solutions provider for autonomous vehicle (AV) development, announced that it was awarded a contract by AFWERX Prime, the innovation arm of the Department of the Air Force, to deliver a virtual sensor optimization solution to enable faster sensor selection, configuration, and experimentation during aerial system design and acquisition. The contract embodies the collaborative development of autonomy technologies set forth in AFWERX Autonomy Prime's mission and will enable Applied Intuition to transition these completed milestones into larger scale work with the Air Force and the commercial Advanced Air Mobility sector.

Under the contract, Applied Intuition will provide a virtual sensor optimization solution in Spectral, the company's sensor simulation product. The software will allow AFWERX Prime to quickly evaluate the performance of various sensor types and combinations, optimize sensor placement, accelerate development timelines, and reduce costs for aerial systems under development by the Air Force and commercial partners.

"Purchasing multiple sensor arrays to evaluate sensor performance through real-world tests is costly and time-consuming," said Peter Ludwig, Co-Founder and CTO of Applied Intuition. "Deterministic, virtual sensor evaluations accelerate development timelines and reduce costs by allowing development teams to model multiple sensor types, vendors, and configurations to optimize for the specific use case and platform."

“Understanding sensor performance is a critical step early on in the development process for aerial systems,” said Major Victor “Salsa” Lopez, Chief of Autonomy Operations, AFWERX. “Commercial autonomy companies like Applied have deep experience developing solutions to understand how sensor types and arrays from various vendors perform in different environments and use cases, and how placement impacts that performance. We’re excited to work with the team at Applied.”

“AFWERX is leading the charge in delivering cutting-edge dual-use capabilities to the warfighter,” said Qasar Younis, Co-Founder and CEO of Applied Intuition. “We are excited to work with AFWERX and the Air Force to demonstrate how virtual sensor simulations can integrate seamlessly into their workflows, accelerate program timelines, and improve outcomes. As our work in the national security space expands, we look forward to identifying new use cases across domains for our commercially-proven autonomy development toolchain.”

“AFWERX is excited to work with one of the top leaders in sensor simulation environments,” said Lt Col Bryan Ralston, AFWERX’s Autonomy Prime Lead. “Leveraging the vast experience Applied Intuition has in the commercial industry is just one of the ways AFWERX is continuing to transform advanced autonomy operations in the Department of the Air Force.”

The contract is evidence of Applied’s rapidly-accelerating work in the aerial domain and the applicability of Applied’s end-to-end autonomy development toolchain to a variety of national security use cases.

Aras Enables JTEKT to Transform Made-to-Order Operations, Increase Flexibility

9 May 2023

Aras, which provides the most powerful low-code platform with applications to design, build and operate complex products, announced that Japan’s JTEKT Thermo Systems is using Aras Innovator to improve information management and eliminate paper-based workflows.

JTEKT is a leading manufacturer of industrial heat treatment systems. To meet the specific needs of each customer, JTEKT follows a specific made-to-order manufacturing process. The company needed to optimize its databases for each piece of equipment – each of which has unique specifications. No two products are alike, which means product information must be captured during the production process and made available for future production. JTEKT needed a centralized process and product management system to meet this challenge.

Using Aras Innovator, a platform for complete end-to-end product lifecycle management, JTEKT has built a new system for product quotation that allows optimization of the database and provides an input form for individual models. The system is a cross-department database that enables JTEKT to access and use a wide range of information. With Aras Innovator, JTEKT Thermo Systems has:

- Reduced production time, which has decreased lead time by 75%
- Sped up ability to respond to user needs as the business environment changes

- Centralized management of information and flow

Masayuki Mukai, member, information planning group, JTEKT Thermo Systems, said: “We required a system that has the capability to meet the unique requirements of each piece of equipment, to support our manufacturing strategy. Aras Innovator provides the high flexibility we need to meet those requirements.”

Rob McAveney, chief technology officer, Aras, said: “Companies like JTEKT that make products to order need a centralized view of product information. It must be easy to access and allow for flexibility. Together, we’ve created a solution that improves efficiency, and paves the way for further optimization of manufacturing processes. No two manufacturers are the same, and each must be able to customize to their own unique needs.”

Aurigo Software Partners with Delaware DOT to Streamline Planning and Delivery of Statewide Capital Program

10 May 2023

Aurigo Software, the leading provider of capital planning and construction management software for infrastructure and private owners, announced it has entered into a multiyear contract with the Delaware Department of Transportation (DelDOT) to modernize the planning, funding, and execution of the agency’s Capital Transportation Program. Aurigo’s flagship product suite, Masterworks, will help DelDOT prioritize project requests, manage the use of state and federal funds, and keep track of program performance throughout delivery.

DelDOT manages almost 14,000 roadway lane miles, over 1,750 bridges, and over 300,000 signs, structures, and other assets. The agency also provides major commuter rail, bus, and paratransit public services throughout the state. According to the state’s 2021-2026 transportation plan, DelDOT projects delivery of over \$3 billion in capital spending over the next 5 years.

“With infrastructure investment on the rise, evaluating which projects to prioritize and how to fund them is a critical first step in the process,” said Balaji Sreenivasan, CEO and founder of Aurigo Software. “Masterworks will streamline DelDOT’s capital planning operations, allowing them to build more accurate multiyear budgets and automating reimbursement from the federal government. We look forward to supporting Delaware’s long-range transportation goals of safety, resiliency, and economic vitality.”

The new system will allow DelDOT to create capital projects, prioritize them, and estimate their costs. Funding across different sources will be set up and tracked, providing the agency with a robust and flexible way to associate, update, and combine funds on projects when needed. The system will also automate the obligation and reimbursement process for federal funds, integrating with the Federal Highway Administration’s Financial Management Information System (FMIS). What-if analysis of proposed plans will help identify optimal project combinations based on available funding and strategic priority.

Project encumbrances and actual spending will be tracked through integration with the agency’s financial system, Peoplesoft. Cost estimates will be revised as required, allowing

DelDOT to accurately forecast program spending in real time. Enterprise-wide dashboards and reports will provide agency executives with the right data to make decisions quickly.

“Considering our significant investment in capital construction projects throughout the state valued at over \$600 million annually, DelDOT is pleased to be onboarding Aurigo to help modernize our budget and spend activities around these efforts,” said Todd Reavis, Director of Technology and Innovation, and Lanie Clymer, Director of Finance. “We look forward to utilizing Aurigo’s robust, secure, cloud-hosted solution to meet our growing needs. We find immediate value in this highly configurable platform and believe it will allow us to implement change and scale for the future more efficiently.”

Delaware joins several other states using Aurigo’s Masterworks to modernize their capital programs, including Utah, Massachusetts, and Iowa. The company had its most successful year in its history in 2022 as major public agencies take advantage of funding from the bipartisan Infrastructure Investment and Jobs Act passed in November 2021.

Global Automotive Manufacturer Plan for Systems Integration and User Adoption with TECHNIA Software

4 May 2023

TECHNIA, the Virtual Twin Experts, announced that it has strengthened its strategic partnership with one of its closest customers, a manufacturer and provider of services in the global automotive industry.

The customer aims to support user adoption of the 3DEXPERIENCE platform by employing the TECHNIA Software Digital Adoption Platform, Light My Way. Coupled with this strategy for in-app training and guidance, the manufacturer also plans to extend its systems integration project with the TECHNIA Integration Framework (TIF) as its integration solution for business-critical systems such as ERP, CRM, and MES.

Both solutions are to be deployed for more than 6,000 users worldwide.

This major Swedish manufacturer is driving the shift towards a sustainable transport system, and creating a world of mobility that is better for business, society, and the environment. It has more than one hundred years of experience in the automotive industry, providing world-leading commercial vehicles.

TECHNIA will work with their customer to streamline the product development process, maintain its innovator status in the technology adoption lifecycle, and enable real-time visibility into operations and enhanced data accuracy.

“Our software solutions for user adoption and systems integration are essential tools for companies looking to improve their operations by streamlining product development processes and integrating their PLM systems with other enterprise applications. We’re confident that our customers will see significant benefits such as increased efficiency, improved collaboration, reduced time to market, and improved decision-making.”

Magnus Falkman
Chief Executive Officer | TECHNIA

Hexagon and Hendrick Motorsports partner to drive racing innovation

9 May 2023

Hexagon has joined 14-time NASCAR Cup Series champions Hendrick Motorsports as its official metrology hardware and software provider for the next decade. The shared goal of the partnership is to take the race team's performance to the next level by applying the latest scanning, measuring and digitization technologies from Hexagon's Manufacturing Intelligence division.

Running through 2032, the 10-year agreement includes Hexagon's presenting sponsorship of a 3,000-square-foot advanced Quality Control Lab on Hendrick Motorsports' Concord, North Carolina, campus. The technical partnership provides the all-time winningest team at NASCAR's top level with the ability to enter competitive environments with additional confidence as the team closes in on its milestone 300th Cup victory and 500th NASCAR national series engine win.

"A relentless focus on quality, accuracy and attention to the finest details is what wins races and championships in NASCAR," said Jeff Andrews, president and general manager of Hendrick Motorsports. "In today's environment, the level of competition is very high, and we must maximize everything we can control. Hexagon's precision products provide us peace of mind as we enter race weekends on the cusp of some remarkable milestones. With this landmark decade-long commitment, we look forward to celebrating many exciting achievements together in the future."

The integration of a variety of Hexagon metrology technologies new to Hendrick Motorsports will enable the team to measure a higher volume of parts as it strives to meet tight racing deadlines and production lead times. Making performance gains is especially challenging when the team is at the top of its game, and the new technologies will help it make more informed choices about what components and assemblies are ideal for the track. Tolerance differences of even a few thousandths of an inch can make or break top performance of valve-train components, such as rocker arms, push rods and valve springs. The ability to collect metrology data quickly and easily will help the team decide what combination of components will yield the best performance.

"Partnering to provide technologies that will help Hendrick Motorsports continue to make race-winning performance innovations is an exciting opportunity and further strengthens the long-time relationship we have maintained," said commercial operations manager Scott Grumbles of Hexagon. "In providing metrology solutions that offer more flexibility, capacity and accuracy, the goal is to ensure Hendrick Motorsports has the tools it needs to confidently push the limits of performance and keep crossing the finish line first."

New collaborative robotic inspection capabilities will help eliminate inspection bottlenecks, as they will allow the team to automate unattended measurement so that it can devote more valuable manpower to other mission-critical tasks. The addition of three new coordinate measuring machines (CMMs) will provide greater inspection capacity while ensuring the

organization has the technology needed to diversify both probing and non-contact measurement capabilities. Increased inspection flexibility will help it more efficiently and accurately scan part surfaces in their entirety and inspect challenging reflective materials, such as carbon fiber. The new Quality Control Lab at Hendrick Motorsports will also include portable laser scanners that simplify the measurement of components throughout the facility.

Hexagon to create Spain's first digital twin for Campo de Cartagena

10 May 2023

Hexagon's Safety, Infrastructure & Geospatial division is working with Spanish authorities to protect residents and the environment through a digital twin of Campo de Cartagena.

TRAGSATEC, a state-owned company focused on environmental protection, selected Hexagon to deliver Spain's first digital twin. It will provide authorities with a web-based 3D platform to simulate potential environmental issues that could affect the Campo de Cartagena region and the Menor Sea, a coastal saltwater lagoon.

The digital twin will allow the Ministry for the Ecological Transition and the Demographic Challenge (MITECO) to make visual comparisons of changes to water, vegetation and the built environment over time and run simulations to predict and prevent disasters, including flooding, pollution and the effects of climate change. For example, by leveraging air quality sensors, officials could use the digital twin to identify "hot spots" where air pollution has concentrated and model mitigation options, such as planting trees.

"Hexagon's digital twin technology will help us track and model the impact of urban growth, industry and agriculture on the Menor Sea basin," said Sergio Molina Blazquez, head of the Photogrammetry and Topography Department at TRAGSATEC. "By visualizing and analyzing data, we can determine areas of concern and mitigation options to improve the health of the local environment and population."

The digital twin is being built on Hexagon's Luciad platform and will be operational before the end of 2023. LuciadFusion will connect, manage and publish the large volumes of data pertaining to Campo de Cartagena and the Menor Sea, while LuciadRIA will power the web-based user interface for visualizing and analyzing the data in 3D.

"With Hexagon's technology, officials can make more informed decisions that improve the quality of life for residents and enhance environmental sustainability and resilience," said Mladen Stojic, president of government, transportation and defense, Hexagon's Safety, Infrastructure & Geospatial division. "TRAGSATEC's forward-thinking use of digital twin technology for environmental protection of the Menor Sea area can be replicated across Spain."

MAHLE implements new automotive requirements faster with CONTACT Project Office

4 May 2023

The internationally leading automotive supplier MAHLE is implementing CONTACT Project Office as part of its ONE PLM program. The project management solution enhances the project development of the globally distributed teams. It enables MAHLE to more easily meet the high quality requirements of manufacturers, such as the Automotive SPICE framework.

The MAHLE group, founded in 1920, is working on climate-neutral mobility with a focus on electromobility and thermal management, as well as other technology fields to reduce CO2 emissions. These include, for example, fuel cells and highly efficient combustion engines that can also be operated with alternative fuels or hydrogen. With around 72,000 employees, MAHLE is present at 160 production locations and twelve major research and development centers in 30 countries.

To support the transformation toward climate-neutral mobility internally, MAHLE has launched the One PLM program. It aims to increase the efficiency and flexibility of value-adding processes. As part of One PLM, MAHLE decided to introduce CONTACT Project Office as the central project management solution for 6,500 users. A key focus is on the Automotive SPICE-compliant implementation of project management processes. Important aspects of the certification include traceability, sustainability, consistency, and transparency.

Project Office enables global project communication and execution in virtual teams. This is particularly relevant for a worldwide operating company like MAHLE. Project Office supports users all the way from project initiation to project controlling, for example with functions for resource management, budget planning, maturity level management, and project documentation. Project Office's integration with the ERP system and other internal MAHLE systems ensures end-to-end processes.

The most important information is provided to users in role-adapted, personalized dashboards. These serve as the starting point for more in-depth analyses. After the global rollout of Project Office, MAHLE will be able to view the status of any product-related project in the various business areas. This currently amounts to 5,000 parallel projects.

Mute Selects Infor to Transform its Technology and Strengthen Overseas Expansion

11 May 2023

Infor®, the industry cloud company, announced that Mute — a leading manufacturer of acoustic solutions for office spaces — has chosen Infor M3 CloudSuite™. Infor's cloud ERP (enterprise resource planning) system will support the intensive development of the company, including its international expansion. Eighty users in Mute will also receive access to the Infor OS (operating services) cloud platform and the Infor Birst data analytics system. The solutions will be delivered in a multi-tenant cloud powered by Amazon Web Services (AWS). iPCC, a specialized, long-term Infor partner in Poland, is responsible for the implementation.

Mute designs and creates advanced solutions for acoustic comfort in office spaces. The company's portfolio includes acoustic booths, room-in-rooms, panels and acoustic lamps. All these solutions combine the highest acoustic performance with timeless design and natural materials. This approach brings desired results: Mute is currently in the phase of intensive development, and its products and their design are appreciated by users all over the world.

“To meet the growing demands of our customers as well as our internal needs for strengthening the company’s position in Europe and foreign expansion in the Middle East and the United States, we began searching for a system that would comprehensively support our business,” says Seweryn Data, IT director at Mute. “From the very beginning, it was clear that our extensive needs for standardization and development of business processes could only be met by a cloud-based software. Therefore, we needed ERP software that is prebuilt for our needs and can be extended with additional functionalities in as easy and quick a way as possible.”

An analysis of solutions available on the market showed that all those needs are met by the industry-specialized Infor M3 CloudSuite™ system. It offers a set of complete tools and services to ensure the management of all business processes in a manufacturing company, as well as communication and integration between internal and external systems. The software works with the Infor OS platform providing horizontal technology services across all Infor systems and third-party solutions. The services are closely interconnected, as each brings cascading benefits to the others. This arrangement allows users to benefit from further innovations quickly and easily.

“Choosing the ERP system coincided with the introduction by Mute of the all-new room-in-room products enabling the formation of flexible and comfortable office spaces of the future. Infor’s platform was chosen due to its digital support potential for critical business areas of our company, including ensuring the free flow of data on product parameters and customer orders, as well as the extensive expansion and integration possibilities it offers,” Data explains.

In addition to Infor M3 CloudSuite and Infor OS, Mute employees will also gain access to Infor Birst, a cloud-native business intelligence (BI) and analytics platform. It enables, for example, personalization of reports and sharing data across the organization as well as information analysis supported by artificial intelligence and complete insight into business processes.

“The use of proven Infor solutions, offered for years in the software-as-a-service model, will allow Mute to gain advantage of time and low costs,” explains Mariusz Siwek, channel director of Infor Poland. “Deployment of cloud ERP system is much faster than traditional, on-premises solutions and usually takes several months. In addition, Infor delivers not stand-alone systems, but complete multi-tenant cloud suites available in the enterprise application platforms (EAPs) model. Thanks to this, all key solutions are integrated with the core system, which is open to safe and quick integration with additional applications, even from external manufacturers. As a result, the company is ready for the challenges of the Industry 4.0 era.”

"The Infor M3 CloudSuite implementation project at Mute is a very important and exciting one for iPCC. It combines the extensive experience of our consultants with the most modern Infor and AWS technology. We are going beyond ERP, also focusing on automating processes, using built-in tools for integration and customization, and improving the user experience with Infor's new rich solution interface. As part of the project, we will also implement Production Panels, our company's proprietary tool that facilitates the process of reporting and accounting for production at workstations for Infor M3 system users," says Wojciech Ratajczak, president of iPCC.

The implementation started in April and is expected to be live in January 2024.

Oracle Teams with Wyndham to Bring OPERA Cloud to 2,000 Additional Hotels

11 May 2023

Oracle is expanding the global rollout of its Oracle Hospitality OPERA Cloud Property Management System (PMS), announcing plans to bring the system to 2,000 additional hotels under the Wyndham Hotels & Resorts portfolio by the end of next year. Currently, hundreds of Wyndham branded hotels are live on OPERA Cloud with franchisees using the system to simplify everyday hotel tasks, personalize guest experiences, and help boost revenue.

“We’ve brought hotels onto OPERA Cloud at incredible pace,” said Scott Strickland, chief information officer at Wyndham Hotels & Resorts. “Today, we’re averaging 20 hotels a week with franchisees migrating in a matter of days and seeing immediate benefits including greater efficiencies, lower costs, and the opportunity to deliver better guest experiences. That includes helping us deliver new innovations to hotels such as room upselling, integrated revenue management, and mobile housekeeping management, among others, all on a global scale.”

Beyond operational and cost efficiencies, Wyndham franchisees can use the Oracle Hospitality Integration Platform (OHIP) within OPERA Cloud to connect with RevIQ, Wyndham’s next-generation, cloud-based, mobile-first revenue management system designed to help owners optimize their revenue strategies and grow market share. Created in collaboration with IDEaS, an industry leader in hotel revenue management software, RevIQ is built specifically for the needs of Wyndham franchisees and is designed to deliver top-tier performance while keeping control, flexibility, and simplicity at the forefront. Both it and OPERA Cloud are the latest in a growing list of initiatives supporting Wyndham’s ongoing, multi-year digital transformation.

With OPERA Cloud, hotels can easily:

- **Scale in the cloud** – Built specifically to run hotel operations, the PMS is flexible and can scale to meet the needs of each hotel without requiring installation and maintenance of on-site hardware.
- **Enable mobile** “anywhere” access – Operators can run their hotel from anywhere while team members can untether from the front desk to serve guests throughout the property.
- **Operate globally** – Designed to meet fiscal requirements across more than 200 countries, operators can customize the system to operate in 20 languages.
- **Streamline operations** – Easy integration with thousands of key partner interfaces means a smoother, more streamlined guest experience with the opportunity for enhanced personalization.
- **Unlock new insights** – Oracle Hospitality OPERA Reporting and Analytics helps hotels and Wyndham unlock insights needed to boost performance at the department, hotel, and chain level.

- **Increase revenue opportunities** – Flexible rate and inventory control options, as well as advanced reservations functionality, help boost occupancy and profits while Oracle Nor1 allows for incremental revenue through automated upsells like room upgrades, late checkout, and more.
- **Quickly train staff** – Oracle’s library of OPERA Digital Learning content, combined with the OPERA Cloud’s intuitive user interface, make training new team members easier than ever.
- **Tailor event management** – Oracle Hospitality OPERA Sales and Event Management (OSEM) helps maximize revenue by providing detailed, real-time information on room and event offerings, including space availability, menus, packages, and pricing.
- **Enhance security and performance** – The PMS is built on Oracle Cloud Infrastructure, elevating the guest experience while helping deliver higher performance, security, and reliability across its globally properties.

“Wyndham is the model of how a global brand can rapidly adopt cloud-based, mission critical technology,” said Alex Alt, senior vice president and general manager of Oracle Hospitality. “With OPERA Cloud, Wyndham can scale to meet the needs and size of each unique property, speed innovation to support the evolving demands of customers, and help hotels create efficiencies that allow limited staff to focus on higher value tasks.”

Shake Shack Ushers in new Data-led Strategy with Qualtrics BrandXM

8 May 2023

Qualtrics, the leader and creator of the experience management (XM) category, announced that Shake Shack — one of the most beloved and fastest growing fast casual restaurants in the United States — chose Qualtrics XM for Customer Frontlines and BrandXM to quantitatively evaluate its brand strength against competitors, identify areas of opportunity and growth domestically, and connect more deeply with its core guests.

It is important to hear what guests say via traditional feedback channels, but it is equally important to monitor what they do. Prior to deploying Qualtrics BrandXM, Shake Shack relied on its leadership’s fine dining background and gut feeling to make decisions about its product, brand, and business, but as it grew, the company noticed a growing need to analyze guest-facing feedback and pressure test its internal direction. Faced with market challenges like the impact of inflation over this last year and the corresponding change in guest behavior, Shake Shack needed new tools to help its marketing organization properly understand and communicate the value of the Shake Shack product in each of its core markets.

Shake Shack combined its Brand Experience (BX) and Customer Experience (CX) programs on the Qualtrics Platform, allowing the company to more precisely understand what its guests value most, both before and after they visit a Shack. With Qualtrics advanced analytics and intelligence built directly into the platform and real-time brand tracking capabilities, Shake Shack is also able to monitor changes from national and regional competitors to determine the

strategy that will have the greatest impact on guest perception, visitation, and likelihood to recommend.

“Shake Shack is able to stay one step ahead of their competition by partnering with Qualtrics to generate a holistic, real-time picture of the key drivers of its brand and customer experience on a single platform,” said Fabrice Martin, Chief Product Officer of Qualtrics XM for Customer Frontlines. “With Qualtrics’ end-to-end system for research and analysis, Shake Shack is able to move from data collection to breakthrough insights in seconds, not weeks.”

With insights from Qualtrics BrandXM, Shake Shack found that new guests with a positive first visit to Shake Shack have a 40-60% higher likelihood of returning in the following six months compared to those who had a negative experience. Within that visit, guest awareness of Shake Shack’s brand pillars – high-quality ingredients, making fresh products in-house, and an emphasis on a feel-good experience – triples. Using BrandXM, Shake Shack is able to link these brand metrics to the business KPIs like revenue and loyalty and clearly see the actions it needed to take to grow its brand.

As Shake Shack continues to rapidly expand, opening nearly seventy new Shacks across the globe last year, it uses Qualtrics to better understand how its product, brand, and guest perception is performing in its non-home markets like Texas and California. Qualtrics BrandXM allows Shake Shack to capture data from every touchpoint that matters – from communications to customer experiences – and understand which ones have the most impact on its brand’s health. For instance, the company learned that Texans prefer to know that Shake Shack food is 100% angus beef, while Californians want to know that the company does not use antibiotics or hormones in any of its meat. These claims are informed by guest needs, tested for specific markets, and solidified by behavior, sales, and experience metrics in each Shack.

“Both the Qualtrics BrandXM and XM for Customer Frontlines platforms allow for quick, scalable analysis that can be easily shared across our organization to make fast decisions and support the intuition that has underpinned our success to date,” said Charles Frankievich, Director, Consumer Insights & Analytics at Shake Shack. “We can share insights across our ops, finance, culinary and tech teams to more deeply understand what people love about our food and ensure that our guest experience both in stores and over digital channels like our app and website meets and exceeds their expectations.”

Sweden’s Green Cargo Taps DXC Technology for Data-Driven Rail Logistics

9 May 2023

DXC Technology, a leading Fortune 500 global technology services provider, announced it has extended its contract with Swedish rail transportation company Green Cargo.

As part of the six-year contract renewal, DXC will continue to manage Green Cargo’s mission critical systems and improve cybersecurity, while Green Cargo transforms into a more agile and flexible organisation. To support Green Cargo’s rapid digital transformation to become a cloud-first organization that is data-driven and geared towards innovation, DXC will deliver infrastructure and application services as well as provide IT service management.

“DXC is a strategic partner to Green Cargo and brings years of deep industry expertise to help us work as a data-driven business, innovate faster, and deliver on our sustainability goals,” said Ingo Paas, CIO at Green Cargo. “By further optimizing and integrating our legacy IT-systems with the latest digital technologies, DXC is helping us to modernize processes across our intermodal business.”

Green Cargo is a state-owned Swedish rail cargo company which transports more than 21 million tons of freight per year. With the support of its partners, Green Cargo serves around 300 locations in the Nordics and delivers goods all over Europe.

DXC has been a strategic partner to Green Cargo for almost nine years. Under the terms of the new agreement, DXC will start to deploy its Rail Cargo Management Solution (RCMS) for Green Cargo’s Nordic Transport Rail (NTR) group. RCMS is a flexible railway-specific standard software application built on industry standards to manage a wide range of applications and processes including fleet management, capacity management and logistics management.

“The rail industry is being transformed by digital technologies. At the heart of this transformation is data, which is enabling rail operators to make more informed decisions about their operations and meet targets for improved efficiency, customer service, and sustainability, said Martin Björk, Managing Director Sweden at DXC Technology. “We are excited to extend our contract with Green Cargo, helping it to implement the technologies it needs to further scale innovation and growth.”

Tata Technologies and TiHAN-IIT Hyderabad collaborate on Software Defined Vehicles (SDV) and Advanced Driver Assistance Systems (ADAS)

8 May 2023

Tata Technologies, a global engineering and product development digital services company, has signed a Memorandum of Understanding (MoU) with TiHAN IIT Hyderabad, to collaborate in the areas of Software Defined Vehicles (SDV) and Advanced Driver Assistance Systems (ADAS). As Automotive companies strive to develop SDVs with autonomous technologies, they look for innovative solutions and accelerators that help them reduce technology incubation time and cost. Tata Technologies and TiHAN will collaborate towards solutions that address these specific challenges being faced by companies in developing SDVs that incorporate the latest technologies. The collaboration will specifically focus on

- Development of platform/s and Proofs of Concept (POC) that optimize product development timelines.
- Enabling upskilling and hands-on training for Tata Technologies engineers at TiHAN in new technology areas.

We believe that this collaborative approach to innovation will help drive the future of the automotive technology and contribute to a more sustainable, connected, and technologically advanced industry.

Reflecting on the collaboration with IIT Hyderabad TiHAN, Warren Harris, MD, and CEO of Tata Technologies, said, “We believe that automotive companies rely on Tata Technologies to

address their product development challenges and enable them to conceptualize, develop and realize better products that are safer, cleaner, and connected. Through this collaboration with TiHAN, IIT Hyderabad, we aim to collaborate and support innovations in the area of SDVs and associated technologies that help automotive manufacturers develop and manufacture great products. We will leverage our 25+ years of automotive domain knowledge and access to customers across the globe to help TiHAN-IIT Hyderabad develop a comprehensive set of solutions and accelerators for the automotive industry and upskill engineers on emerging technologies.”

Prof B S Murty, Director, IIT Hyderabad, expressed his congratulations to both TiHAN-IITH and Tata Technologies on their collaboration. He emphasized the potential for significant innovation in the automotive industry that can result from this collaboration. Prof. Murty also highlighted the TiHAN Testbed, a state-of-the-art facility, and the first-of-its-kind in the nation, which is a dedicated facility for testing and validating a wide range of use cases of autonomous vehicles. He expressed his confidence that this collaboration will propel progress of innovative solutions for autonomous navigation with potential global impact.

Sriram Lakshminarayanan, President & Chief Technical Officer of Tata Technologies, expressed his enthusiasm for the collaboration, stating, “ We can leverage our collective expertise and resources to explore use cases for SDV by adopting modern System on Chips (SoCs), Artificial Intelligence (AI), Machine Learning (ML), Over the Air (OTA) frameworks, and connected technologies within the realm of Software Defined Vehicles. We believe that this collaboration will support the creation of solutions in SDVs, reaffirming our commitment to advancing the industry towards a technologically advanced future.”

Prof. P. Rajalakshmi, Project Director, Dept. of Electrical Engineering at IIT Hyderabad, stated, “TiHAN at IITH has been established to focus on the research and development of autonomous & intelligent navigation systems. We believe that the collaboration with Tata Technologies is set to create valuable collaborative research focusing on innovative smart mobility solutions such as ADAS and SDVs.”

WH Smith North America Soars with Oracle Cloud

8 May 2023

WH Smith North America (WHSNA), incorporating Marshall Retail Group—America’s leading specialty retailer in the airport marketplace, is leveraging Oracle’s retail cloud platform to better manage planning and inventory across its 300+ specialty airport and casino stores across the US and Canada. WHSNA’s stores include company-owned and household brands such as Harley-Davidson, In Motion, LEGO and TUMI. With Oracle’s AI-backed cloud solutions, the WHSNA planning team can deliver a more accurate inventory plan with optimal assortment, styles and size recommendations, providing the right merchandise in the right brands and locations to create and meet customer expectations.

“We have a great track record of fast and successful implementations with Oracle Retail,” said Josh Bellendir, chief information officer of WHSNA. “We engaged Columbus Consulting to evaluate planning solutions to replace our aging technology, and we chose Oracle and RetSci for

their combined retail expertise and speed to market. By choosing a modern, AI-supported platform, we can expand our planning capabilities and streamline business operations while increasing customer satisfaction.”

The brand implemented Oracle Retail Merchandise Financial Planning Cloud Service in just 16 weeks, enabling merchandise and location planners to streamline work and identify opportunities for more profitable inventory investments while ensuring day-to-day decisions align with business objectives. It also leverages Oracle Retail Artificial Intelligence Foundation Cloud Service, part of Oracle Retail Analytics and Planning Cloud Services. The two Software-as-a-Service (SaaS) applications provide extensible analytics and AI to drive optimal planning decisions. Oracle Cloud Infrastructure (OCI) enables the performance and scalability of the Oracle retail solutions.

“This collaboration was great between WH Smith North America, Columbus Consulting, Oracle, and RetSci. The collective team managed the scope of the implementation to deliver mission-critical capabilities quickly,” said Bill Zacher, Chief Operating Officer of RetSci.

“WH Smith North America is one of the first customers to deploy our Oracle retail cloud platform with AI Foundation,” said Mike Webster, senior vice president, and general manager, Oracle Retail. “With these applications, WH Smith North America can scale data models across its operations and benefit from powerful predictive and prescriptive analytics to better forecast demand, improve inventory accuracy, and reduce markdowns and over-stocks to help increase customer satisfaction and profits.”

In 2020, WHSNA also upgraded its in-store technology to Oracle Retail. In 100 days, WHSNA moved its stores to the modern Oracle Retail Store Point-of-Service (POS) with implementation partner BTM Global.

Zadig&Voltaire Selects Centric PLM to Plan and Manage Fashion Collections

9 May 2023

Zadig&Voltaire, the French ready-to-wear fashion and luxury accessories brand, has chosen Centric Software’s Product Lifecycle Management (PLM) solution to power its digital transformation. Centric Software® provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Founded in 1997 by Thierry Gillier, Zadig&Voltaire embodies an independent and bold fashion style that reflects its era. Artistic director Cecilia Bönström’s designs suggest sophisticated yet casual looks. Through this mix of contemporaneity and timelessness, Zadig&Voltaire became a reference for “effortless luxury”.

Choosing Centric Software means adopting a PLM trusted by some of the biggest luxury fashion houses in the world. “We decided to select Centric so that we could benefit from industry best practices and a standardized solution already at the heart of many other brands and retailers in the fashion and luxury sector,” comments Rémy Baume, General Manager at Zadig&Voltaire.

Driven by strong growth and as part of the ongoing structuring of its IT department jointly with different business units, Zadig&Voltaire identified the need for a digital solution to streamline product development: “We intend to optimize our product strategy by modulating our assortment in terms of width and depth, refining the product mix and aligning our pricing and supply strategies,” explains Vincent Queru, Chief Information Officer at Zadig&Voltaire. Centric PLM® will allow the design studio, as well product, global marketing & merchandising and operations teams to reduce time-consuming tasks that add little value.

Centric Software’s PLM technology will also help support the brand’s CSR (Corporate Social Responsibility) policy, specifically with eco-development, eco-design and traceability. “Centric PLM will make it possible to gather and collect unique, reliable and shared data between the quality, development and production teams, thereby improving cross-department collaboration. This tool is a lever to better manage product composition data, country of origin for each component and supplier certifications,” continues Queru. “Finally, all of these advantages will enable easier and optimized processes as a whole for all of our services at every level, leading to increased efficiency.”

“We are delighted that Zadig&Voltaire is now using Centric Software’s PLM solution to manage its commercial and CSR strategies,” comments Chris Groves, CEO of Centric Software. “With Centric PLM, Zadig&Voltaire will be able to make better decisions, faster and see optimized product development times and costs.”

Product News

Applied Intuition and NI Collaborate to Accelerate Validation Test of Autonomous Driving Technology

11 May 2023

Applied Intuition and NI announced that the two companies will combine their expertise to provide an end-to-end solution across the connected Advanced Driver Assistance System (ADAS) and Autonomous Driving (AD) validation workflow, ensuring a best-in-class experience for customers.

The collaboration between Applied and NI represents a significant milestone in the advancement of autonomous driving technology. The two companies will showcase their joint solution at NI Connect 2023 later this month. By combining their respective strengths, Applied and NI will enable engineers to develop and validate their ADAS and AD systems more quickly and safely, ensuring the most cost-effective solution for the customer. This relationship will lead to a safer, more efficient, and reliable autonomous driving future.

Applied specializes in providing simulation and software solutions for ADAS and AD systems. Its platform enables customers to test and validate their autonomous vehicle software in a virtual environment, allowing for faster and more cost-effective development. NI’s comprehensive ADAS and AD test lineup includes customizable, solution-level products that offer comprehensive testing and measurement solutions for the automotive industry. Its hardware

and software tools facilitate real-time testing of ADAS and AD systems, providing a secure and controlled environment for engineers to develop, test, and validate electronic control unit (ECU) algorithms and sensors.

“NI truly complements Applied’s strengths,” said Peter Ludwig, Co-Founder and CTO of Applied Intuition. “NI’s excellent timing fidelity for hardware-in-the-loop (HIL) replay works hand in hand with our high-fidelity object and sensor simulation. With our joint solution, engineering teams can finally create consistency across all levels of testing to improve the quality, reliability, and traceability of their ADAS or AD stack.”

“By working with Applied, we can offer a comprehensive solution for ADAS and AD validation workflows that meet the evolving needs of our customers,” said Drita Roggenbuck, SVP and GM of the Transportation Business Unit at NI. “By combining NI’s ADAS and AD systems with Applied’s simulation software, we can improve efficiency and collaboration, resulting in faster time-to-market for our customers.”

Autodesk Introduces Forma for Next-Generation Building Design in the Cloud

8 May 2023

Autodesk, Inc. unveiled the first set of capabilities of Autodesk Forma, an industry cloud that will unify workflows across the teams that design, build and operate the built environment. Forma’s initial capabilities target the early-stage planning and design process with automations and AI-powered insights that simplify exploration of design concepts, offload repetitive tasks, and help evaluate environmental qualities surrounding a building site, giving architects time to focus on creative solutions.

Today’s release marks the first step for the architecture, engineering, construction, and operations industry cloud, as new features and capabilities will be added to Forma on a continual basis.

“Forma gives architecture professionals the agility to work iteratively rather than sequentially between planning and detailed design, supercharging what they can accomplish,” said Amy Bunszel, Executive Vice President of Architecture, Engineering and Construction Design Solutions at Autodesk. “From rapidly evaluating a large set of factors—from sun and wind to noise and operational energy—to offloading computational tasks to the cloud and connecting with Revit, Forma unlocks great value for our customers.”

Forma will help users to rapidly evaluate dozens of design options and improve upon the desired qualities of a design. Productivity gains will be realized from quick project setup; users can unlock advanced capabilities without requiring deep technical expertise; and data can be used to tell a convincing story about the design vision to secure buy-in and bring stakeholders along.

These outcomes will help architecture firms to better meet client demands and achieve higher-quality deliverables, thereby winning more bids and driving business growth.

Included in Autodesk Forma’s initial capabilities:

- **Contextual modeling** radically simplifies the process to start a new building information modeling (BIM) project. Users can now set up a 3D model of the entire project area within minutes, inputting their own data or buying data sets for selected geographies, all seamlessly within Forma.
- **Conceptual design capabilities** offer freeform building design tools for users to creatively express their design intents and create complex designs in full 3D in just minutes.
- **Automation** radically speeds up early exploration of design concepts. With simple yet powerful parametric tools, users can quickly develop many design concepts and variations to ensure the full solution space is explored, giving users time back to focus on their creativity.
- **Machine learning** performs real-time analyses across key density and environmental qualities such as sunlight, daylight, wind, and microclimate, without users requiring deep technical expertise. Now, environmental analyses can be completed from day one of the design process to meet sustainability requirements and targets.
- **Revit add-in** provides a file-less sync between Forma and Revit, allowing users to detail their Forma data in Revit and bring it back to Forma for analysis.

CUBE 3, an architecture, interiors and planning firm, is migrating its work to digital, cloud-based solutions to future-proof its business.

“We pride ourselves on creative, intelligent designs that take our clients’ needs, budgets and the environment into consideration,” said Tony Fiorillo, Chief Information Officer at CUBE 3. “When we evaluate software solutions, we’re looking for ways to improve communication with our clients, increase speed to market, allow our team to work with flexibility in a hybrid environment, and help us adapt quickly to change. Solutions like Autodesk Construction Cloud and Forma are a huge value-add—giving us unprecedented access to data, which allows us to work smarter and go where our clients need us.”

With Forma, Autodesk now offers a full end-to-end solution for building design—from early-stage planning through to design in Revit with its vast ecosystem of connected products including Autodesk Construction Cloud. For existing subscribers, Forma is now included in the Autodesk AEC Collection.

“This is just the beginning,” said Bunszel. “I’m excited for the future as we continue to build out Forma, reimagining BIM to focus on achieving outcomes instead of modeling, and connecting data, teams, and workflows across the entire project lifecycle.”

CGS® Unveils Industry-First Extended Reality Immersive Learning as a Service (ILaaS™) Solution; Seamlessly Integrates XR into Employee Training Programs

11 May 2023

CGS®, a global provider of applications, enterprise learning, and outsourcing services, announced in advance of the AWE Conference an industry-first XR Immersive Learning as a

Service (ILaaS™) solution that enables companies to accelerate and transform how they improve performance of their workforce digitally.

ILaaS is an out-of-the-box approach to strategically launching enterprise XR for adoption, implementation, scale and measurement. The end-to-end solution provides everything a company needs to successfully launch an XR initiative, including launch strategy, equipment selection and sourcing, content creation, best practice learning methodology, logistics and device management.

The new ILaaS platform is powered by CGS's TeamworkAR™ and removes barriers for enterprise organizations as they launch, deploy and scale learning experiences with virtual reality (VR) and augmented reality (AR.) CGS clients including the American Red Cross, McDonalds, and Scoot Airlines are already using the new ILaaS solution for next-level XR support and strategy without having to make a large upfront investment in needs assessments, hardware, logistics, staff, 3D content, integrations and reporting infrastructure.

"Immersive Learning as a Service is an exciting solution for companies that want to onboard, train and improve the performance of teams using mixed reality. TeamworkAR by CGS provides everything needed to quickly design and launch enterprise immersive experiences - from designing and testing the proof of concept through full-service logistics and content creation with leading hardware and software partners such as Google, Hololens, Matterport, Meta, RealWear, ServiceNow, and Twilio," said Doug Stephen president, enterprise learning division, at CGS. "ILaaS is especially beneficial for large enterprises looking to execute collaboration at scale while reducing costs, complexity, risk, and time-to-performance. It allows them to pilot MR and demonstrate ROI without the headache of procuring devices that they might not need in the future."

The CGS ILaaS solution can be adapted for any industry and was recently deployed by one of the largest U.S. nonprofit humanitarian organizations to train thousands of phlebotomists in the field. This resulted in a **75 percent** decrease in volunteer ramp-up time, a **70 percent** increase in training enrollment, and savings of **\$6.5 million** over a three-year period for the non-profit.

"Training and remote assistance prevail as high value use cases for AR/VR and streamlining access to those use cases only strengthens that value," says Eric Abbruzzese, Research Director with ABI Research. "Ensuring interoperability and integration with existing systems and devices can be a challenge, but having a flexible portfolio with professional service support is a boon for any company at any stage of XR maturity."

TeamworkAR™

Using any device, anywhere, TeamworkAR™ is a platform offering next-level support, on-the-job training and remote assistance to field services, operations and manufacturing. The solution helps increase safety, boost efficiency, and iterate more quickly by allowing employees to work, test, learn, and connect with technology that displays virtual information in their surrounding real-world environment. Through tech-forward engagement programs, leveraging AI, AR/VR, machine learning and gamification, TeamworkAR™ helps our clients achieve their business

objectives and drive ROI. Each solution is custom-tailored and designed to engage employees and keep clients' employee-related business fundamentals strong in an ever-changing environment.

How ILaaS Solution Works:

- **Solution and Integration**
 - Custom AR content development from customer training materials and company content.
 - XR content is available on iOS, Android, web, and all wearable platforms.
- **Logistics and Device Management**
 - Manage supply chain for devices including warehousing, shipping and software and hardware updates.
 - Manage device and accessory maintenance (sanitizing between use), repair, recovery, and replacement.
- **Onboarding and Training**
 - Custom training program design in collaboration with an award-winning, experienced team.
 - Virtual on-demand training and workshops.
 - Immersive employee user guides (including videos or simulations).
- **Monitoring and Reporting**
 - Outcomes and Effectiveness Business Reports (ROI).
 - Device usage and inventory management.
- **Support**
 - Technical support for hardware connectivity or TeamworkAR via Chat messaging platform or 1-800 hotline.
 - 24/7 Support Call Center.

ELEC CALC™ PROJECT: NEW ONLINE COLLABORATIVE PLATFORM FOR ELEC CALC™ PROJECTS.

10 May 2023

Trace Software is pleased to announce the launch of elec calc™ Project, a connector of Trace Connect platform, that enables online collaboration on elec calc™ projects as well as with all the products in the range: elec calc™ BIM, elec calc™ GRID, elec calc™ Reader or QuickSchem™.

The platform allows projects to be stored and shared online. The history of all documentation related to a project can be posted on the platform and shared with all project stakeholders. All information is then available online according to the defined access levels.

The benefits of online collaboration

For each of the products in the elec calc™ range, users have a native integration of their project on the cloud. Thanks to the electronic document management (EDM), it is possible to create specific directories as well as to share files, quickly and easily, in order to ensure the proper organisation of work procedures. Finally, the platform's integrated explorer allows intuitive navigation between the various project files. Users also have a management system for their user groups to grant them specific access to documents and projects.

Today collaboration is a major issue for the success of projects, whether it is the number of people involved or simply the size of the files, it is very complicated to set up file sharing between different entities before even talking about processes

elec calc™ Project will constitute the backbone of a project. It allows to interact with the different actors and to make the different deliverables evolve, from the documentation through the calculation note to the digital model, all in a secure environment.

Jérôme MULLIE Technical Director

Unmatched features for electrical projects

- Provision of “native” cloud project integration from elec calc™
- Visualisation of the elec calc™ range files
- Simulation of operating modes and calculation results
- Visualisation and sharing of all or part of the schematic library / blueprints to groups of users
- Automatic management of workflows for QuickSchem™ statements and document approvals
- Implementation of specialised directories that ensure workflows and controls with the platform's EDM

ESI Group's IC.IDO Weave Accelerates Product Development and Enterprise Decision-making in the Industrial Metaverse

11 May 2023

ESI Group, a leading simulation and virtual prototyping software provider for industries worldwide, has announced the launch of IC.IDO Weave. This innovative offering enables businesses to review complex product design virtually from a human-centric manufacturing perspective, eliminating the need for prototypes and physical try-out. IC.IDO Weave builds on the full potential of ESI Group's existing IC.IDO offers to create a novel approach in the industrial metaverse.

Designed for cross-functional engineering and manufacturing teams that define, evaluate, and validate product designs and assembly processes in the Automotive, Aerospace, and Heavy Equipment industries, IC.IDO Weave provides a collaborative, XR-based try-out environment that weaves enterprise teams into the digital thread. Through virtual workspaces, teams of

diverse backgrounds can ideate, collaborate, and validate their future processes and products early in the development process, in real-time.

IC.IDO Weave's powerful interactivity enables stakeholders to evaluate complex assembly and service plans in virtual manufacturing environments through a digital try-out experience. This approach allows for immersive product integration, as well as, human-centric assembly process evaluations, assembly line reviews, and service process validations, resulting in a higher level of trust, reinforcing valuable decisions made earlier in the development process, and avoiding costly late changes.

ESI Group is committed to shaping a better future by harnessing the power of technology to push boundaries and drive progress. IC.IDO Weave accelerates decision-making by allowing stakeholders to collaborate closely in extended reality workspaces. We continue to lead the way with product assembly reviews in an industrial metaverse. This latest launch is in line with the added value ESI Group wants to bring to its customers with IC.IDO: 'ESI. Innovation without compromise'

Emmanuel Leroy

EVP, Chief Product & Technology Officer

This “all-inclusive” new offer provides flexible access to:

- **IC.IDO Integrate:** enables individual and collaborative virtual mockup environments to validate product concerns such as packaging, integration, and design for assembly or design for service requirements
- **IC.IDO Build & Maintain:** allows for visualization and validation of human-centric assembly or service procedures and ergonomics for digital product designs
- **IC.IDO CoLab:** powers hosting of virtual tryout environments, for leaner enterprise-scaled collaborative virtual workspace for multi-participant human-centric process reviews

Eviden takes quantum computing application development to the next level with its new Qaptiva offering

11 May 2023

Eviden, the Atos business leading in digital, cloud, big data and security, launches **Qaptiva™**, its new Quantum Computing offering to enable real world application development and usage, using best-of-breed quantum computing technologies.

While some vertical markets are starting to show readiness to use quantum computing for problems addressed today by supercomputers, the customer’s focus is shifting from learning to developing and consuming quantum computing real life applications.

With Qaptiva™, Eviden is embracing this new era by enabling a rich Software and Hardware partner ecosystem to use the Qaptiva™ Application development platform, offering corporate customers solutions to facilitate the development of tangible quantum applications, and run them in as-a-service or on premises modes.

Capitalizing on Eviden's strong experience in hybrid computing, Qaptiva™ will help enterprises, organizations, and research centers worldwide to harness the power of quantum computing and take application development to the next level, to solve complex business and scientific challenges.

Unlocking value from quantum computing with all-in-one offering

Developing real-life applications using quantum computing-based paradigms requires building specialized, problem-solving-oriented set of software libraries for developers to use their own domain specific objects without being quantum physics specialists.

As such, Eviden is expanding **its partners ecosystem** to provide developers with a wide choice of quantum software libraries to increase value for its customers while offering different choices of hardware. To support the evolution of quantum software, the team has partnered with innovation-driven Quantum players like ColibrITD, QuantFI, QubitSoft, Qubit Pharmaceuticals, QuRISK and Multiverse Computing to integrate them in Qaptiva™ and to address industry-specific use cases related to automotive, defense, energy, finance, life science and retail. For quantum computing hardware, after the signature of an agreement with its forward-thinking partner IQM Quantum Computers in 2022, Eviden is now also collaborating with French technology leaders Quandela and Pasqal for joint commercial offers.

Qaptiva™ offers all-in-one capabilities and a best-in-class **development environment** to write code once and seamlessly run it on different quantum hardware, either on-premises or through the cloud. Designed to encompass in one place all quantum technologies provided by Qaptiva™ software partners, this platform provides developers, researchers, and scientists with all the necessary tools and resources (libraries, connectors, emulators, and compilers) to program, optimize, compile, emulate, and run code on a Quantum Processing Unit (QPU), delivering tangible results very rapidly without waiting for Large Scale Quantum (LSQ).

In addition to a complete and simplified quantum-application development environment, Qaptiva™ also offers **emulation capabilities** to perform perfect advanced emulations with different noise models, up to 41 logical Qubits. The offer leverages the technology available in the Qaptiva™ 800, the new generation of the previously known "Atos Quantum Learning Machine".

For application development and emulation, Qaptiva™ supports all the most widely used quantum programming paradigms (gate-based, annealing, and analog) and other technologies such as photonic quantum computing.

Qaptiva™ includes a complete **quantum computing consulting practice**, from training to application development to help enterprises, organizations and research centers understand, and identify real use cases, and develop their future production-ready QC-based solutions.

"Capitalizing on our strong experience in quantum computing, we are pleased to launch our new offering, Qaptiva™, to simplify the development of quantum applications with an all-in-one offering for enterprises while pursuing our research and development efforts to make Hybrid Computing a reality for research centers. By providing greater choice in deployment, whether on-premises or in the cloud, and computing flexibility, Qaptiva™ democratizes access to

quantum computing.” said **Dr Cédric Bourrasset, Global Head of HPC-AI and Quantum Computing, Eviden, Atos Group.**

“Eviden is a global leader in Quantum Computing and with the launch of Qaptiva™, a complete as-a-service offer focused on applications development, Eviden is on the right path toward rapid innovation and adoption of Quantum Computing for enterprises and businesses. This allows Eviden to acquire new capabilities, extend its solutions to address new markets, and meet customer needs. With their proven expertise in High Performance Computing (HPC), Eviden can support the adoption of hybridization to combine quantum, traditional HPC and AI at scale. Eviden has all the critical elements and potential to contribute meaningfully to the future of Quantum Computing,” said **Bob Sorensen, Chief Analyst for Quantum Computing, Hyperion Research**

Houseplan --- Your 3D modeling and home design solution

6 May 2023

We’re glad to announce the released of Houseplan, it is a 3D modeling and real-time rendering software that provides a wide range of powerful tools and features, enabling architects, urban planners, amateurs, etc. to present building ideas easily and efficiently.

Advanced Modeling

Houseplan provides advanced 3D modeling tools and features that help modelers work on a variety of 3D tasks. You don’t have to be tech-savvy to be able to build and design your projects. With Houseplan, you can effortlessly make 3D models from scratch.

Stunning Renderings

The high-performance and cutting-edge rendering engine that allows real-time rendering to create photorealistic results and stunning visuals.

Compatible Formats

Houseplan users will find most popular formats are supported and they can also import oblique photography and point cloud data.

Intuitive 3D texturing and animation

The combination of innovative texture painting method and a large library of textures that can be used just takes your projects to the next level! And don’t forget to use Houseplan’s animation tools to make your design come alive.

Export is fast and easy

Houseplan allows you to export not only images but also videos by specifying your preferred camera angles or paths. You can publish your simulation as stand-alone, executable (EXE) files.

Try Houseplan now

Houseplan is available to try, now check out and explore all the tools and features to empower you in modeling, texturing, rendering and much more.

Informatica Announces Expanded Industry Focus and Zero Cost Data Pipelines and Transformations with AWS

10 May 2023

Informatica, an enterprise cloud data management leader, built upon their years-long relationship with Amazon Web Services (AWS) with a new announcement designed to augment product integrations across data, analytics, and artificial intelligence (AI), bolster go-to-market efforts and innovative vertical solutions, and accelerate cloud transformation efforts for its customers. The developments were unveiled at Informatica World 2023, the company's annual customer conference underway in Las Vegas.

First, **Informatica's no code/no setup software as a service (SaaS) AI-powered Cloud Data Integration-Free for Amazon Redshift is available directly from the Amazon Redshift console**, providing a frictionless user experience. Customers can simply select the Informatica option from the Amazon Redshift console menu and process up to 20 million rows and access 10 processing hours per month for data pipelines and data integration, completely free.

This builds on last year's launch of Informatica's Data Loader for Amazon Redshift. Now, Amazon Redshift customers can easily ingest huge volumes of data and take the next critical step to perform transformations to help make sense of this information.

Additionally, Informatica earns industry certifications for Financial Services, Health Care and Life Sciences, a step that closely aligns with AWS's industry focused strategy to answer the call for more cohesive, sector-specific solutions and outcomes. Informatica previously announced verticalization of its Intelligent Data Management Cloud (IDMC), including healthcare & life sciences and financial services, among others. Informatica also achieved the AWS Financial Services Technology Competency designation.

"The potential is filled with opportunity when AWS and Informatica, one of the premier data management leaders, work together to tackle some of our most pressing data needs," said **Tony Fantasia, Chief Information Officer at the Commonwealth of Massachusetts Executive Office of Labor and Workforce Development**. "We've already uncovered so much value through their collaboration, and we're incredibly optimistic to see what benefits this latest announcement can deliver on our path to be a more data-decisive organization."

"Through more seamless product integration on Amazon Redshift and greater investment in vertical offerings, we continue to empower Informatica customers across key sectors and industries to better understand the data that shapes their enterprises and help remove any impediments on their cloud-migration journeys," said **Jitesh Ghai, Chief Product Officer at Informatica**. "This is simply the evolution of a years-long relationship, one built on a shared foundation of innovation, customer obsession, and deep collaboration on nearly every aspect of our organizations, from go-to-market strategy and research and development to global co-sell opportunities."

In 2022, Informatica was named a winner of the AWS Partner Awards as a Design Partner of the Year and Data & Analytics Partner of the Year. Informatica also recognized AWS as its Global

Ecosystem Growth Partner of the Year – momentum that has only accelerated in 2023 with nearly 111% co-sell growth through the first quarter of the year and is available in AWS Marketplace.

“Informatica has been a trusted AWS Partner for several years, powered by a common customer-centric mindset and an unrelenting pursuit of data-driven innovation,” said **Ruba Borno, Vice President, Worldwide Channels & Alliances at AWS**. “Their breadth of leading products and solutions and reputation for the highest standards of quality feed this relationship. This allows us to take these steps to establish a more integrated experience with AWS services, which in turn helps shared customers unlock the true potential and value of their data.”

Informatica Announces New Capabilities for its Intelligent Data Management Cloud to Power the Modern Data Architecture

10 May 2023

Informatica, an enterprise cloud data management leader, announced significant innovations to its industry-leading AI Powered Intelligent Data Management Cloud (IDMC) at Informatica World 2023, its annual customer conference currently underway in Las Vegas. The enhancements across data engineering, MDM applications, and data governance will help enterprises further reduce costs, maximize resources, improve productivity, and accelerate time to value. These include:

1. Boosting the Productivity of Data Engineers and Developers

To help maximize the resources and bandwidth of experienced data professionals, Informatica introduced new enhancements to its data engineering, API and App Integration services. Now, data engineers and developers can:

- Increase productivity with AI-powered automatic mapping generation and expression transformations using preferred IDE and programming language with INFACore and operationalize AI/ML models with ModelServe.
- Reduce costs while enjoying faster processing by lowering cloud data warehouse and lake ingress and egress charges using cross ecosystem ELT, hierarchy ELT, and SQL native functions support and design.
- Increase efficiency and agility with reverse ETL using built-in wizards and change data capture with new and enhanced replication sources and targets including Google BigQuery, Databricks Delta, SAP, DB2 for z/OS, Salesforce, MongoDB, MongoDB Atlas, Oracle Fusion Cloud, Amazon Aurora PostgreSQL.
- Speed time-to-market with full API lifecycle management using Informatica’s API Center to deploy APIs in minutes and manage APIs through real-time monitoring, AI-powered analytics, policy enforcement, flow control, and privacy management

2. Driving Simplicity and Rapid Time to Value with Intelligent MDM applications

Informatica's Intelligent all-in-one Master Data Management (MDM) and 360 applications powered by CLAIRE AI engine enables businesses to connect data for a contextual 360-degree view and insights to make it easy them to drive rapid time to value with simplicity. All-in-one MDM enhancements include:

- Error reporting and auto-generated mappings: Enable data stewards with sophisticated data quality error reporting and remediation capabilities for unparalleled efficiency.
- Legal entity data model for financial services: Users get a comprehensive view of legal entities and their risk exposure. This industry extension includes data model, GLEIF enrichment and reports that accurately aggregate risk exposures such as credit rating and sanctions.
- ESG extension to reduce risk associated with compliance: Comply with ESG regulations, including supply chain risk, ESG rating and compliance, and emission data reporting and maintenance.
- New MDM cloud modernization program: Accelerate modernization from on-premises MDM systems to Informatica's modern, all-in-one platform, cloud native MDM for greater agility.
- AI-powered matching for any domains of data to ensure the most trusted view of customers, products, suppliers, and other master data domains.
- Intelligent workflows for user-driven content enrichment and approval flows for both data domains, fields, and field groups.

3. Simplifying Data Governance, Democratization, and Observability

Informatica's AI-powered modern data governance solution unifies data catalog, governance, quality, observability, and marketplace capabilities, which helps increase productivity, reduce costs, and accelerate time to value for line of business users. This allows enterprises to:

- Simplify and automate data governance and observability: Use AI-powered predictive data intelligence to govern, observe, and leverage data, including new CLAIRE generated data classifications that reduce time to curate and classify data by up to 70%.
- Empower all data consumers: Enable them to discover, understand, and access trusted data, with new native data quality reporting and API for the data marketplace.
- Ensure trusted, reliable, high-quality data and data pipelines with observability: Identify and remediate data quality issues more easily with data quality preview and simplified rule-building
- Ensure data is shared and used responsibly: Align with policies and standards empowered by a holistic view of the data estate, with new metadata scanners for Cognos, Database Scripts such as Microsoft SQL Server SQL Script, Oracle SQL Script, Snowflake SQL Script, Databricks Unity Catalog, Google Looker and many more.

4. Provide greater customer confidence and protection, particularly those in high-security sectors such as healthcare and financial services, with enhanced security features

Informatica is bringing three new upcoming cloud security features to market that are designed to provide customers with greater peace of mind and more flexibility in controlling access to their data assets. These include:

- Private Link (via AWS or Azure): Informatica's secure agent on the public internet is encrypted, a private connection with Informatica can now be established.
- Customer Managed Keys: create and control data encryption keys without making those keys available to cloud providers.
- Secure Agent Key Vault: store and manage connector credentials in established enterprise third-party secrets vault, which Informatica will only access at run time as needed.
- Private Link via AWS and Customer Managed Keys are available now. Private Link via Azure and Secure Agent Key Vault will be available later in 2023.

“Since we unveiled IDMC at this very conference two years ago, its impact on the broader industry and tier-one enterprise data needs has been nothing short of revolutionary,” said **Jitesh Ghai, Chief Product Officer at Informatica**. “While there are disparate point solutions available in the market today, IDMC, bolstered by the latest innovations, is best-of-breed data management, with intelligent automation and a suite of fully integrated services on a single, unified platform - connected, compatible, open, modular and comprehensive – powering the modern data architecture.”

Informatica Deepens Partnership with Google Cloud, Announces Availability of SaaS Master Data Management Natively on Google Cloud to Deliver Trusted Data

10 May 2023

Informatica, an enterprise cloud data management leader, further strengthened ties with Google Cloud and put more power in the hands of customers with two new developments: the launch of Informatica's Intelligent Master Data Management Software-as-a-Service (Intelligent MDM) natively on Google Cloud and Informatica's comprehensive Intelligent Data Management Cloud (IDMC) on Google Cloud in Europe. The announcements were made at Informatica World 2023, the company's annual customer conference underway in Las Vegas.

“A key ingredient in Informatica's secret sauce is the breadth and depth of our strategic partnerships, and we couldn't be more pleased to expand our partnership with Google Cloud to bring our industry-leading cloud data management solutions to more organizations,” said **Jitesh Ghai, Chief Product Officer at Informatica**. “With MDM SaaS, our customers can have confidence the data they rely on to inform pivotal business decisions is unified and accurate, while European organizations can solve any data need through the best-of-breed solutions integrated into our single IDMC platform. Informatica helps those in the Google Cloud ecosystem to make sense of their data, to be empowered, and to ultimately bring this data to life.”

Informatica's AI-powered, multidomain **Intelligent MDM SaaS on Google Cloud** provides customers with a trusted, holistic view of their entire data environment across all business

domains, from customers, suppliers, and products, to employees, locations, and industry-specific assets. It allows the integration and rationalization of hundreds of disparate data sources into a single, authoritative version of truth, or golden record, for all critical business operations, which makes business processes more efficient and delivers reliable business insights.

IDMC on Google Cloud in Europe addresses data sovereignty and localization concerns established by the General Data Protection Regulation and similar legislation. European-based organizations can now deploy IDMC workloads within the EU, which keeps the customer's data and metadata in the region. This gives customers the confidence they can leverage comprehensive benefits of IDMC to properly manage and maximize their data without sacrificing innovation or running afoul of stringent compliance requirements.

Informatica's SaaS MDM for Google Cloud and IDMC for Google Cloud in Europe can now be purchased through Google Cloud Marketplace. This enables organizations to purchase IDMC as SaaS MDM through Google Cloud billing.

"Providing customers with the confidence that the data they rely on to inform pivotal business decisions is unified and accurate is a top-of-mind business priority for organizations across industries today," said **Gerrit Kazmaier, VP/GM of Data Analytics and Business Intelligence at Google Cloud**. "We're delighted to add Informatica's SaaS MDM solution to Google Cloud Marketplace, to help customers deliver better business outcomes based on a single, trusted record for deeper analysis."

"Informatica and their MDM solution have truly been the engine of our digital transformation efforts – they've enabled us to create a more trusted, comprehensive lens of our customer data, which has saved us significant time and dollars while providing greater flexibility to pivot resources to other priorities," said **Stephen Lee, Director, Enterprise Data Engineering Data Strategy & Enablement at TELUS**. "Now, with the addition of an integration with Google Cloud, also one of our key cloud partners, we can reap the benefits of their cooperation to better meet shifting winds of business needs and customer demands."

Informatica enhances partnership with ZS to provide powerful data integration for life sciences

10 May 2023

Informatica, an enterprise cloud data management leader, announced an expanded partnership with ZS, a global management consulting and technology firm, to embed Informatica's end-to-end Intelligent Data Management Cloud (IDMC) with ZS's cloud-native ZAIDYN platform built specifically for life sciences. The announcement was made at Informatica World 2023 in Las Vegas, the company's annual cloud data management conference.

"Integrating Informatica's IDMC with ZAIDYN will truly open doors to broader insights and deeper recommendations for customers across the healthcare and life sciences marketplaces," said **Amit Walia, CEO at Informatica**. "Through this unified data fabric, customers can eliminate data silos and provide consistency across their entire data ecosystems. Now, they can have

greater confidence that the data they ingest, connect, manage and analyze within the ZAIDYN platform to inform their most pivotal business decisions is accurate, reliable and of the highest quality.”

Integrating IDMC with ZAIDYN enables a more seamless, automated experience for joint customers and accelerates time to insights for life sciences companies so they can improve customer engagement, field performance, analytics, and clinical capabilities. These improvements drive better business outcomes and create a more connected healthcare environment.

“We built ZAIDYN to help create a globally connected digital healthcare ecosystem, and data and insights are critical to its success,” said **ZS CEO Pratap Khedkar**. “Using Informatica’s IDMC, we are creating a modern data fabric that integrates the ZAIDYN platform ecosystem for easy discovery and consumption of trusted data, enabling our clients faster time to market, lower deployment costs and sustained business impact.”

Informatica and ZS have partnered for over a decade, including on a joint master data management solution for healthcare and life sciences enterprises.

New release: SprutCAM X 16.3.10

10 May 2023

What’s new:

- Developers updated the technology settings window for EDM operations.
- Also the output of CLdata command parameters for EDM has been updated.
- The update included the toolpath calculation for adaptive roughing waterline strategy.
- The input form for painting thickness was also updated.
- In addition, MachineMaker now supports EVS robots.
- MachineMaker also now supports Tormach robots.
- Lastly, MachineMaker now supports Borunte robots.

List of fixed bugs and errors:

- An error in long transitions was corrected.
- Errors in the CAD module were fixed.
- Mistakes in approaches were corrected.
- A critical error when working with a drawing was fixed.
- An error in modeling when moving on the feed of a long transition was fixed.
- The equidistant construction was corrected.
- Errors in the adaptive strategy on finishing passes were corrected.

- Critical errors no longer appeared. Automatic settings for the knife cutting operation were fixed.
- The parameters of 4-axis operations were corrected.
- Problems with AMD video cards were addressed.
- Issues with importing 3D models in .m3d format were addressed.
- An error in positioning axis C was corrected.
- Mistakes when working with the parameterized contour tool were corrected.
- Errors related to SprutCAM X crashing were addressed.
- Errors when working with the undo command were fixed.
- An error when working with the coordinate system of the positioner was fixed.
- Errors with collision control on machines and robots were fixed.
- Errors with copying parts were fixed. Errors in calculating short transitions were corrected.
- Errors in the Rough waterline operation were fixed.
- Errors with visualization were corrected.
- Mistakes in the Rotational waterline operation were corrected.
- Errors with parameter settings for approaches and returns were fixed.
- The parameter description for the deep drilling cycle was corrected.
- Errors in calculating the trajectory in the morphing strategy were corrected.
- Errors when working with the limitation zone were addressed.
- Issues when considering horizontal surfaces were addressed.
- Errors when adding points to the working task were fixed.
- The toolpath calculation was fixed for the Roughing saw operation.
- Errors in FBM operations were corrected.
- Errors in modeling when working with painting operations were corrected.
- Errors in turning operations were corrected.
- Errors in the 5D operation over surfaces were corrected.
- Errors when importing models in STEP format were addressed.

A total of 135 changes were made to SprutCAM X, including error fixes and improvements to the workflow.

PROSTEP SUPPORTS THE EXCHANGE OF 3D DATA IN OCX FORMAT

10 May 2023

In the absence of a universally accepted format for exchanging 3D data, shipyards, design offices and classification societies have up until now continued to exchange drawings of the hull structure, especially in the early design phase. With OCX, however, that is due to change. The companies involved want to establish drawing-free processes and drastically reduce the time and effort needed to create drawings or new designs in special calculation tools with the help of the new standard. As a member of the OCX consortium, PROSTEP develops solutions that enable the use of OCX data in IT systems that do not yet support this standard.

OCX stands for Open Class 3D Exchange Format. The new standard was developed just four years ago in the APPROVE research project under the lead of the classification society DNV and with the participation of well-known providers of shipbuilding-specific CAx systems. The project team then brought the standard into the newly formed OCX consortium with the aim of developing it as agilely as possible while at the same time obtaining a great deal of feedback from the industry. This is why the consortium set up an OCX implementor forum, where the participating software providers can put their interfaces to the test.

The new standard is becoming increasingly popular, not only with shipyards and classification societies but also with providers of CAx systems for shipbuilding. As a result, software vendors no longer have to support the numerous special formats that classification societies use to read 3D models of ship hulls into their verification systems. A large number of classification societies have now also joined the consortium, as they hope that a common process using a common standard will make it easier to implement drawing-free processes.

OCX can save shipyards and design companies man-months of time needed to create drawings and/or special models for the classification societies. If needed, the latter can make direct use of the OCX data for calculations and no longer need to create separate 3D models for this purpose. The next step will involve extending the standard to support round trips in communication between classification society and shipyards. The classification societies return the OCX models with annotations that designers can read directly into their systems. This would significantly speed up processing.

"The new standard has achieved a higher level of acceptance in four years than STEP ever achieved in over 20 years. Most providers of shipbuilding-specific CAx systems have in the meantime implemented corresponding interfaces in their systems or are currently working on them," says Carsten Zerbst, Manager Systems Integration at PROSTEP. The company's shipbuilding experts offer OCX support for legacy systems and systems that do not support the format. They are also developing special tools for embedding OCX in 3D PDF documents so that they can be visualized offline on a tablet computer, for example.

Rand Simulation Expands Offering with Ansys LS-Dyna Expertise

9 May 2023

Rand Simulation (Rand SIM), an Ansys Elite Channel Partner and a division of Rand Worldwide, has entered into a partnership with Predictive Engineering to acquire their Ansys LS-Dyna (LS-Dyna) customer base and supplement in-house expertise to support customers using this technology. By expanding LS-Dyna consulting, training and support capabilities, Rand SIM has strengthened its structural analysis business unit and is better equipped to support the large segment of the market that relies on this Ansys technology for its best-in-class explicit dynamics simulation needs.

“Integrating a fracture mechanics pioneer like George Laird, Ph.D., P.E. and president at Predictive Engineering, into our pool of talented experts allows us to provide customers with consulting, training and support expertise that leverages his decades of hands-on experience earned from countless explicit dynamics structural simulation engagements,” says Jason Pfeiffer, vice president, Rand Simulation. “This partnership equips us to serve our new and existing LS-Dyna customers with the highest level of technical expertise in the industry. Our clients are always looking to make their products safer through the performance of non-linear and transient simulation analyses in areas such as crash, impact penetration, ballistics, etc. This expanded LS-Dyna expertise allows us to help them simulate real world problems using this robust, accurate and efficient tool.”

Rand SIM’s strategic expansion to include the LS-Dyna product and related consulting expertise was prudent given that Dyna is now part of the Ansys portfolio and follows on the heels of the recent addition of a team focused on optics and photonics. The LS-Dyna skills complement existing engineering and design consulting services around the core physics of fluids, heat transfer, structures, electromagnetics, optics and photonics. By building a specialized team of experienced LS-Dyna professionals, Rand SIM can help structural engineering teams predict how a prototype will respond to real-world events such as crashes, drops, earthquakes, impact and penetration, bird strikes and more. This ongoing expansion demonstrates Rand SIM’s commitment to staying at the forefront of industry trends and providing the highest level of expertise to their customers across North America.

“I’m excited to share my decades of LS-Dyna insights with the Rand Simulation team who have a proven track record of commitment to the success of their customers,” says George Laird, Ph.D., president at Predictive Engineering. “It’s exciting to see first-hand how Rand Simulation is becoming stronger than the sum of their individual people and I look forward to accelerating their LS-Dyna expertise so that they can share the capabilities of this powerful tool across their broad base of customers. I am also confident that my former LS-Dyna customers who have now become valued customers of the Rand Simulation team, are in excellent hands.”

Rockwell Automation Improves Operational Agility with New On-Machine Distributed I/O Solution

8 May 2023

Rockwell Automation, Inc., the world’s largest company dedicated to industrial automation and digital transformation, announced the release of its new Allen-Bradley® ArmorBlock 5000™ I/O

blocks. Integrated with IO-Link technology, the distributed I/O solution offers smart capabilities that can help industrial manufacturers improve operational productivity with minimal cost.

Manufacturers can deploy and maintain smart automation more efficiently with the ArmorBlock 5000 I/O solution. With the highly integrated IO-Link capabilities, machine design complexity is reduced through simpler device configuration and better integration with Allen-Bradley controllers. Users can speed up project development with the common tag structure and configuration workflows in the intuitive Studio 5000 Logix Designer® environment.

Optimized for On-Machine use, the high-performance ArmorBlock 5000 I/O blocks enable quicker installation, commissioning and troubleshooting, which will reduce downtime. The I/O blocks can operate in a wide range of temperatures and offer up to IP69K protection for high-speed applications in harsh environments. Plus, the blocks are available in three industry-standard power variants to meet different regional needs.

The IO-Link master blocks are the first released product from the ArmorBlock 5000 I/O portfolio. These scalable blocks provide a high degree of flexibility with up to eight IO-Link channels that includes four IO-Link Class A and four Class B ports. The ability to control high current devices and improve connectivity can help drive machine performance and productivity.

More offerings will be released in future to complement the ArmorBlock 5000 I/O solution. The upcoming configurable I/O blocks will deliver smart capabilities such as sequence of events (SOE), scheduled output, input timestamping, event trigger, and more.

“With the increasingly complex manufacturing landscape, our customers are challenged to improve operational resilience while maintaining efficiency. Smarter technology is a key enabler for better enterprise visibility, leading to timely data-driven decisions,” says Sean Homan, business director, Asia Pacific Business Center, Rockwell Automation. “ArmorBlock 5000 I/O is the result of our commitment to delivering innovative solutions that meet the evolving needs of our customers. With its distributed monitoring and control, and highly integrated IO-Link capabilities, this On-Machine I/O solution can drive production agility for industrial automation.”

Simulations Plus Launches New Integrated Pulmonary Software and Services Package to Streamline Drug Development and Improve Patient Outcomes

10 May 2023

Simulations Plus, Inc., a leading provider of modeling and simulation software and services for pharmaceutical safety and efficacy, announced the release of a new integrated pulmonary software and services package. This targeted package will support pharmaceutical companies by streamlining their pulmonary drug development processes, enabling them to make better-informed decisions and bring therapies to market faster.

The pulmonary package offered by Simulations Plus is founded on the industry leading GastroPlus® modeling and simulation platform, which can be used to predict localized

exposure in the lungs. That localized exposure data is then utilized to inform the ILDSym™ or IPFSym™ platforms for efficacy predictions. As client ventures launch and progress, Simulations Plus scientists will leverage their 40+ years of combined experience in pulmonary exposure and efficacy modeling to train in-house client experts on how to use the software and create models to accurately predict the exposure and efficacy of their pulmonary assets.

“Developing molecules intended to treat interstitial lung disease (ILD) and idiopathic pulmonary fibrosis (IPF) is a daunting challenge; they are serious conditions with no known cures,” explained Dr. Brett A. Howell, President of the DILSym Services division at Simulations Plus. “We anticipate that the use of our targeted pulmonary package could lead to an acceleration in the development of treatments to slow or even halt progression of these diseases. By integrating the industry-leading platforms for PBPK/PCAT™, quantitative systems pharmacology (QSP), and the expertise of our scientists, along with the training of in-house scientists, we believe we can help our clients develop therapies that will improve and even extend the lives of patients worldwide.”

“Hiring and retaining skilled modelers is difficult, which is why many companies develop talent from within,” noted Vice President of Business Development Josh Fohey. “While we are always pleased to assist with our clients’ drug development programs as an extension of their team, we also want to empower them to engage with their models and data beyond what is typical with consulting relationships. As part of our Pulmonary Package, client teams benefit from a customized learning package using the tools in their program, implemented with support and guidance from our experts. Together, we can better understand lung absorption and efficacy, and find new treatments for respiratory disease.”

Synopsys and ReversingLabs Sign Agreement to Enhance Software Supply Chain Risk Management

11 May 2023

Synopsys, Inc. announced an agreement between its Software Integrity Group and ReversingLabs that provides software development and security teams with a comprehensive software supply chain risk management solution. Synopsys Software Integrity Group's market-leading open-source scanning capabilities of Black Duck® and ReversingLabs' Software Supply Chain Security (SSCS) Platform address complete software bill of materials (SBOM) requirements and software supply chain threats as part of their software development and continuous integration and continuous delivery (CI/CD) processes.

Black Duck software composition analysis manages the security, quality and license compliance risks that come from the use of open-source code in applications and containers. The ReversingLabs SSCS Platform complements the capabilities of Black Duck by scanning commercial third-party components for vulnerabilities, malware and instances of software tampering. These capabilities provide additional security risk insight to quickly identify malware, software tampering and anomalies inserted in software to prevent supply chain attacks before release. Synopsys is now authorized to resell the ReversingLabs SSCS Platform

with Black Duck to create comprehensive, actionable SBOMs automatically and throughout the software supply chain.

"Software and security leaders are looking to Synopsys to lead in delivering complete solutions to secure the rapidly evolving software supply chain threat landscape," said Jason Schmitt, general manager of the Synopsys Software Integrity Group. "ReversingLabs provides the perfect complement to our expertise in open-source risk and application security by layering in some of the most advanced security technology available for identifying and eliminating security risk from commercial and third-party software components. Together, we can produce accurate and complete SBOMs that include all sources of software in the supply chain."

According to Gartner¹, 45% of organizations worldwide will experience attacks on their software supply chains by 2025. As a result, organizations are going to put added pressure on software suppliers and their internal software development efforts to demonstrate security best practices.

"Recent software supply chain attacks on open-source and commercial third-party software require a new approach to software resilience," said ReversingLabs CEO, Mario Vuksan. "This means organizations must strive for a more holistic view of the software supply chain, a deeper understanding of complex software package composition, including open-source and commercial third-party components, and a more comprehensive view of software behavior. With Synopsys, our combined efforts will not only ensure regulatory needs are met but truly enable developers and security managers to avoid software threats and prioritize and action software risks and quality issues."

Tango's New Visitor Management Solution Elevates the Workplace Experience

10 May 2023

Tango, the leading provider of Integrated Workplace Management Systems (IWMS) and Store Lifecycle Management (SLM) solutions, announced the launch of Tango Visitor, a new innovative visitor management system that offers companies a seamless guest experience that not only ensures a safe and secure environment for employees and visitors, but also enables organizations to mitigate the risks associated with unforeseen business continuity events.

Tango Visitor helps companies welcome guests and foster a great first impression, supports health and safety, while also ensuring operational efficiency and in-depth insight into how and when spaces are being used.

"With the return to office, companies are welcoming employees and guests back and require solutions that avoid wait times, confusing check-ins and ready organizations to respond to emergency situations," explained Pranav Tyagi, Tango's President & Chief Executive Officer. "Tango Visitor enriches the visitor experience from the moment they enter your office to the time they leave, and offers real-time data and reporting to optimize your operations."

Combined with Tango Space and Tango Reserve, Tango Visitor rounds out a complete workplace solution that provides flexibility and improves the employee and guest experience,

while providing insight into how and when office assets are being used and furnishing critical data to inform real estate portfolio strategy.

Tango Visitor offers real-time data and reporting to optimize operations and enrich the entire visitor experience. Using this innovative solution, organizations will be able to:

- **Offer a Seamless Guest Experience** – Streamline the check-in process, eliminate the wait times, and provide an elite, custom visitor experience from the moment guests walk in the lobby.
- **Enhance Safety & Security Measures** – Allow employees to register a visitor and book required conference rooms, enable visitor pre-registration, complete important documents and participate in screening questionnaires before or upon arrival.
- **Achieve Operational Efficiency** – Empower admins with control over the visitor process with a personalized experience tailored to the organization’s registration and check-in procedures, making it easy to manage and monitor who’s coming and going.
- **Uncover In-Depth Insights** – Gain insights into visitor traffic and activities on the premises and visualize how many visitors will be at the workplace any given day, identify patterns and trends, and make informed decisions to improve security and operations.

What’s new in Opcenter Execution Electronics 2304

9 May 2023

Alessandro Cereseto published a blog post on the Siemens blog to share the updates available in the most recent release of Opcenter Execution Electronics 2304. Alessandro says, “Opcenter Execution Electronics version 2304 provides an improved integration with Opcenter Intra Plant Logistics, technology improvements and new features that increase efficiency in electronic production.”

Read the full blog post here: <https://blogs.sw.siemens.com/opcenter/whats-new-in-opcenter-execution-electronics-2304/>

What’s new in Opcenter Execution Medical Device and Diagnostics 2304

9 May 2023

On May 9, 2023 Alessandro Cereseto published a blog post announcing the release of Opcenter Execution Medical Device and Diagnostics 2304. Alessandro says, “Enhancements to the data collection and computation capability allow for greater control and enforcement over data point formats. Advanced equipment maintenance and parts management capabilities provide greater control of equipment. Our expanded set of supported technologies offers you access to the most up-to-date set of technologies.”

Read the full blog post here: <https://blogs.sw.siemens.com/opcenter/whats-new-in-opcenter-execution-medical-device-and-diagnostics-2304/>

What's new in Opcenter Execution Semiconductor 2304

9 May 2023

Alessandro Cereseto announced the release of Opcenter Execution Semiconductor 2304 on the Siemens blog on May 9, 2023. Alessandro says, “This release contains single-item tracking (SIT) model enhancements, new and updated user interfaces (UIs), high-performance engine (HPE) transactional enhancements, representational state transfer application programming interface (RESTful API) improvements and more.”

Read the full blog post here: <https://blogs.sw.siemens.com/opcenter/whats-new-in-opcenter-execution-semiconductor-2304/>