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## CIMdata News

### ***CIMdata to Participate in the Global Product Data Interoperability Summit's Virtual Event***

11 August 2021

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that its President & CEO, Peter Bilello, will make a keynote address at the upcoming Global Product Data Interoperability Summit's (GPDIS) 2021 virtual event. The presentation, "The Keys to Successful Transformation," will occur on Thursday, 16 September. CIMdata is a GPDIS partner along with The Boeing Company, Elysium, Northrop Grumman, Parker, and PDES.

As industrial enterprises dig themselves out of the latest set of disruptions, long-accepted views of product lifecycle management (PLM) are seen as being inadequate. Complexities, risks, and opportunities that have been downplayed, or ignored, are being tackled on the factory floor, in the field, in the executive suite, and everywhere in between. The result is a massive upheaval. Among the impacts are how enterprises operate, how they expect to prosper, and even how they view themselves and their core competencies. With increasing urgency, leadership and management teams demand speed-ups in their digital transformations to sharpen their competitive edge.

At GPDIS, Peter Bilello will present CIMdata's Critical Dozen as a way of illustrating why many companies are finding their digital journey so tricky. The Critical Dozen represents 12 familiar, evolving trends and enablers of digital transformation that you cannot or should not live without.

Mr. Bilello has over 30 years of experience developing business-enabling IT solutions for research, engineering, and manufacturing organizations worldwide. He has participated in PLM analysis, selection, implementation, and training; CAD/CAM/CAE/CIM implementation and management; synchronous and lean manufacturing consulting; software engineering; and general data management strategy development and support. He has authored numerous papers and research reports on PLM and related topics, and his articles, commentaries, and perspectives appear in publications throughout the Americas, Europe, and Asia.

GPDIS will take place virtually over 5-half days on September 13-17. Those interested in attending the Event from an industrial company may do so for free courtesy of Platinum Sponsor, Vertex. To learn more about the event and to register, visit <https://gpdisonline.com/registration/>.

## Acquisitions

### ***Altair Acquires S-FRAME Software, Powerful Structural Analysis and Design Software, to Strengthen and Accelerate Global Footprint in Architecture, Engineering, and Construction (AEC)***

10 August 2021

Altair, the global leader converging simulation, HPC, and AI, announced that it has acquired S-FRAME Software, a structural analysis software platform used by engineers to evaluate a structure's ability to withstand external loads (like wind, water, and snow) and meet design code requirements around the world.

For more 30 years, high-end architectural clients have utilized Altair's sophisticated technology – which

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is also used to design high-tech modern aircraft and automobiles – to develop some of the world’s most innovative and iconic structures. Utilizing S-FRAME Software’s finite element structural analysis and code support with Altair’s high-fidelity structural optimization solutions will allow architects and civil engineers to be more innovative and bring their visions to life while adhering to local code requirements.

According to CIMdata, the leader in product lifecycle (PLM) education and research, “the AEC segment will be one of the fastest-growing segments of the PLM market with a 14.7 percent CAGR to \$11 billion in 2025.”

“We are excited to expand our presence in the rapidly growing AEC market to lead the transformation from rule-based design to predictive, high-performance design, fueled by simulation,” said James R. Scapa, founder and chief executive officer, Altair. “By using highly sophisticated performance-based, predictive simulation, architects and designers will be able to be more creative, fueling innovation while increasing safety.”

As an AEC innovator for many years, S-FRAME Software’s integrated solutions make it possible to analyze, design, and detail structures regardless of geometric complexity, loading conditions, nonlinear effects, design code requirements, or material type including steel, concrete, composites, or mass timber, one of the hottest in sustainable building materials. S-FRAME Software has been a leading advocate for the use of timber in building design as the material offers sustainability through greenhouse gas reduction and other environmental benefits like insulation as well as architectural aesthetics. S-FRAME Software also allows users to produce comprehensive and detailed design reports that include clause references and intermediate results for multiple design code support.

“Joining the Altair team is a strategic way to accelerate our growth and become part of a full solutions suite with their advanced structural design offerings,” said Marinos Stylianou, chief executive officer, S-FRAME Software. “We are confident our combined offerings will be able to empower engineers, designers, and builders to reach new heights.”

Founded in 1981, S-FRAME Software is based in British Columbia, Canada and serves a global client base.

S-FRAME Software will be available via Altair Units, Altair’s patented, subscription-based licensing model, which allows organizations to pay only for what their employees need, when they need it.

## ***Bechtle acquires CAD/CAM/PLM specialist Cadmes***

9 August 2021

**Bechtle AG bolsters its presence outside of the DACH region with the acquisitions of Cadmes B.V., Netherlands, and Cadmes Systems B.V., Belgium. Founded in 1991 with a focus on Dassault Systèmes SOLIDWORKS 3D CAD software, the specialist reseller currently employees around 100 staff. In the 2020 fiscal year, Cadmes generated revenues of some 17 million euros. Gerbert Thelissen, CEO, Anoeck Schellings, COO, Bas Koomen, CTO, and Wouter van Erp, CFO will continue in their roles, while Wiek Schellings, founder and current President of Cadmes is retiring from the company as planned. Cadmes will continue to operate using its established name and brand in its traditional Benelux markets. The South African subsidiary as well as Mark3D, Brighter Orange and Cadmes Holding B.V. are not part of the acquisition. As is usual, the purchase price and conditions remain confidential.**

Over the last 30 years, Cadmes has developed into the leading reseller of CAD, CAM and PLM solutions in Benelux. Its software, consulting and services portfolio is based on SOLIDWORKS,

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Mastercam, Tacton and Cimatron products. Headquartered in 's-Hertogenbosch, the company has over 5,500 customers predominantly in manufacturing industries, and supports these customers' core processes across all tasks and phases of a product's lifecycle. Moreover, the company is highly skilled in the strategically important 3DEXPERIENCE cloud platform that provides environments for digital collaboration to development-intensive corporate divisions.

Gerbert Thelissen, CEO of Cadmes: "We are delighted by this next step towards a successful future for Cadmes. Together with Bechtle, we will be able to provide our customers and business partners with enhanced expertise, services and innovations, strengthening our position as a market leader in Benelux in the long term, and expanding our international presence."

Uwe Burk, Executive Vice President CAD/CAM, Bechtle Systemhaus Holding AG: "In Cadmes, Bechtle has gained a strong, extremely customer-oriented company with an excellent position in the market. We are very pleased to be able to bolster our ranks with over 100 excellently trained specialists in a future-oriented and successful business area, who have been part of an extraordinary success story over the past three decades."

In Germany, Bechtle is represented in the market by DPS, SolidLine, Solidpro, Coffee and HCV Data, in Austria by planetsoftware and in Switzerland by Solid Solutions. Together with Cadmes, these specialised subsidiaries employ 880 staff. The Bechtle Group has been a SOLIDWORKS partner for eleven years and has this key CAD software vendor's highest certification status.

## Company News

### ***A Call for Next Generation MBSE - Siemens Digital Industries Software***

10 August 2021

First-generation Model-Based Systems Engineering (MBSE) tools have simply not kept up with the complexity of today's products to define and share product data across large value chains. Tools based on the first generation of Systems Modeling Language (SysML) struggle with large models, interoperability and supplier collaboration. Our customers are seeking next generation solutions that make systems engineering solutions broadly available across the enterprise.

Read more in this [new blog post](#) by Dale Tutt, Vice President of Aerospace and Defense Strategy, and Nand Kochhar, Vice President of Automotive and Transportation Strategy.

### ***A fresh breeze in the CADENAS sales team: Effective support of component manufacturers in Austria & France to boost digitization strategy***

12 August 2021

#### **Roman Bruckner & Gabriel Laffay are looking forward to an intensive cooperation with manufacturers from various fields of engineering**

The international software manufacturer CADENAS continues to expand its global sales team. With two new Key Account Managers, Gabriel Laffay in France and Roman Bruckner in Austria, eCATALOGsolutions customers will be served even better directly on site. Both advise component manufacturers on the effective provision of high-quality CAD & BIM product data of technical components as digital twins, thus taking a decisive step towards digitalization.

#### **France: Constant innovations revolutionize digital business relationships**

Gabriel Laffay, Key Account Manager at the CADENAS site in Lyon, is the contact person for

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customers and interested parties in France. Previously, he successfully expanded the French sales network of an American company. For him, "trust" stands out as the decisive element in business relationships: "Building trust is not easy and takes time, but it always pays off for both sides in the end," Gabriel Laffay is convinced. "CADENAS has great software solutions and I am keen to use my previous experience to further expand the business relationships in France and once again increase the trust in our solutions."

Gabriel Laffay is particularly enthusiastic about the great variety of companies that benefit from CADENAS' Electronic Product Catalogs: "Through the different interlocutors and technologies we learn more about the differences in the market and can improve our responses to the various needs in terms of digitalization. CADENAS is always looking for innovations and it's a great experience to actively participate in this development."

Laffay is also interested in the latest technologies in his spare time: "For years, I have been following exciting developments in science as well as the discovery of space. I also believe in biomimetics. Its principle is that we share our knowledge in order to create more know-how. Figuratively speaking, CADENAS also acts on this premise, as manufacturers provide important knowledge for end users with their digital product information."

## **Austria: Digital processes effectively save time and costs**

Roman Bruckner supports the international CADENAS sales team in Austria. As Key Account Manager he supports Austrian component manufacturers in making their technical components fit for the digital age with the help of Electronic Product Catalogs. Previously, he was already active in sales and consulting for software solutions in the areas of 3D CAD, CAM, MDE machine data collection, BDE store floor data collection, as well as ERP-, CRM- and eCommerce solutions.

"With my diverse experience, I support companies in digitizing their processes while streamlining external and internal workflows. This helps to effectively save time and resources," says Roman Bruckner. He is particularly excited to get to know a wide variety of small and large companies, each with their specific products and individual needs, which can all benefit in their own way from the innovative CADENAS software solutions.

Technical topics also inspire Roman Bruckner in his free time: "I often visit technical museums with my children and show them the possibilities of devices and machines using practical examples." In this way, he makes his own contribution to fostering enthusiasm for technology among the next generation.

## ***Altium Advances STEM Education with Expanded Curriculum and New Partnerships***

5 August 2021

In September 2020, Altium LLC, the leading printed circuit board (PCB) software company, launched Upverter Education, a free distance learning initiative to support STEM educators.

The free Electronics Design Essentials program was designed for high school STEM teachers covering everything from engineering to robotics, with guided courses, certification and Upverter, an easy-to-use web-based tool for electronics design.

Rea Callender, Vice President of Altium Education, elaborates, "Through Altium's education initiatives, beginning with Upverter Education, we are introducing students of all ages to electronics design and sparking passion in people where they never knew it existed. You can't have a passion for something if you don't know it exists!"

## **Cultivating Greater Student Knowledge with Expanded Curriculums**

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To better support STEM educators, in summer 2021, a free, more advanced Upverter Education program was launched to further empower progressive learning.

The advanced program—the Upverter Modular Electronics Design—focuses on modular board design, allowing students to grow their knowledge while applying the fundamental concepts, empowering progressive learning in virtual, hybrid, and in-person classroom settings.

The modular design program delves deeper into the electronics design process, allowing students to work with a drag-and-drop interface, taking them step by step through the creation of hardware designs.

## **Empowering STEM Educators Worldwide with Google Classroom and First Robotics**

Upverter Education recently became a Google Classroom partner, as part of the Google for Education initiative. The partnership adds multiple tools to the Upverter Education website, including Google Single Sign On, Classroom Share, and Classroom Rostering, expanding access to teachers and students worldwide.

Upverter Education has also partnered with First Robotics and have been included as a free resource in this year's "Virtual Kit" giving robotics teams access to curriculum and tools teaching electronics design.

As Rea Callender elaborates, “We are delighted to have created a relationship with First Robotics in support of their teams as well as with Google Classroom, bringing Upverter Education to a much broader, global audience.”

## ***Ansys and IPG Automotive Accelerate Autonomous Vehicle Path-to-Market for Automobile Manufacturers***

12 August 2021

Ansys and IPG Automotive are collaborating to fast-track the creation, integration and validation of advanced driver-assistance systems (ADAS) features and autonomous vehicles (AVs).

Combining Ansys® VRXPERIENCE® with IPG Automotive’s CarMaker will empower joint customers to virtually verify and validate sensor design and performance, which will accelerate development and time-to-market.

To meet rigorous safety standards, automotive OEMs and suppliers must test complex interactions between ADAS features, like automatic emergency braking or an autonomous vehicle and its surrounding environment, traffic and weather across millions of scenarios. Physical road testing would require billions of miles of safety testing – which is extremely expensive and time-consuming. Only simulation can bring AVs to market in our lifetime, which is why OEMs depend on Ansys VRXPERIENCE to test, validate and virtually experience AV performance.

Integrated within VRXPERIENCE, CarMaker is an open test platform that can be applied throughout the entire development process. CarMaker includes a complete environment comprised of flexible models of intelligent drivers, detailed vehicles, roads and traffic. The event and maneuver-based testing method ensures that the flexibility and realistic execution of real-world test driving are also features of virtual test driving.

"Valeo is a world leader in ADAS, and simulation plays a key role in the design and validation of our products," said Joachim Mathes, chief technical officer of Valeo’s Comfort and Driving Assistant Business Group. "Valeo strongly encouraged Ansys and IPG Automotive's cooperation. The collaboration will allow us to accurately simulate the physical properties of our components in combination with real-time system behavior, including vehicle dynamics. This will help us to go even further in the verification and validation of new and innovative ADAS and AV features.”

VRXPERIENCE provides users with HMI (human machine interface) testing, physical sensor simulation, embedded software controls integration, headlamp simulation and links to simulation data management and systems safety analysis.

“As vehicle systems continue to become more complex, it is increasingly important that they are tested under realistic conditions,” said Martin Elbs, general manager, sales and business development at IPG Automotive. “Together with Ansys, we are helping automotive OEMs improve the safety and reliability of AVs and ADAS while reducing cost and time to market.”

“Our partnership with IPG Automotive will enable our mutual customers to use an industry-leading driving simulator seamlessly integrated into our VRXPERIENCE solution,” said Shane Emswiler, senior vice president of products at Ansys. “Through this partnership, we are providing mutual customers with the necessary technologies to improve and expedite ADAS and AV development and delivery, also leading to reduced accidents on the road thanks to improved safety measures.”

## ***DOE Announces New \$60 Million Investment to Increase Energy Efficiency in Manufacturing***

26 July 2021

The U.S. Department of Energy (DOE) announced \$60 million in funding for its largest-ever cohort of university-based Industrial Assessment Centers (IACs), which assist small- and medium-sized manufacturers in reducing their carbon emissions and lowering energy costs, while training the next generation of energy-efficiency workers. The groundbreaking investment will help remove barriers to decarbonization across the manufacturing sector and advance the Biden Administration’s goal of achieving a clean energy economy.

“America’s best and brightest university students are successfully helping local manufacturers reduce pollution, save energy, and cut their electricity bills,” said **Secretary of Energy Jennifer M. Granholm**. “DOE’s university-based Industrial Assessment Centers are assisting small- and medium-sized businesses – particularly those in disadvantaged and underrepresented communities – in the transition to a clean energy economy, building the next-generation energy workforce, and propelling America toward a carbon-free future by 2050.”

This new cohort of IACs at 32 universities will focus on improving productivity, enhancing cybersecurity, promoting resiliency planning, and providing trainings to entities located in disadvantaged communities. The cohort will also engage in a new pilot project to expand to the commercial building market. As part of the pilot, selected IACs will partner with community colleges and technical programs to train diverse students and professionals to conduct energy-efficiency assessments of small to medium-sized buildings, including those located in disadvantaged communities.

To date, the IACs program, one of DOE’s longest-running programs managed by the Advanced Manufacturing Office (AMO), has provided nearly 20,000 no-cost assessments for small- and medium-sized manufacturers and more than 147,000 recommendations for improvement measures. Assessments typically identify more than \$130,000 in potential annual savings opportunities.

“West Virginia University continues to represent the Mountain State at the highest levels, and I am pleased WVU has been selected yet again to help small and medium-sized manufacturers across America lower their energy costs and reduce greenhouse gas emissions while remaining globally competitive,” said **U.S. Senator Joe Manchin, Chairman of the Senate Energy and Natural Resources Committee**. “Today’s announcement is further acknowledgment of WVU’s groundbreaking

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engineering programs, world-class students and first-rate faculty. Investments like this will provide students with more opportunities, ensuring that the next generation is equipped with the skills and training necessary to keep West Virginia on the cutting edge of innovation.”

“This is great news for Connecticut's environment and economy. UCONN's work as one of the U.S. Department of Energy's Industrial Assessment Centers will help local manufacturers cut emissions and energy costs while training the future generation of engineers, and I'm glad to see Connecticut as part of this major investment in clean energy," said **U.S. Senator Chris Murphy**.

“Michigan State University is a world-class institution and a global leader in groundbreaking discoveries that are not only saving lives but creating jobs. Today’s announcement reaffirms how MSU will continue playing a key role in innovations that will help manufacturers save costs and reduce their carbon footprint,” said **U.S. Senator Gary Peters, a member of the Senate Commerce, Science, and Transportation Committee**. “Whether it is training the next generation of students for the energy efficiency workforce, towards building resilient infrastructure or expanding advanced manufacturing capabilities, this announcement will further ensure that Michigan can continue building back better.”

“Arizona helps lead our nation’s energy innovation, and I am so proud that Arizona State University is training the next generation of engineers to fuel productivity, lower emissions and costs, and strengthen American security,” said **U.S. Senator Kyrsten Sinema**.

"The Colorado School of Mines is a leader here in Colorado and across the country and the world for their research and work to advance knowledge in the areas of renewable energy sources and technology, advanced water treatment, high-performance computing, and more,” said **U.S. Representative Ed Perlmutter (CO-07)**. “I'm pleased to see the institution chosen as an Industrial Assessment Center to work with small and medium-sized businesses and their employees to become more sustainable, efficient and resilient."

“I’m thrilled that the Department of Energy has chosen to invest in the University of Louisville and its students, selecting it as one of the newest sites for an Industrial Assessment Center,” said **U.S. Representative John Yarmuth (KY-03)**. “The IAC program provides an immense value to students and businesses alike, harnessing the talent of our brightest minds to tackle the energy, environmental, and economic challenges of tomorrow. I’m so proud to support this effort and to know that Louisville will play such an important role in continuing to build the clean energy economy of the future.”

“I am proud to celebrate the Department of Energy’s selection of the University of North Carolina at Charlotte as an Industrial Assessment Center for their 2021-2023 cohort,” said **U.S. Representative Alma Adams (NC-12)**. “UNC Charlotte is the second-largest university in North Carolina, and over 5,000,000 people live within the 150 mile service radius of the IAC. Our community has the potential to realize important benefits from this partnership, including cost-saving energy efficiency assessments for small- and medium-sized manufacturers. With the environmental and financial benefits provided by the IAC, the future of manufacturing in North Carolina looks UNCC green!”

“We always say the next generation of Louisianans is one of our state’s best assets and this investment backs this up," said **U.S. Representative Garret Graves (LA-06)**. "When we use opportunities such as this one, we have the chance to take LSU’s College of Engineering to the next level. Through this program, LSU engineering students will be able to gain incredible real-world experience – bolstering their skills for a potential job while helping to bring down energy costs for Louisiana’s manufacturers, reducing emissions and increasing efficiency. This is a win-win-win for our students, workforce, and South Louisiana communities.”

"The University of Washington has a long record of being a local, national, and global leader on

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developing the scientific innovations necessary to aggressively take on climate change," said **U.S. Representative Pramila Jayapal (WA-07)**. "I am grateful that the Biden-Harris Administration is prioritizing climate action while immediately centering environmental justice and investing in our institutions of higher education so they can lead the way in protecting our planet for generations to come. I look forward to continuing to work with the Administration to create green jobs, achieve a renewable energy future, and guarantee clean air, safe drinking water, and public lands for all."

"Lehigh University is nationally recognized for its excellence in research and leading innovations, and this selection as an Industrial Assessment Center reflects its strength as an institution and commitment to our community," said **U.S. Representative Susan Wild (PA-07)**. "This choice will allow Lehigh to continue and expand upon its work to create jobs, reduce emissions, and promote sustainability among our manufacturers. I'm thrilled that a pillar of the Greater Lehigh Valley is getting the recognition it deserves from the Department of Energy."

"I am pleased that the Department of Energy has selected Mississippi State University to be a university-based Industrial Assessment Center," said **U.S. Representative Michael Guest (MS-03)**. "MSU is a trusted leader in energy issues and has a longstanding history of working successfully with the Department on these critical matters. I know that MSU will bring tremendous value to this effort."

"At a time when our region faces so many workforce challenges, establishing an Industrial Assessment Center at Louisiana Tech will not only help get more of our citizens on the job, it will also make major long term contributions to the Fifth District," said **U.S. Representative Julia Letlow (LA-05)**.

## ***DXC Technology and Multiverse Create New Opportunities for Upskilling with a New Data Academy***

12 August 2021

DXC Technology and Multiverse announced the launch of Data Academy, an apprenticeship program that provides diverse talent an opportunity to boost their data and analytical skills.

Data Academy Fellows will master data wrangling and analysis techniques, upgrade their skills in data science and gain an introduction to machine learning. Training is provided by Multiverse, an organization that provides high-quality education and training through a unique corporate apprenticeship model. The first cohort from DXC is comprised of 10 apprentices.

"From customer interactions in our London Innovation Centre, we saw that 28 percent were focused on analytics and data science," said Sukhi Gill, Vice President and CTO for DXC EMEA. "Data and analytics are integral to our Enterprise Technology Stack, and these skills and capabilities are required across the breadth of solutions and services that we deliver to our customers. The launch of our Data Academy, in collaboration with Multiverse, will enable us to inspire and support technologist colleagues from a diverse range of backgrounds."

Research by the UK Government has found that almost a quarter of employees use advanced data skills in their work, yet a shortage of skills in this area is estimated to cost UK businesses £2bn a year.

Euan Blair, Founder and CEO of Multiverse, said: "Apprenticeships are the most powerful way of creating a route to the boardroom for a diverse group of professionals. DXC Technology have recognised that dynamic, and through their Data Academy they are equipping a broader range of talented individuals with technical skills across the business and at every level."

## ***Infosys Wins Two Awards at Blue Prism World 2021 for Delivering Intelligent Automation-Based Solutions for Telstra***

10 August 2021

Infosys, a global leader in next-generation digital services and consulting, announced that it has won two “Partner Excellence Awards for Client Business Impact: Telecommunications” – a regional and a global recognition, from its strategic partner Blue Prism, a leading intelligent automation provider to enterprises. Infosys was awarded for delivering intelligent automation-based solutions and driving high business impact for Telstra, Australia’s leading telecommunications and technology company, offering a full range of communications services and competing in all telecommunications markets.

As part of its T22 strategy, Telstra was looking to use automation to bring together a number of legacy systems and align processes to improve and digitise the customer experience. They selected Infosys as a partner for its design thinking-led automation identification approach, ability to deliver high-quality business technology (RPA and intelligent automation) based solutions, along with flexible pricing.

Leveraging Blue Prism, Infosys implemented its applied AI-based solutions to automate complex processes resulting in reduced cost to operate through improved cycle time, and release of subject matter expert bandwidth for more strategic customer-centric activities. With improved customer experience and employee efficiency, Infosys was able to return over 20,000-man hours to Telstra’s business in over a period of 12-18 months, along with significant cost savings.

### **Arunkumar NT, Managing Director & Country Head (India) and Head of Innovation,**

**Telstra** stated, “At Telstra, we are committed to provide a world-class customer care experience by bringing AI, ML and Robotic Process automation platforms to deliver value. Among many success stories our InfraCo Rapid Automation Centre’s partnership with Infosys to draw on their applied AI capabilities and intelligently automate some of the most complex processes has driven great value.”

**Linda Dotts, Chief Partner Strategy Officer, Blue Prism** said, “We congratulate Infosys on winning regional as well as global awards in the ‘Client Business Impact’ category for the stellar work they delivered for Telstra. Our core focus is to enable enterprises drive better and more strategic digital transformation and we value our partner community for its positive impact on our shared customers. Their solutions, built on the Blue Prism intelligent automation platform, provide a way for organizations to approach work in a new, more agile way. Together, we are truly inspiring customers with the transformative power of intelligent automation.”

**Balakrishna D R, Senior Vice President, AI and Automation, Infosys** said, “AI is an integral pillar to any digital transformation journey today, and enterprises need to be quick to identify the right opportunities. At Infosys, we bring together our design thinking approach with applied AI capabilities to discover, democratize and derisk this transformation. Leveraging our strong relationship with able partners like Blue Prism, we are able to rapidly deliver high quality solutions, making positive impact across functions and deliver measurable value across complex business processes.”

## ***Product, Cloud and the DevOps Mindset - A Woolpert Video Blog***

3 August 2021

In the latest episode of Woolpert’s *Practical Cloud* series Site Reliability Engineer Nate Wilhelm discusses DevOps and its practical applications when delivering software and services in the cloud. To see the full article and watch the video blog please go to <https://woolpert.com/media/blogs/product-cloud-and-the-devops-mindset/>.

## ***PROS Recognized for SalesTech AI Pricing Innovation with 2021 MarTech Breakthrough Awards***

12 August 2021

PROS®, a provider of SaaS solutions optimizing shopping and selling experiences, announced that it has been selected as the winner of the “Best Price Optimization Solution” award in the fourth annual MarTech Breakthrough Awards program conducted by MarTech Breakthrough, a leading market intelligence organization that recognizes the top companies, technologies and products in the global marketing, sales and advertising technology industry today.

Built on the PROS Platform, PROS Smart Price Optimization and Management capabilities enable businesses to deliver real-time optimized prices to drive omnichannel sales experiences. Using proven AI-based capabilities for demand and margin forecasting, cost modeling, dynamic pricing and more, PROS Smart Price Optimization and Management capabilities continually learn and incorporate new market information to deliver a competitive, market-relevant price for the unique conditions of every buying engagement – meeting customer expectations every time, all the time, in every channel.

“Organizations need powerful pricing capabilities that underpin a digital selling strategy and can adjust quickly to market changes and unique buyer demands,” said James Johnson, Managing Director at MarTech Breakthrough. “Unfortunately, the tech stack at many companies doesn’t support the constant change in modeling, forecasting and pricing in the digital selling environment that businesses must now operate in. PROS empowers businesses in this environment to help them easily ramp up their digital selling initiatives, allowing them to deliver the right price for each unique buying scenario across channels. We extend a hearty congratulations to everyone at PROS for winning our ‘Best Price Optimization Solution’ award.”

The mission of the MarTech Breakthrough Awards is to honor excellence and recognize the innovation, hard work and success in a range of marketing, sales and advertising technology related categories, including marketing automation, market research and customer experience, AdTech, SalesTech, marketing analytics, content and social marketing, mobile marketing and many more. This year’s program attracted more than 2,850 nominations from over 17 different countries throughout the world.

“Customer interactions, market signals, price volatility, inflation and more impact how businesses price and sell their offerings to drive profitable business outcomes. Without AI-based digital technologies, businesses are prone to make decisions on singular points of business impact, customer loss, or worse – gut feel – rather than broader trend data,” said PROS Chief Marketing Officer Katrina Klier.

“Businesses that can create competitive offers that account for costs, relevant pricing and acceptable margin in real-time through a buyer’s preferred channel are best positioned to not only survive but thrive in today’s digitally-driven economy. Thank you to MarTech Breakthrough for recognizing what we are doing for our customers and for this incredible award.”

## ***PROSTEP AND INTLAND ARE WORKING TOGETHER ON ALM INTEGRATION***

10 August 2021

PROSTEP, a PLM consulting and software company, has entered into a partnership with Intland Software, the company that developed the application lifecycle management (ALM) platform codebeamer. The subject of the partner agreement is the development of an OpenPDM connector to codebeamer, which will make it possible for Intland customers to easily and quickly connect the ALM solution to PLM systems or other enterprise applications via PROSTEP's proven integration platform OpenPDM. Intland's ALM solution is becoming increasingly popular in, for example, the automotive

industry.

The motivation behind the partnership is the increasing proportion of software in smart products and the customers' need to better integrate software developers and their tools in the overall product development process in order to achieve end-to-end digitalization across different domains. First and foremost, the digital thread requires tighter links between ALM and PLM systems. PROSTEP is taking account of this fact by expanding its OpenPDM integration platform to include standard connectors to leading ALM platforms such as codebeamer. The integration platform already has connectors to all leading PLM and ERP systems and to other enterprise applications, e.g. for requirements management. At the same time, it provides the basis for OpenCLM, PROSTEP's new solution for establishing end-to-end digitalization across domains.

The OpenPDM product suite and preconfigured solution packages make it possible for users to implement use cases and application scenarios for the digital thread with a manageable outlay. In combination with the market-leading ALM solution, OpenPDM lays the foundation for integrating the PLM backbone, requirements management, systems engineering modeling and software repository in one central platform.

"The partnership with Intland allows us to develop reliable integration solutions to the ALM platform codebeamer. These solutions help our customers to better integrate their system landscapes and make the information required for the digital thread available across domains," says Dr. Karsten Theis, a member of the executive board of PROSTEP AG. The partnership complements an existing cooperation between PROSTEP's subsidiary BHC GmbH, which provides customers with advice on ALM/PLM integration, and Intland Software. It also provides for closer collaboration in the context of consulting and implementation projects.

"We are looking forward to working with PROSTEP and are confident that the know-how and expertise of its PLM experts will help us to further boost the quality of our services and provide customers with the best possible support when it comes to topics such as MBSE and PLM/ALM integration," says Reka Moksony, Head of Partner Alliances at Intland Software.

## ***Safety critical steel supply on course for 'game-changing' innovation breakthrough***

13 August 2021

A critical part of Britain's construction industry is set to trigger a digital revolution in the steel reinforcing supply chain, partly thanks to government funds designed to make sure future buildings are 'Made Smarter.'

The project is exploring the feasibility of sharing digital data from the production of reinforcement bar in the steel mill, through 3D robotic steel fabrication, to live project sites. Ultimately, this ground-breaking 'digital twin' will feed into Building Information Modelling (BIM) systems, supporting the 'golden thread' of safety-critical construction information. In turn, this locks in greater long-term building resilience – as data stored at design and delivery can be reviewed at any future point. For private and public sector clients the benefits are greater clarity around product assurance, material provenance, sustainability data and on-time project delivery.

Lee Brankley, Chief Executive Officer of the UK Certification Authority for Reinforcing Steels (CARES), welcomed the UKRI announcement which confirms Innovation Hub funding. He said: "The sector is finally on course for a new age of supply chain certainty built on digital transparency, with the expertise provided by our digital partner, Digital Construction Solutions, and by collaborating with all project partners we have designed and mapped out a process of how to link the Enabling and

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Core data flows together within this complex supply chain.

“Bringing digital assurance solutions to complex projects will transform processes across the whole construction supply chain, significantly improving the flow of information while achieving valuable efficiencies for all our stakeholders. This collaboration represents an important step towards the goals we all share.”

Dr Jozef Dobos, Founder and Chief Executive Officer of 3D Repo, said: “Workflows in the reinforcing steel supply chain are still inherently paper-based. This, combined with the ongoing pandemic, uncovered a need for digital innovation and optimisation. Our new solution will digitalise the industry by converting 2D paper-based processes into fully digital workflows driven by 3D BIM from the onset, allowing it to benefit from more efficient manufacturing processes.” Dr Dobos paid tribute to the “highly effective collaboration” among all partners – as well as the key role played by Rebartek in seamlessly integrating robotic innovation into the reinforcement fabrication process.

Spelling out the wider Innovation Hub goals of Made Smarter’s £10 million total funding for supply chain sustainable innovation, Made Smarter’s Innovation Challenge Director UKRI, Chris Courtney, emphasised how digital technologies had the power to “radically transform how we manufacture and deliver the products and services of today and the future, delivering a productive, sustainable and flexible manufacturing sector and enhancing the future of work within it.”

This was echoed by Tony Woods, Founder and Managing Director of Midland Steel who stressed: “Midland Steel has been an advocate for BIM, 3D engineering and rebar detailing since 2012. We have identified this project as a major step forward in the digitisation of the paper-based systems currently used in the construction industry, to a process that enables information to be transferred more efficiently directly from 3D BIM with full traceability throughout.

“From detailing to offsite rebar manufacturing, to the use of robotics, the results from this project will be a world’s first and an industry game-changer for decades to come – and will attract new talent to our industry, which is the lifeblood of construction.”

Buro Happold, the leading international integrated design and engineering practice which is also a project partner and powerful advocate of collaboration, also welcomed the UKRI announcement.

Dr Al Fisher, Buro Happold Director, Head of Computational Development, highlighted the project’s potential for significant efficiency and safety gains. He explained: “One of the biggest challenges we continue to face as an industry is persistent and reliable tracking and retrieval of design information throughout the entire construction process and across all parties.

“This project seeks to address this issue, relating design data from the very earliest design intent through to fabrication and installation information on site. In the context of increasingly distributed teams and working practices, this capability could not be more valuable in support of continued safe and efficient design and delivery of our projects.”

All four project partners: Buro Happold, CARES, Midland Steel and 3D Repo have reaffirmed their commitment to pursue collaborative digital solutions in support of construction’s elusive ‘golden thread of information’ seen as *mission critical* to the sector’s long-term transformation.

## ***Vertex Continues Industry Leadership with Oracle as a Preferred Cloud Infrastructure Partner***

12 August 2021

Oracle announced that Vertex, Inc., a strategic partner and trusted global provider of indirect tax technology solutions, has seen a significant increase in customer adoption on Oracle Cloud Infrastructure (OCI) over the last 12 months. Joint global customers leveraging Vertex Indirect Tax O Series solutions integrated with their Oracle applications have seen a 35 percent performance boost on OCI versus other environments.

As one of the first tax technology partners to provide validated integrations for Oracle solutions available on OCI, the pace of adoption among joint customers keeps growing. Already, customers have been able to process more than 150 million transactions per month or a total of more than one billion transactions leveraging Vertex tax solutions on OCI in 2021.

A typical customer has 100,000 global transactions a day, half of which require VAT compliance calculations spanning 20 million tax rules. Since those transactions often span sales channels—digital, brick and mortar, etc.—the ability to quickly and consistently process accurate tax calculations and transactions, not only impacts compliance, but business performance. OCI's powerful compute services help Vertex resolve each transaction in milliseconds, consistently creating a better user experience. Vertex uses OCI's North America Cloud Regions and is working to expand internationally to Germany.

“We continue to collaborate with our partners at Oracle to advance technological innovation, streamline deployment, and achieve faster time-to-value,” said David DeStefano, chief executive officer, Vertex. “As a result, OCI provides a preferred option for our joint customers, providing the performance, scalability and security they need to help accelerate global commerce.”

OCI's built-in security, high availability, and superior price-performance help Vertex customers around the world automate their transactions and stay compliant without having to worry about capacity constraints. Vertex O Series on OCI provides a cloud solution for companies that allows for increased flexibility of a tax system configuration without the responsibility of infrastructure, hosting and system maintenance.

“Vertex has been one of our trusted partners for more than 25 years, providing automated tax determination that has enabled our joint customers to modernize their finance and accounting processes and grow their businesses more rapidly,” said Dave Profozich, senior vice president, ISV Ecosystem, Oracle. “The findings speak for themselves and demonstrate that Vertex's tax solutions running on OCI have helped our joint global customers improve their ROI from the digital transformation of back-office operations.”

Vertex, already a member of the Oracle PartnerNetwork (OPN), continues to expand its partnership with Oracle and has developed advanced capabilities to streamline adoption and implementation for joint customers. In addition, Vertex, an Oracle Cloud Build partner, has achieved Integrated with Oracle Cloud and Powered by Oracle Cloud Expertise. This means customers can be confident that Vertex solutions are supported by the Oracle Cloud Infrastructure SLA, enabling full access and control over their cloud infrastructure services as well as consistent performance.

Oracle and Vertex will jointly market and sell solutions in an alliance designed to expand Vertex's existing global footprint and provide manageability and security at scale. Vertex's solutions are available in the Oracle Cloud Marketplace, where customers can search for available applications and services to find the best business solutions for their organization.

## ***Wipro appoints Jason Eichenholz as Global Partnerships Lead***

9 August 2021

Wipro Limited, a leading global information technology, consulting, and business process services company, announced the appointment of Jason Eichenholz as Senior Vice President and Global Partnership Lead.

With over two decades of experience working in enterprise technology, Eichenholz brings deep cloud experience and a passion to couple technology with best-in-class sales and service techniques to Wipro. He will lead Wipro's efforts across all partnerships.

Eichenholz joins Wipro from Deloitte Consulting where he served in various leadership positions for over eleven years. His most recent role was as the Managing Director, National Sales & GTM Leader – Cloud, where he oversaw go-to-market activity and created joint go-to-market campaigns with AWS, Microsoft, Google, VMWare, Oracle Cloud and Salesforce/Mulesoft. Prior to his Cloud role, Eichenholz was part of the leadership team that founded Deloitte Digital and established an ecosystem of partners and offerings centered around Salesforce. He also held leadership positions at Oracle, Siebel Systems after starting his consulting career at PWC.

Eichenholz will be based in Florida and report to Stephanie Trautman, Chief Growth Officer.

“As clients accelerate their cloud programs and reimagine their businesses, they want their partners to come together and deliver a seamless, innovative solution and a great client experience,” said **Stephanie Trautman, Chief Growth Officer, Wipro Limited**. “I am thrilled that Jason will be leading our Global Partnerships. He brings to Wipro extensive Cloud experience, relationships with several of our key partners and a passion for growth. He will have a strong team of leaders from across our business who will define and champion our success with our partners and with our clients.”

“I am excited to have the opportunity to lead Wipro's Global Partnerships organization and help our clients take advantage of the latest cloud and digital technologies to accelerate their business,” said **Jason Eichenholz**. “With the launch of Wipro FullStride Cloud Services and Wipro's industry expertise, we will look to expand existing technology partnerships, develop new ones, and architect innovative, industry specific solutions and ecosystems that we can bring to our clients.”

## **Event News**

### ***Altium and IPC Announce Co-Location of AltiumLive and IPC APEX EXPO Events***

9 August 2021

AltiumLive, Altium's annual printed circuit board (PCB) conference for the electronics design community, is co-locating with the IPC APEX EXPO, the premier event for the electronics manufacturing industry being held at the San Diego Convention Center January 22 - 27, 2022.

Now in its fifth year, AltiumLive is a one-of-a-kind PCB design summit, providing opportunities for PCB designers to learn and network over the span of several days. AltiumLive will be a hybrid in-person/virtual event in 2022 in order to make it possible for anyone to attend, from anywhere in the world. The event has grown exponentially since its inception in 2017, now drawing thousands of attendees annually. The theme of *connection* is a major focus of AltiumLive in 2022, expanding the conference's focus beyond printed circuit board design to connect with component and materials manufacturing and distribution, as well as board fabrication and assembly.

IPC's world-renowned IPC APEX EXPO conference and exhibition gathers the manufacturing sector of

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the electronics industry, bringing together thousands of electronics manufacturing professionals. Previous events have drawn over 9000 attendees, featuring more than 450 exhibitors and over 100 different educational opportunities. From the industry's leading technical conference and professional development courses to the innovation-driven exhibit floor, IPC APEX EXPO 2022 aims to provide attendees with the opportunity to participate in the digital transformation of the industry by connecting the traditionally siloed functions of design and manufacturing.

As Dr. John W. Mitchell, President and CEO of IPC, explains, "The opportunity to co-locate AltiumLive with IPC APEX EXPO is part of a broader initiative of collaboration between Altium and IPC. We have a shared vision for a more connected and efficient electronics industry, and we believe that by working together we have the opportunity to help our entire industry to achieve a much-needed digital transformation."

Ted Pawela, Chief Ecosystem Officer and head of Altium's Nexar Business Unit concurs. "Design, manufacturing, and supply chain operations have all individually moved to more modern, digitally driven processes - yet as interdependent functions they still largely operate separately. By more closely connecting our events, we have the opportunity to further connect the people, information, and processes within them to help the electronics industry to meet the challenges of 2022 and beyond."

## **Save the Date**

IPC APEX EXPO will run from January 22, 2022 through January 27, 2022; AltiumLive will take place during the event as a standalone, three-day immersive conference featuring keynote speakers, educators, and industry experts, as well as select Nexar partners. AltiumLive 2022 CONNECT will take place from January 26 through January 28, 2022, also taking place at the San Diego Convention Center, as a separate yet synergistic event.

The event's co-location helps expand the existing course offerings available to the IPC APEX EXPO design community exponentially, bringing advanced electronics design to the conference experience, offering attendees a truly world-class education. AltiumLive 2022 CONNECT will be livestreamed to a truly global audience.

AltiumLive 2022 CONNECT will be taking registrations soon via a special event website, containing the complete speaker list and events for the three-day conference.

## ***Bluebeam Announces First Virtual XCON Anywhere Conference***

10 August 2021

Bluebeam, Inc., leading developer of innovative technology solutions for the architectural, engineering and construction (AEC) industries, proudly announces XCON Anywhere, an immersive two-day virtual conference held online September 28-29, 2021, with all sessions and lectures available on-demand for paid attendees.

The Bluebeam Extreme Conference (XCON) is Bluebeam's annual customer-focused event bringing together industry leaders, data champions and process innovators to explore the latest trends in digital construction, deepen their understanding of Bluebeam's solutions and gain knowledge that can be immediately used on projects to improve outcomes.

XCON Anywhere is Bluebeam's first ever virtual XCON and is designed to take advantage of the virtual platform to increase learning and access to presenters from top AEC firms, while preserving the collaborative spirit of the annual event. XCON Anywhere will feature all customer-led lectures, multiple panel discussions, a special event with Fred Mills from The BIM. and two keynote

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presentations from Bluebeam's executive team; one welcoming attendees and setting the tone for the conference, and a second Product Keynote providing insight into Bluebeam's vision for solution development in 2021 and beyond. XCON Anywhere registration is currently open, and Keynote Access only and Full Access passes are available.

"It's more meaningful than ever to get to welcome everyone back to XCON this year, and we're energized to be able to collectively share the knowledge and lessons we've learned as an industry through Bluebeam's new XCON Anywhere online experience," said Jon Elliott, CEO of Bluebeam. "We are truly fortunate to have the opportunity to host this virtual global gathering of focused, innovative AEC professionals; to come together, learn from one another and build on the successes we've achieved as team members, companies, and as an industry over what may come to be seen as the most transformative period in our industry's history."

Training lectures will be tailored for beginning, intermediate and advanced users, and will focus on topics including collaborative constructability reviews, supercharging government e-Plan approvals, elevating the preconstruction process, eliminating time-consuming tasks with automations and preparing your documents for use in the field.

The Bluebeam Extreme Awards, to be presented during XCON Anywhere, will recognize the innovators shaping the future of the built environment. Awards will be given out across 10 categories including Project of the Year, Innovator of the Year, and the newly created Bluebeam Impact Award. Previous winners have represented projects from AECOM, Skanska, Sundt, Turner, Zachary, Gensler and over a dozen other leading builders.

Bluebeam is proud to have the support of our XCON Anywhere corporate sponsors, which currently include Vectorworks, Egnyte, Volanti Displays, iPlanTables.com and SDS2.

## ***PROS Announces Virtual Investment Conference Schedule for August 2021***

4 August 2021

PROS Holdings, Inc., a provider of SaaS solutions optimizing shopping and selling experiences, today announced that company management will participate virtually in the following investment conferences in August.

### Oppenheimer 24th Annual Technology, Internet & Communications Conference

Alex Harrington, VP of Finance, and Belinda Overdeput, Senior Manager, Investor Relations  
Tuesday, August 10, 2021 | Virtual Fireside Chat 12:25 PM - 1:05 PM ET and Investor Meetings

### KeyBanc Virtual Technology Leadership Forum

Stefan Schulz, CFO, and Belinda Overdeput, Senior Manager, Investor Relations  
Wednesday, August 11, 2021 | Virtual Fireside Chat 11:20 AM - 11:50 AM ET and Investor Meetings

The fireside chats will be webcast live and available by visiting the Investor Relations section of the company's website. The replay of the webcast will be archived on the company's website.

## **Financial News**

### ***3D Systems Reports Second Quarter 2021 Financial Results***

9 August 2021

3D Systems Corporation announced its financial results for the second quarter ended June 30, 2021.

### **Second Quarter Financial and Operational Results**

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- Revenue of \$162.6 million reflects double-digit growth on a consecutive-quarter and year-over-year basis
- Adjusted for divestitures, revenue was 11.4% higher than second quarter 2019 reflecting acceleration beyond pre-pandemic performance levels, a key indicator of business strength
- Strong gross margins and operating efficiencies drove significantly improved profitability, with Adjusted EBITDA margin of 12.4%, GAAP loss per share of \$0.08 and non-GAAP earnings per share of \$0.12
- Financial performance yielded positive operating cash flow of \$13.5 million to support ongoing investments for organic growth
- Announced agreements to sell remaining non-core assets, with anticipated completion in Q3. Following close of transactions, cash on the balance sheet is expected to rise from \$131.8 million at quarter end to over \$500 million with no debt
- Company is well positioned for continued organic growth and profitability, with a strong balance sheet to support strategic investments

## Summary Comments on Results

Commenting on the results, President and Chief Executive Officer, Dr. Jeffrey Graves said, “In our second quarter last year we were in the rapidly-tightening grip of the COVID pandemic, with virtually no visibility into the magnitude or duration of the impact on our Company. It was into this tumultuous environment that we launched our four-phase transformation plan: reorganize into Healthcare and Industrial business units, restructure to gain operating efficiencies, divest non-core assets and then invest for the future. Today, after perhaps the most challenging 12 months that any of us has experienced, our world has changed for the better in several ways. Not only is the global economy rebounding, but additive manufacturing is being implemented at an increasing rate in production as companies seek a more capable and flexible supply chain for critical components. Our focus, and our performance over this past year, has validated our core purpose statement: *To be leaders in enabling additive manufacturing solutions for applications in growing markets that demand high-reliability products.*”

Dr. Graves continued, “Our second quarter performance reflected continued positive momentum, with results that greatly surpassed those of a year ago from both a revenue and profitability perspective. Perhaps even more importantly, we also saw double-digit revenue growth on a consecutive quarter basis, an important indicator of the momentum we are now experiencing. Further evidence of our momentum is our results versus our 2019 pre-COVID second quarter performance. We were pleased to deliver over 11% organic revenue growth against the second quarter 2019 results, which in this case means exclusive of businesses we have divested, along with a dramatic improvement in profitability. From a cash perspective, we again were pleased with our performance in the quarter, having generated \$13.5 million in cash from operations. We believe this performance is the result of our exclusive focus on additive manufacturing, bringing together our printers, materials and software technologies to solve specific key customer applications that drive market adoption in both Healthcare and specific Industrial markets such as semiconductors, space systems, and advanced transportation systems.”

Dr. Graves further commented, “From a divestment standpoint, we have announced the sale of both our On-Demand Parts business, which focused on the rapid production of components using a multitude of digital manufacturing methods, and Symbionix, a medical simulation business. We are pleased to confirm that these transactions complete our efforts to exit non-core businesses, enabling our entire focus and investment priority to be on additive manufacturing moving forward. Once completed, we

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believe the sale of these assets, combined with our cash generation from operations will leave us with a very strong balance sheet, with roughly \$500 million in cash and no debt. We believe our consistent performance, and our balance sheet, positions us well for future investment in our core business.”

Dr. Graves summarized, “We are excited about the tremendous progress we have made this past year, reinforcing our foundation in additive manufacturing and positioning ourselves for a very exciting future. From a strategic standpoint, as one of the largest companies in our industry, we have both the scale and the breadth of technologies, encompassing both polymers and metals, that our customers require for their success. We believe the magic for our company, and one that is increasingly evident in our results each quarter, is the intense organizational and operational focus we now have on delivering specific, market-leading customer applications, across both our Healthcare and Industrial businesses. Using this approach, we are successfully bringing together the hardware, materials and software technologies that our customers need for the successful adoption of additive manufacturing. This is translating each quarter into exciting growth and profitability, creating value for all of our stakeholders.”

## **Summary of Second Quarter Results**

Revenue for the second quarter of 2021 increased 44.1% compared to the same period last year and increased 59.3% when excluding businesses divested in 2020 and 2021. Revenue increased 11.3% compared to last quarter. The results reflect continued strength in Healthcare and an increase in demand from Industrial customers as compared to last quarter. Revenue from Healthcare increased 68.6% to \$82.8 million, compared to the same period last year, and increased 14.2% compared to last quarter. This increase from last quarter included double digit growth in medical applications, as well as strong demand for dental materials. Compared to the same period last year, Industrial sales increased 25.3% to \$79.7 million, and increased 49.6% when excluding businesses divested in 2020 and 2021. Compared to last quarter, Industrial sales increased 8.3% with solid demand in both products and materials.

Gross profit margin in the second quarter of 2021 was 42.4% compared to 31.2% in the same period last year. Non-GAAP gross profit margin was 42.4% compared to 41.0% in the same period last year. Compared to last quarter, gross profit margin decreased approximately 140 basis points primarily as a result of non-recurring write downs related to equipment and inventory.

Operating expenses increased 14.5% to \$79.1 million in the second quarter of 2021, compared to the same period a year ago, primarily as a result of expenses related to stock compensation including bonuses. On a non-GAAP basis, operating expenses were \$55.2 million, a 3.3% decrease from the second quarter of the prior year. The lower non-GAAP operating expenses reflect savings achieved from cost restructuring activities, offset by spending in targeted areas to support future growth.

## **2021 Gross Profit Margin Outlook**

Consistent with prior guidance, on a non-GAAP basis the company expects 2021 gross profit margins to be between 40% and 44%.

## **Financial Liquidity**

At June 30, 2021, the company had cash on hand of \$131.8 million, no debt and a \$100 million unused revolving credit facility with full availability based on the terms of the agreement. Cash has increased \$47.8 million since December 31, 2020, driven primarily by net proceeds from divestitures of \$54.7 million and cash generated from operations of \$42.0 million, partially offset by a debt repayment of \$21.4 million, acquisition costs of \$14.9 million and other financing and investing uses of cash.

## **Q2 2021 Conference Call and Webcast**

3D Systems expects to file its Quarterly Report on Form 10-Q for the quarter ended June 30, 2021 with the Securities and Exchange Commission today, August 9, 2021. The company will host a conference call and simultaneous webcast to discuss these results tomorrow morning, which may be accessed as follows:

Date: Tuesday, August 10, 2021

Time: 8:30 a.m. Eastern Time

Listen via webcast: [www.3dsystems.com/investor](http://www.3dsystems.com/investor)

Participate via telephone: 201-689-8345

A replay of the webcast will be available approximately two hours after the live presentation at [www.3dsystems.com/investor](http://www.3dsystems.com/investor).

## ***Altair Announces Second Quarter 2021 Financial Results***

5 August 2021

Altair, a global technology company providing software and cloud solutions in the areas of simulation, high-performance computing, data analytics and artificial intelligence today released its financial results for the second quarter ended June 30, 2021.

“Altair had a strong second quarter 2021, with across-the-board success in multiple verticals, regions, and products, reflecting year on year software product revenue growth of 22%,” said James Scapa, Founder, Chairman and Chief Executive Officer of Altair. “Customers are investing to grow their businesses as we emerge from the pandemic, and Altair’s products, services, and business models are clearly resonating, gaining market awareness, and increasing market share.”

“Once again we saw customer demand exceed expectations in the second quarter 2021, which enabled us to achieve results above the high end of our guidance range for the third consecutive quarter,” said Matt Brown, Chief Financial Officer of Altair. “The second quarter 2021 reflects solid execution on our strategy of driving strong organic topline revenue growth and profit expansion.”

### **Second Quarter 2021 Financial Highlights**

- Software product revenue was \$99.6 million compared to \$81.8 million for the second quarter of 2020, an increase of 21.7%
- Total revenue was \$119.9 million compared to \$98.6 million for the second quarter of 2020, an increase of 21.7%
- Net loss was \$13.6 million compared to a net loss of \$10.2 million for the second quarter of 2020, an increase of 33.5%. Diluted net loss per share was \$0.18 based on 75.3 million diluted weighted average common shares outstanding, compared to diluted net loss per share of \$0.14 for the second quarter of 2020, based on 73.0 million diluted weighted average common shares outstanding
- Adjusted EBITDA was \$9.5 million compared to \$5.7 million for the second quarter of 2020, an increase of 65.2%. Adjusted EBITDA margin was 7.9% compared to 5.8% for the second quarter of 2020
- Non-GAAP net income was \$5.6 million, compared to Non-GAAP net income of \$3.0 million for the second quarter of 2020, an increase of 86.8%. Non-GAAP diluted net income per share was \$0.07 based on 83.4 million non-GAAP diluted common shares outstanding,

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compared to Non-GAAP diluted net income per share of \$0.04 for the second quarter of 2020, based on 80.7 million non-GAAP diluted common shares outstanding

- Free cash flow was \$15.8 million, compared to \$4.5 million for the second quarter of 2020, an increase of 252.7%

## Business Outlook

Based on information available as of today, Altair is issuing the following guidance for the third quarter and full year 2021:

<i>(in millions)</i>	Third Quarter 2021		Full Year 2021	
<i>Software Product Revenue</i>	\$ 94.0	to \$ 97.0	\$ 434.0	to \$ 440.0
<i>Total Revenue</i>	\$ 112.0	\$ 115.0	\$ 512.0	\$ 518.0
<i>Net Loss</i>	\$ (22.8 )	\$ (20.9 )	\$ (31.6 )	\$ (26.8 )
<i>Non-GAAP Net Income</i>	\$ 0.1	\$ 1.6	\$ 40.9	\$ 44.6
<i>Adjusted EBITDA</i>	\$ 2.0	\$ 4.0	\$ 63.0	\$ 68.0
<i>Net Cash Provided by Operating Activities</i>			\$ 43.0	\$ 48.0
<i>Free Cash Flow</i>			\$ 34.0	\$ 39.0

## Conference Call Information

What: Altair's Second Quarter 2021 Financial Results Conference Call

When: Thursday, August 5, 2021

Time: 5:00 p.m. ET

Live Call: (866) 754-5204, Domestic  
(636) 812-6621, International

Replay: (855) 859-2056, Conference ID 4173813, Domestic  
(404) 537-3406, Conference ID 4173813, International

Webcast: <http://investor.altair.com> (live & replay)

## Non-GAAP Financial Measures

This press release contains the following non-GAAP financial measures: Adjusted EBITDA, Non-GAAP Net Income, Non-GAAP Net Income Per Share and Free Cash Flow.

Altair believes that these non-GAAP measures of financial results provide useful information to management and investors regarding certain financial and business trends relating to its financial condition and results of operations. The Company's management uses these non-GAAP measures to compare the Company's performance to that of prior periods for trend analysis, for purposes of determining executive and senior management incentive compensation and for budgeting and planning purposes. The Company also believes that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing the Company's financial measures with other software companies, many of which present similar non-GAAP financial measures to investors.

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*Adjusted EBITDA* represents net income adjusted for income tax expense, interest expense, interest income and other, depreciation and amortization, stock-based compensation expense, restructuring charges, asset impairment charges and other special items as identified by management and described elsewhere in this press release.

*Non-GAAP net income* excludes stock-based compensation, amortization of intangible assets related to acquisitions, restructuring charges, asset impairment charges, non-cash interest expense, other special items as identified by management and described elsewhere in this press release, and the impact of non-GAAP tax rate to income tax expense, which approximates our tax rate excluding discrete items and other specific events that can fluctuate from period to period.

*Non-GAAP diluted common shares* includes total outstanding shares plus outstanding equity awards under the Company's equity award plans.

*Free cash flow* consists of cash flow from operations less capital expenditures.

Company management does not consider these non-GAAP measures in isolation or as an alternative to financial measures determined in accordance with GAAP. The principal limitation of these non-GAAP financial measures is that they exclude significant expenses and income that are required by GAAP to be recorded in the Company's financial statements. In addition, they are subject to inherent limitations as they reflect the exercise of judgment by management about which expenses and income are excluded or included in determining these non-GAAP financial measures. Altair urges investors to review the reconciliation of its non-GAAP financial measures to the comparable GAAP financial measures, which it includes in press releases announcing quarterly financial results, including this press release, and not to rely on any single financial measure to evaluate the Company's business.

Reconciliation tables of the most comparable GAAP financial measures to the non-GAAP financial measures used in this press release are included with the financial tables at the end of this release.

## ***Aspen Technology Announces Financial Results for the Fourth Quarter and Fiscal 2021***

11 August 2021

Aspen Technology, Inc., a global leader in asset optimization software, announced financial results for its fourth-quarter and fiscal year 2021 ended June 30, 2021.

"AspenTech finished fiscal 2021 having generated record profitability and free cash flow, with 4.8% annual spend growth in the midst of unprecedented challenges for many of our customers. Our ability to achieve these results reflects the mission-critical role our solutions play in supporting the sustainability and efficiency requirements of our customers across the process and other capital-intensive industries," said Antonio Pietri, President and Chief Executive Officer of Aspen Technology.

Pietri continued, "As we enter fiscal 2022, we are optimistic about the long-term opportunity for AspenTech. The need for our customers to operate their assets safely, sustainably, reliably and profitably has never been greater. Our continued focus on innovation, including the recently released aspenONE v12.1 that embeds AI capabilities across our solutions, enables even more value creation by customers. We are confident in our ability to return to double-digit annual spend growth over time as economic conditions and industry budgets normalize."

### **Fourth Quarter and Fiscal Year 2021 Recent Business Highlights**

- Annual spend, which the company defines as the annualized value of all term license and maintenance contracts at the end of the quarter, was \$621 million at the end of the fourth quarter

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of fiscal 2021, which increased 4.8% compared to the fourth quarter of fiscal 2020 and 1.9% sequentially.

- AspenTech repurchased approximately 361,000 shares of its common stock for \$50 million in fiscal year 2021.

## Summary of Fourth Quarter Fiscal Year 2021 Financial Results

AspenTech's total revenue of \$198.0 million included:

- **License revenue**, which represents the portion of a term license agreement allocated to the initial license, was \$145.3 million in the fourth quarter of fiscal 2021, compared to \$149.9 million in the fourth quarter of fiscal 2020.
- **Maintenance revenue**, which represents the portion of the term license agreement related to ongoing support and the right to future product enhancements, was \$45.6 million in the fourth quarter of fiscal 2021, compared to \$45.7 million in the fourth quarter of fiscal 2020.
- **Services and other revenue** was \$7.0 million in the fourth quarter of fiscal 2021, compared to \$6.4 million in the fourth quarter of fiscal 2020.

For the quarter ended June 30, 2021, AspenTech reported income from operations of \$105.9 million, compared to income from operations of \$116.3 million in the fourth quarter of fiscal 2020.

Net income was \$95.4 million for the quarter ended June 30, 2021, leading to net income per share of \$1.39, compared to net income per share of \$1.39 in the same period last fiscal year.

Non-GAAP income from operations was \$118.4 million for the fourth quarter of fiscal 2021, compared to non-GAAP income from operations of \$125.5 million in the same period last fiscal year. Non-GAAP net income was \$105.3 million, or \$1.53 per share, for the fourth quarter of fiscal 2021, compared to non-GAAP net income of \$101.8 million, or \$1.49 per share, in the same period last fiscal year. These non-GAAP results add back the impact of stock-based compensation expense, amortization of intangibles and acquisition-related fees. A reconciliation of GAAP to non-GAAP results is presented in the financial tables included in this press release.

AspenTech had cash and cash equivalents of \$379.9 million and total borrowings, net of debt issuance costs, of \$293.2 million at June 30, 2021.

During the fourth quarter, the company generated \$103.2 million in cash flow from operations and \$103.7 million in free cash flow. Free cash flow is calculated as net cash provided by operating activities adjusted for the net impact of: purchases of property, equipment and leasehold improvements; payments for capitalized computer software development costs, and other nonrecurring items, such as acquisition-related payments.

## Summary of Fiscal Year 2021 Financial Results

AspenTech's total revenue of \$709.4 million increased 18.5% from \$598.7 million for fiscal year 2020.

- **License revenue** was \$497.5 million, an increase from \$388.2 million for fiscal year 2020.
- **Maintenance revenue** was \$185.2 million, and increase from \$178.1 million for fiscal year 2020.
- **Services and other revenue** was \$26.7 million, a decrease from \$32.4 million for fiscal year 2020.

For the fiscal year ended June 30, 2021, AspenTech reported income from operations of \$358.4 million, compared to income from operations of \$257.4 million for fiscal year 2020.

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Net income was \$319.8 million for the fiscal year ended June 30, 2021, leading to net income per share of \$4.67, compared to net income per share of \$3.34 for fiscal year 2020.

Non-GAAP income from operations was \$404.3 million for fiscal year 2021, compared to non-GAAP income from operations of \$295.6 million for fiscal year 2020. Non-GAAP net income was \$356.0 million, or \$5.20 per share, for fiscal year 2021, compared to non-GAAP net income of \$259.8 million, or \$3.78 per share, for fiscal year 2020.

For the fiscal year ended June 30, 2021, the company generated \$276.1 million in cash flow from operations and \$277.5 million in free cash flow.

## **Business Outlook**

Based on information as of today, August 11, 2021, Aspen Technology is issuing the following guidance for fiscal year 2022:

- Annual spend growth of 5-7% year-over-year
- Free cash flow of \$275 to \$285 million
- Total bookings of \$766 to \$819 million
- Total revenue of \$702 to \$737 million
- GAAP total expense of \$386 to \$391 million
- Non-GAAP total expense of \$341 to \$346 million
- GAAP operating income of \$316 to \$346 million
- Non-GAAP operating income of \$361 to \$391 million
- GAAP net income of \$288 to \$314 million
- Non-GAAP net income of \$323 to \$349 million
- GAAP net income per share of \$4.27 to \$4.65
- Non-GAAP net income per share of \$4.79 to \$5.17

These statements are forward-looking and actual results may differ materially. Refer to the Forward-Looking Statements safe harbor below for information on the factors that could cause our actual results to differ materially from these forward-looking statements.

## **Use of Non-GAAP Financial Measures**

This press release contains “non-GAAP financial measures” under the rules of the U.S. Securities and Exchange Commission. Non-GAAP financial measures are not based on a comprehensive set of accounting rules or principles. This non-GAAP information supplements, and is not intended to represent a measure of performance in accordance with, disclosures required by generally accepted accounting principles, or GAAP. Non-GAAP financial measures should be considered in addition to, not as a substitute for or superior to, financial measures determined in accordance with GAAP. A reconciliation of GAAP to non-GAAP results is included in the financial tables included in this press release.

Management considers both GAAP and non-GAAP financial results in managing Aspen Technology’s business. As the result of adoption of new licensing models, management believes that a number of Aspen Technology’s performance indicators based on GAAP, including revenue, gross profit, operating income and net income, should be viewed in conjunction with certain non-GAAP and other business measures in assessing Aspen Technology’s performance, growth and financial condition. Accordingly,

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management utilizes a number of non-GAAP and other business metrics, including the non-GAAP metrics set forth in this press release, to track Aspen Technology's business performance. None of these non-GAAP metrics should be considered as an alternative to any measure of financial performance calculated in accordance with GAAP.

## **Conference Call and Webcast**

Aspen Technology will host a conference call and webcast today, August 11, 2021, at 4:30 p.m. (Eastern Time), to discuss the company's financial results for the fourth-quarter and fiscal year 2021 as well as the company's business outlook. The live dial-in number is (866) 471-3828 or (678) 509-7573, conference ID code 7282409. Interested parties may also listen to a live webcast of the call by logging on to the Investor Relations section of Aspen Technology's website, <http://ir.aspentech.com/events-and-presentations>, and clicking on the "webcast" link. A replay of the call will be archived on Aspen Technology's website and will also be available via telephone at (855) 859-2056 or (404) 537-3406, conference ID code 7282409, through August 18, 2021.

## ***Bechtle: Business Performance Remains High***

12 August 2021

**Bechtle AG completed the second quarter of the 2021 fiscal year with very strong figures. Despite the global supply bottlenecks in the IT market and the ongoing restrictions due to the COVID-19 pandemic, the IT company was able to step up the revenue in the second quarter of 2021 by 9.3 per cent to €1,432.8 million. Earnings before taxes (EBT) underwent disproportionately high growth of 39.8 per cent to €81.2 million. The EBT margin thus improved to an outstanding 5.7 per cent. As of 30 June 2021, Bechtle had 12,421 employees, a year-on-year increase of 466.**

EBT also included a positive one-time effect in the amount of €9.5 million. In previous quarters, Bechtle AG had recognised risk provisions, some of which the company was able to reverse in the second quarter. However, even without this effect, EBT would have grown by an excellent 23.5 per cent, with a margin of 5.0 per cent. "Despite the difficult framework conditions, we have continued to propel the business. Customer demand for powerful IT solutions and services remains high throughout all business segments," says Dr. Thomas Olemotz, Chairman of the Executive Board of Bechtle AG.

## **Extremely Positive Earnings Performance in System House Segment**

From April to June 2021, Bechtle increased the revenue in the IT System House & Managed Services by 1.2 per cent to €904.3 million. This item was affected by the outstanding business performance in the corresponding prior-year quarter. Moreover, the supply bottlenecks had a more noticeable effect in this segment, especially where large framework agreements were concerned. It is encouraging that Bechtle was able to expand its service share, also driven by the surging demand from industrial customers. EBIT went up 33.3 per cent to €53.6 million. The EBIT margin rose from 4.5 per cent to 5.9 per cent. Without the said one-time effect, EBIT would have grown by 14.8 per cent, and the margin would have increased to 5.1 per cent.

## **E-Commerce Significantly Above Prior Year**

In the second quarter of 2021, the revenue in the IT E-Commerce segment increased by 26.9 per cent to €528.5 million. Almost all companies contributed to this development with significant two-digit growth rates. France – the most prominent national market in this segment – also reported a very strong performance. EBIT climbed 50.1 per cent to €29.1 million. The margin improved from 4.6 per cent to 5.5 per cent. From a purely operational perspective, EBIT went up by 39.4 per cent, with a margin of

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5.1 per cent.

## Free Cash Flow Undergoes Positive Development

In the first half of 2021, the cash flow from operating activities increased to €47.3 million (prior year: €40.5 million). The free cash flow, too, underwent a positive development, increasing from – €31.6 million to €23.3 million. As of the reporting date, the total liquidity remained at a comfortable level of €286.6 million.

## Annual Forecast Increased

Despite the difficult framework conditions in the IT market, Bechtle's performance in the first six months was very good. From an operating perspective, the revenue, earnings and margin as of the end of the first six months were already above the target corridor of our expectations for the year as a whole. The Executive Board has therefore raised its forecast for the year and now expects a very significant increase in earnings and a higher EBT margin than in the prior year. "Customers' willingness to invest is high. We can see this from the continuous two-digit increase in our incoming orders. On the other hand, however, we are faced with the known supply bottlenecks, which are likely to continue into the year 2022. Nevertheless, the outlook for Bechtle remains excellent," says Dr. Thomas Olemotz.

## Bechtle KPIs for the Second Quarter and First Half of 2021

		Q2/2021	Q2/2020	+/-	H1/2021	H1/2020	+/-
Revenue	€k	1,432,793	1,310,516	+9.3%	2,942,995	2,666,190	+10.4%
Domestic	€k	879,846	840,749	+4.7%	1,811,388	1,669,497	+8.5%
Abroad	€k	552,947	469,767	+17.7%	1,131,607	996,693	+13.5%
IT System House	€k	904,302	893,943	+1.2%	1,875,605	1,753,059	+7.0%
IT E-Commerce	€k	528,491	416,573	+26.9%	1,067,390	913,131	+16.9%
EBIT	€k	82,613	59,540	+38.8%	144,747	112,167	+29.0%
IT System House	€k	53,551	40,173	+33.3%	94,617	72,662	+30.2%
IT E-Commerce	€k	29,062	19,367	+50.1%	50,130	39,505	+26.9%
EBIT margin	%	5.8	4.5		4.9	4.2	
EBT	€k	81,191	58,059	+39.8%	142,179	109,114	+30.3%
EBT margin	%	5.7	4.4		4.8	4.1	
Earnings after taxes	€k	57,433	40,800	+40.8%	101,057	77,268	+30.8%
Earnings per share	€	1.37	0.97	+40.8%	2.41	1.84	+30.8%
Cash flow from operating activities <sup>1</sup>	€k	26,771	17,070	+56.8%	47,344	40,526	+16.8%
Employees (as of 30		12,421	11,955	+3.9%			

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<sup>1</sup> Prior year adjusted

		30.06.2021	31.12.2020	+/-
Liquidity*	€k	286,617	403,173	-28.9%
Equity ratio	%	45.7	43.2	

\* Including time deposits and securities

## ***Bentley Systems Announces Operating Results for the Second Quarter of 2021 and Updates Its 2021 Financial Outlook***

10 August 2021

Bentley Systems, Incorporated ("Bentley Systems" or the "Company"), the *infrastructure engineering software* company, announced operating results for its second quarter and six months ended June 30, 2021.

### **Second Quarter 2021 Financial Results:**

- *Total revenues* were \$222.9 million, up 21.0% year-over-year;
- *Subscriptions revenues* were \$185.5 million, up 17.6% year-over-year;
- *Last twelve-month recurring revenues* were \$746.2 million, up 12.1% year-over-year;
- *Last twelve-month recurring revenues dollar-based net retention rate* was 106% (calculated under Topic 606), compared to 110% (calculated under Topic 605) for the same period last year;
- *Last twelve-month account retention rate* was 98% (calculated under Topic 606), compared to 98% (calculated under Topic 605) for the same period last year;
- *Annualized Recurring Revenue ("ARR")* was \$882.4 million as of June 30, 2021, representing a *constant currency ARR growth rate* of 23% from June 30, 2020;
- *GAAP operating income* was \$32.2 million, compared to \$44.6 million for the same period last year;
- *GAAP net income* was \$44.9 million, compared to \$39.1 million for the same period last year. *GAAP net income per diluted share* was \$0.14, compared to \$0.13 for the same period last year;
- *Adjusted Net Income* was \$74.3 million, compared to \$46.0 million for the same period last year. *Adjusted Net Income per diluted share* was \$0.23 compared to \$0.16 for the same period last year;
- *Adjusted EBITDA* was \$69.1 million, compared to \$57.6 million for the same period last year. *Adjusted EBITDA margin* was 30.9%, compared to 31.2% for the same period last year;
- *Cash flow from operations* was \$16.2 million, compared to \$63.6 million for the same period last year.

### **Six Months Ended June 30, 2021 Financial Results:**

- *Total revenues* were \$444.9 million, up 17.4% year-over-year;
- *Subscriptions revenues* were \$373.6 million, up 14.0% year-over-year;

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- *GAAP operating income* was \$87.9 million, compared to \$90.6 million for the same period last year;
- *GAAP net income* was \$101.9 million, compared to \$68.7 million for the same period last year. *GAAP net income per diluted share* was \$0.32, compared to \$0.23 for the same period last year;
- *Adjusted Net Income* was \$138.3 million, compared to \$89.2 million for the same period last year. *Adjusted Net Income per diluted share* was \$0.43 compared to \$0.30 for the same period last year;
- *Adjusted EBITDA* was \$151.9 million, compared to \$115.5 million for the same period last year. *Adjusted EBITDA margin* was 34.1%, compared to 30.5% for the same period last year;
- *Cash flow from operations* was \$149.0 million, compared to \$136.2 million for the same period last year.

Definitions of the non-GAAP financial measures used in this press release and reconciliations of such measures to the most comparable GAAP financial measures are included below under the heading "Use and Reconciliation of Non-GAAP Financial Measures."

CEO Greg Bentley said, "Amidst the fits and starts which characterize the global resumption of growth for infrastructure engineering in 2021, going digital has remained an overarching priority that continues to benefit our software users, infrastructure projects and assets, and our operating results. A highlight for us this quarter has been the inclusion of Seequent, and subsurface digital twins, into our company and into our new financial outlook. Somewhat restrained favorable directions continue in the preponderance of our business, with usage growth beyond the pre-pandemic levels of 2019, resulting uptrends in ARR and new business and subscription revenues, and continued upward inflections in SMB subscriptions and resulting business from new accounts. Our growth bottlenecks continue to be ever more localized to industrial and resources 'capex,' and to the geographies (especially Middle East and Southeast Asia) most dependent on this sector—with a new concern brought on by unanticipated subscription attrition within mid-size enterprise accounts in greater China, despite an otherwise healthy demand environment in that territory."

Mr. Bentley continued, "Our updated financial outlook for the full year 2021 contemplates surpassing the milestones of one billion-dollars in revenue (pro forma for the acquisition of Seequent as if it had occurred at the beginning of 2021), double-digit ARR growth even exclusive of Seequent, and, importantly, maintaining our 32% Adjusted EBITDA margin target for 2021 while absorbing at the same time our incremental investments in growth initiatives, our incremental public company operating costs, and our increasing pace of programmatic growth acquisitions, along with the financially material acquisition of Seequent."

### **Second Quarter 2021 Financial Developments:**

- On June 17, 2021, we completed the acquisition of Seequent, a leader in software for geological and geophysical modeling, geotechnical stability, and cloud services for geodata management and collaboration, for \$911.0 million in cash, net of cash acquired, plus 3,141,342 shares of our Class B Common Stock. We used readily available cash, including a portion of the net proceeds from the private offering of convertible senior notes due 2026, and borrowings under our Credit Facility to fund the cash component of the transaction. For the six months ended June 30, 2021, we incurred \$15.9 million of expenses related to the acquisition of Seequent. For the period from June 17, 2021 through June 30, 2021, Seequent contributed approximately \$4.0 million to revenues, \$0.5 million to operating income, and \$90.6 million to ARR.

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- In June 2021, we completed a private offering of \$575.0 million of 0.375% convertible senior notes due 2027 (the "2027 Notes"). We incurred \$15.1 million of expenses in connection with the 2027 Notes offering consisting of the payment of initial purchasers' discounts and commissions, professional fees, and other expenses ("transaction costs"). Transaction costs were recorded as a direct deduction from the related debt liability in the consolidated balance sheet and are amortized to interest expense using the effective interest method over the term of the 2027 Notes.
- In connection with the pricing of the 2027 Notes, we entered into capped call options with certain of the initial purchasers or their respective affiliates and certain other financial institutions. The capped call options are expected to reduce potential dilution to our Class B Common Stock upon any conversion of 2027 Notes and/or offset any cash payments we are required to make in excess of the principal amount of converted notes, as the case may be, with such reduction and/or offset subject to a cap. We paid premiums of \$25.9 million in connection with the capped call options and they have been included as a net reduction to Additional paid-in capital in the consolidated balance sheet.

## 2021 Financial Outlook:

The Company does not provide quarterly guidance, but we update our full-year financial outlook when announcing quarterly operating results to the extent expectations materially change.

Accordingly, the following update to our outlook for the year ending December 31, 2021, reflects first half performance, current business developments, and notably, the Seequent acquisition. The 2021 guidance herein is premised on COVID-19 pandemic-related business impacts generally abating gradually by year end; however, the ultimate impacts of COVID-19 on our financial outlook remain uncertain.

	Initial Outlook	Updated Outlook
<i>Total revenues</i>	\$895 – \$920 million	\$945 – \$960 million <sup>(1)</sup>
<i>Constant currency ARR growth rate</i>	8% – 10%	22% – 24% <sup>(2)</sup>
<i>Adjusted EBITDA</i>	\$285 – \$295 million	\$305 – \$310 million
<i>Effective tax rate</i>	20%	<15%

(1) Updated *total revenues* outlook is net of a \$10 million decrease in total revenue due to a strengthening of the US dollar relative to exchange rates in effect when the initial outlook was prepared, and approximately \$5 million of Seequent-related opening balance sheet deferred revenue fair value adjustments ("haircuts").

(2) The updated outlook for *constant currency ARR growth rate* includes growth of 12% to 13% from the initial inclusion and subsequent growth of Seequent, and growth of 10% to 11% from all other business.

The 2021 outlook information provided above includes *Constant currency ARR growth rate*, *Adjusted*

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*EBITDA*, and *Adjusted EBITDA margin* guidance, which are non-GAAP financial measures management uses in measuring performance. We are unable to reconcile these forward-looking non-GAAP measures to GAAP without unreasonable efforts because it is not possible to predict with a reasonable degree of certainty the actual impact of certain items and unanticipated events, including stock-based compensation charges, depreciation and amortization of capitalized software costs and of acquired intangible assets, realignment expenses, and other items, which would be included in GAAP results. The impact of such items and unanticipated events could be potentially significant.

The 2021 outlook is forward-looking, subject to significant business, economic, regulatory, and competitive uncertainties and contingencies, many of which are beyond the control of the Company and its management, and based upon assumptions with respect to future decisions, which are subject to change. Actual results may vary and those variations may be material. As such, our results may not fall within the ranges contained in this outlook. The Company uses these forward-looking measures to evaluate its ongoing operations and for internal planning and forecasting purposes.

## Operating Results Call Details

Bentley Systems will host a live Zoom video webinar on August 10, 2021 at 8:15 a.m. Eastern time to discuss operating results for its second quarter and six months ended June 30, 2021.

Those wishing to participate should access the live Zoom video webinar of the event through a direct registration link at [https://zoom.us/webinar/register/WN\\_BqaF5dY4SrG\\_Dcfx1k-CZA](https://zoom.us/webinar/register/WN_BqaF5dY4SrG_Dcfx1k-CZA). Alternatively, the event can be accessed from the Events & Presentations page on Bentley Systems' Investor Relations website at <https://investors.bentley.com>. Presentation materials will be posted prior to the webinar on Bentley Systems' Investor Relations website. 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.

## Definitions of Certain Key Business Metrics

Definitions of the non-GAAP financial measures used in this operating results press release and reconciliations of such measures to their nearest GAAP equivalents are included below under "Use and Reconciliation of Non-GAAP Financial Measures." Certain non-GAAP measures included in our financial outlook are not being reconciled to the comparable GAAP financial measures because the GAAP measures are not accessible on a forward-looking basis. The Company is unable to reconcile these forward-looking non-GAAP financial measures to the most directly comparable GAAP measures without unreasonable efforts because the Company is currently unable to predict with a reasonable degree of certainty the type and extent of certain items that would be expected for these periods not to impact the non-GAAP measures, but would impact GAAP measures. Such unavailable information, which could have a significant impact on the Company's GAAP financial results, may include stock-based compensation charges, depreciation and amortization of capitalized software costs and of acquired intangible assets, realignment expenses, and other items.

*Last twelve-month recurring revenues* are calculated as recurring revenues recognized over the preceding twelve-month period. We define recurring revenues as subscription revenues that recur monthly, quarterly, or annually with specific or automatic renewal clauses and professional services revenues in which the underlying contract is based on a fixed fee and contains automatic annual renewal provisions.

## Constant Currency Metrics

In reporting period-over-period results, we calculate the effects of foreign currency fluctuations and constant currency information by translating current period results using prior period average foreign currency exchange rates. Our definition of constant currency may differ from other companies reporting similarly named measures, and these constant currency performance measures should be viewed in addition to, and not as a substitute for, our operating performance measures calculated in accordance with GAAP.

- Our *last twelve-month recurring revenues dollar-based net retention rate* is calculated, using the average exchange rates for the prior period, as follows: the recurring revenues for the current period, including any growth or reductions from accounts with recurring revenues in the prior period ("existing accounts"), but excluding recurring revenues from any new accounts added during the current period, divided by the total recurring revenues from all accounts during the prior period. A period is defined as any trailing twelve months. Prior to the year ended December 31, 2020, the recurring revenues dollar-based net retention rate was calculated using revenues recognized pursuant to Topic 605 for all periods in order to enhance comparability during our transition to Topic 606 as we did not have all information that was necessary to calculate account retention rate pursuant to Topic 606 for earlier periods.
- Our *last twelve-month account retention rate* for any given twelve-month period is calculated using the average currency exchange rates for the prior period, as follows: the prior period recurring revenues from all accounts with recurring revenues in the current and prior period, divided by total recurring revenues from all accounts during the prior period. Prior to the year ended December 31, 2020, the account retention rate was calculated using revenues recognized pursuant to Topic 605 for all periods in order to enhance comparability during our transition to Topic 606 as we did not have all information that was necessary to calculate account retention rate pursuant to Topic 606 for earlier periods.
- Our *constant currency ARR growth rate* is the growth rate of our ARR, measured on a constant currency basis. Our ARR is defined as the sum of the annualized value of our portfolio of contracts that produce recurring revenue as of the last day of the reporting period, and the annualized

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value of the last three months of recognized revenues for our contractually recurring consumption-based software subscriptions with consumption measurement durations of less than one year.

## Use and Reconciliation of Non-GAAP Financial Measures

In addition to our results determined in accordance with GAAP, we have calculated *adjusted cost of subscriptions and licenses*, *adjusted cost of services*, *adjusted research and development*, *adjusted selling and marketing*, *adjusted general and administrative*, *adjusted income from operations*, *Adjusted Net Income*, *Adjusted Net Income per diluted share*, *Adjusted EBITDA*, and *Adjusted EBITDA margin*, each of which are non-GAAP financial measures. We have provided tabular reconciliations of each of these non-GAAP financial measures to such measure's most directly comparable GAAP financial measure.

Management uses these non-GAAP financial measures to understand and compare operating results across accounting periods, for internal budgeting and forecasting purposes, and to evaluate financial performance and liquidity. Our non-GAAP financial measures are presented as supplemental disclosure as we believe they provide useful information to investors and others in understanding and evaluating our results, prospects, and liquidity period-over-period without the impact of certain items that do not directly correlate to our operating performance and that may vary significantly from period to period for reasons unrelated to our operating performance, as well as to compare our financial results to those of other companies. Our definitions of these non-GAAP financial measures may differ from similarly titled measures presented by other companies and therefore comparability may be limited. In addition, other companies may not publish these or similar metrics. Thus, our non-GAAP financial measures should be considered in addition to, not as a substitute for, or in isolation from, the financial information prepared in accordance with GAAP, and should be read in conjunction with the financial statements included in our Quarterly Report on Form 10-Q to be filed with the U.S. Securities and Exchange Commission ("SEC").

We calculate these non-GAAP financial measures as follows:

- *Adjusted cost of subscriptions and licenses* is determined by adding back to GAAP cost of subscriptions and licenses, amortization of purchased intangibles and developed technologies, stock-based compensation, and realignment expenses, for the respective periods;
- *Adjusted cost of services* is determined by adding back to GAAP cost of services, stock-based compensation, acquisition expenses, and realignment expenses, for the respective periods;
- *Adjusted research and development* is determined by adding back to GAAP research and development, stock-based compensation, acquisition expenses, and realignment expenses, for the respective periods;
- *Adjusted selling and marketing* is determined by adding back to GAAP selling and marketing, stock-based compensation, acquisition expenses, and realignment expenses, for the respective periods;
- *Adjusted general and administrative* is determined by adding back to GAAP general and administrative, stock-based compensation, acquisition expenses, and realignment expenses, for the respective periods;
- *Adjusted income from operations* is determined by adding back to GAAP operating income, amortization of purchased intangibles and developed technologies, stock-based compensation, acquisition expenses, and realignment expenses for the respective periods;
- *Adjusted Net Income* is defined as net income adjusted for the following: amortization of purchased intangibles and developed technologies, stock-based compensation, acquisition expenses, realignment expenses, other non-operating income and expense (primarily foreign exchange gain (loss)), net, the tax effect of the above adjustments to net income, and loss from investment accounted for using the equity method, net of tax. The tax effect of adjustments to net income is based on the estimated marginal effective tax rates in the jurisdictions impacted by such adjustments;
- *Adjusted Net Income per diluted share* is determined by dividing *Adjusted Net Income* by the weighted average diluted shares;
- *Adjusted EBITDA* is defined as net income adjusted for interest expense, net, provision for income taxes, depreciation and amortization, stock-based compensation, acquisition expenses, realignment expenses, other non-operating income and expense (primarily foreign exchange gain (loss)), net, and loss from investment accounted for using the equity method, net of tax;
- *Adjusted EBITDA margin* is determined by dividing *Adjusted EBITDA* by *adjusted total revenues* (total revenues adjusted to add back the fair value adjustment of acquired deferred revenues).

We encourage investors and others to review our financial information in its entirety, not to rely on any single financial measure, and to view these non-GAAP financial measures in conjunction with the related GAAP financial measures.

## ***PROS Holdings, Inc. Reports Second Quarter 2021 Financial Results***

3 August 2021

PROS Holdings, Inc., a provider of SaaS solutions optimizing shopping and selling experiences, announced financial results for the second quarter ended June 30, 2021.

"I'm incredibly proud to announce the launch of our next-generation SaaS editions on the PROS Platform," stated CEO Andres Reiner. "We're making it possible for every business to adopt our industry-leading technology to drive interconnected sales motions and profitable revenue growth. We're encouraged by the early response to the PROS Platform launch and we are well-positioned to capture the large market opportunity in front of us."

# CIMdata PLM Industry Summary

## Second Quarter 2021 Financial Highlights

Key financial results for the second quarter 2021 are shown below. Throughout this press release all dollar figures are in millions, except net loss per share. Unless otherwise noted, all results are on a reported basis and are compared with the prior-year period.

	GAAP			Non-GAAP		
	Q2 2021	Q2 2020	Change	Q2 2021	Q2 2020	Change
<b>Revenue:</b>						
Total Revenue	\$62.4	\$63.7	(2)%	n/a	n/a	n/a
Subscription Revenue	\$44.2	\$42.4	4%	n/a	n/a	n/a
Subscription and Maintenance Revenue	\$52.8	\$54.1	(2)%	n/a	n/a	n/a
<b>Profitability:</b>						
Gross Profit	\$36.0	\$37.8	(5)%	\$37.4	\$39.4	(5)%
Operating Loss	\$(16.3)	\$(15.1)	\$(1.2)	\$(6.8)	\$(7.5)	\$0.6
Net Loss	\$(18.0)	\$(17.2)	\$(0.8)	\$(6.3)	\$(6.0)	\$(0.3)
Net Loss Per Share	\$(0.41)	\$(0.40)	\$(0.01)	\$(0.14)	\$(0.14)	\$—
Adjusted EBITDA	n/a	n/a	n/a	\$(4.7)	\$(5.7)	\$1.0
<b>Cash:</b>						
Net Cash Used in Operating Activities	\$(5.0)	\$(22.8)	\$17.8	n/a	n/a	n/a
Free Cash Flow	n/a	n/a	n/a	\$(5.7)	\$(23.5)	\$17.8

The attached table provides a summary of PROS results for the period, including a reconciliation of GAAP to non-GAAP metrics.

## Recent Business Highlights

- Expanded accessibility of PROS technology through the launch of next-generation SaaS editions for the PROS Platform – PROS Smart Price Optimization and Management and PROS Smart Configure, Price, Quote – designed to drive harmonized and interconnected omnichannel sales experiences for every business.
- Launched Extensible AI™, an industry-first capability that empowers a business to plug their own algorithms into the PROS Platform to deliver new digital selling innovations with industry-leading scale, performance, and security.
- Welcomed new customers that are adopting our digital selling technology such as Eneco, Hawaiian Airlines, Kawneer, LafargeHolcim, and USG Corporation, among others.
- Collaborated with Diggintravel to deliver the Airline Digital Retailing Academy - a comprehensive 5-week training and certification program focusing on how to utilize technology to transform the digital customer experience and fuel post-pandemic recovery, with participation from airlines around the globe.

# CIMdata PLM Industry Summary

- Announced a virtual experience for PROS Outperform 2021 Conference, the premier event for pricing, selling, revenue management and eCommerce executives, and industry strategists from across the globe, extending our reach and engagement with our customers and prospects occurring November 16-18.

## Financial Outlook

PROS currently anticipates the following based on an estimated 44.4 million basic weighted average shares outstanding for the third quarter of 2021 and a 22% non-GAAP estimated tax rate for the third quarter and full year 2021.

	Q3 2021 Guidance	v. Q3 2020 at Mid-Point	Full Year 2021 Guidance	v. Prior Year at Mid-Point
Total Revenue	\$61.7 to \$62.7	1%	\$250.5 to \$253.5	—%
Subscription Revenue	\$44.0 to \$44.5	5%	\$176.5 to \$179.5	4%
ARR	n/a	n/a	\$212.0 to \$217.0	2%
Non-GAAP Loss Per Share	\$(0.23) to \$(0.21)	\$(0.07)	n/a	n/a
Adjusted EBITDA	\$(10.0) to \$(9.0)	\$(3.3)	\$(35.0) to \$(32.0)	\$(5.9)
Free Cash Flow	n/a	n/a	\$(38.0) to \$(34.0)	\$17.3

## Conference Call

In conjunction with this announcement, PROS Holdings, Inc. will host a conference call on Tuesday, August 3, 2021, at 4:45 p.m. ET to discuss the Company's financial results and business outlook. To access this call, dial 1-877-407-9039 (toll-free) or 1-201-689-8470. The live and archived webcasts of this call can be accessed under the "Investor Relations" section of the Company's website at [www.pros.com](http://www.pros.com).

A telephone replay will be available until Tuesday, August 17, 2021, at 1-844-512-2921 (toll-free) or 1-412-317-6671 using the pass code 13720942.

## Implementation Investments

### ***Accenture Collaborates with Chubu Electric Power Group's New Data Analytics Company to Drive Digital Transformation Across the Energy Company's Operations***

9 August 2021

Accenture is helping Chubu Electric Power Group ("Chubu Electric") transform its operations and create new services by collaborating with Tsunagu Community Analytics, a new data analytics company that Chubu Electric has created.

Tsunagu was established to provide Chubu Electric with advanced data analytics capabilities as part of its goal of enhancing the operations of its various companies and creating services that help solve social issues in the Chubu region.

Accenture will provide Tsunagu with its expertise in digital technologies, including data analytics,

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enabling Tsunagu to provide Chubu Electric's management with data-fueled insights that give the company better visibility into its day-to-day operations. Accenture will also provide Tsunagu's employees with training to develop the skills needed to drive Chubu Electric's digital transformation.

In addition, Accenture will help Tsunagu form an ecosystem with other organizations — including local governments, educational institutions, and various infrastructure service providers in and around Japan's central Chubu region — to promote data collaboration to improve the experiences of Chubu Electric's energy customers. This effort is part of Chubu Electric's commitment to playing a central role in supporting the region's digital transformation.

“The Chubu Electric Power Group aims to provide new value to its customers by ‘connecting people to people and people to society’ — as we say in our slogan — through the power of data analytics,” said Hidetomo Noda, executive officer, deputy director-general of Business Development Division at Chubu Electric Power and president at Tsunagu Community Analytics. “Tsunagu Community Analytics uses data to improve the quality of life for individuals and develops new businesses that connect multiple social infrastructures. In collaboration with Accenture, we will accelerate our efforts to identify new business needs and solve social issues in Chubu as a comprehensive energy group that supports safe, secure, and affluent lifestyles, fully utilizing Accenture's extensive digital capabilities.”

Masafumi Takei, a managing director in Accenture's Resources practice in Japan, said, “In addition to helping transform the Chubu Electric Power Group's operations with data-fueled insights, Tsunagu Community Analytics will also help Chubu Electric advance its goal of driving the adoption of digital capabilities in the community to develop a sustainable society. This effort fits very well with Accenture's delivery on the promise of technology and human ingenuity, helping clients create value that benefits all stakeholders.”

Tsunagu Community Analytics began formal operations on April 1 and is 70% owned by Chubu Electric Power, 20% by Chuden CTI, 5% by Chubu Electric Power Grid, and 5% by Chubu Electric Power Miraiz.

## ***ANDRES Construction selects Buildr CRM for business development—the CRM for general contractors***

2 August 2021

Buildr, a construction software company with the goal of helping general contractors grow their business, announced today that ANDRES Construction has chosen Buildr CRM to manage its relationship and project pipeline. Buildr will assist ANDRES—a 100% employee-owned 138th-ranked general contractor on ENR's 2020 Top Contractors list—by instilling organization and analytics, promoting collaboration, and forecasting a clearer future business outlook.

Buildr CRM, a customer relationship management solution built for general contractors, extends Buildr's product portfolio beyond post-construction with their closeout, project handover, and warranty management solutions, which ANDRES Construction and Buildr have previously partnered on. Buildr CRM empowers GC business development teams with a single source of truth for client data and pipeline forecasting.

“Buildr CRM naturally grew from our customer service products for GCs,” said Buildr co-founder, Edward Gonzalez. “For years, our partners have asked us for aspects of a CRM to better manage their client data. Instead of piecemeal solutions, we knew we could build exactly what they wanted—a clean and simple CRM built specifically for the construction sales cycle.”

“With Buildr, our client information's right at our fingertips,” said Jonathan Haywood, Business

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Relationship Manager at ANDRES Construction. “It’s extremely user-friendly and makes us a much more powerful force in the market. The first thing I do when I come into the office is look at Buildr.”

“Buildr gives us systems and processes where we didn’t have them prior,” said John Andres, Operations Technology Manager, “I can’t speak highly enough of the Buildr team and their dedication to building tools that make us smarter, leaner, and faster. Our goal is to be the leading GC in the DFW/Houston/Austin markets and Buildr is an integral part of that roadmap for us.”

Designed to be an easy-to-use, easy-to-implement, unlimited seat tool to maintain and accelerate business growth, Buildr CRM is free to try for 2 weeks.

## ***Blow Moulding Technologies Deploy Simulation on 3DEXPERIENCE Cloud with TECHNIA***

20 July 2021

**TECHNIA, the #1 knowledge leaders in PLM and Engineering, announced a new agreement in their strategic partnership with Blow Moulding Technologies (BMT) – a manufacturer of, and service provider for, injection stretch blow moulding machinery.**

BMT is a technology spin-out company from Queen’s University, Belfast, Northern Ireland, founded in September 2011. Their vision is to provide a scientific approach to stretch blow moulding. Through advanced software and hardware solutions, they aim to reduce energy consumption, optimise setup, and increase productivity.

BMT aims to expand their current Computer Aided Engineering (CAE) capabilities and deliver an automated Finite Element Analysis (FEA) optimisation workflow to satisfy their expanding project requirements by employing the **3DEXPERIENCE** platform, provided by TECHNIA.

Following a series of tests and discussions, TECHNIA were able to recommend a simulation solution within the **3DEXPERIENCE** platform which satisfied BMT’s workflow requirements, whilst also using the latest simulation technology on the cloud.

This new solution allows BMT to use the latest advanced hardware technology and gives them the ability to run analyses on the cloud, with access to increased computational power and the option to run simultaneous jobs, removing the restriction they had with their previous (standalone) license.

TECHNIA will work with BMT to reduce their investment in expensive hardware, by employing high-performance analysis options on the cloud when they require additional power to complement their existing SIMULIA/Abaqus license(s).

Additionally, BMT will have access to all the **3DEXPERIENCE** platform benefits including PLM and Project Management capabilities to ensure traceability, revision control, and access and readability of data across roles.

*“It’s exciting to see companies like BMT taking advantage of cloud technologies, opening new doors, and unlocking potential for business growth. New opportunities are becoming viable with simulation technology on cloud, and we’re always looking for the best way to harness these solutions for our customers.”*

**Magnus Falkman**  
**Chief Executive Officer | TECHNIA**

*“Given the complex FEA simulation platform offering, we were pleased that the experienced team at TECHNIA were able to support us in optimising the Total Cost of Ownership. We have now increased*

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*our service capabilities through automation, and the advanced roles within the 3DEXPERIENCE platform have allowed us to increase internal R&D efforts that will eventually become the next BMT service or product”*

**Yannis Salomeia**

**Chief Executive Officer | Blow Moulding Technologies**

## ***HCL TECHNOLOGIES SELECTED BY ROGERS TO SUPPORT OPERATIONAL STABILITY***

13 August 2021

HCL Technologies (HCL), a leading global technology company, announced Rogers Communications, a leading Canadian telecom service provider and media company, has selected HCL to expand support of operational stability excellence in business and operational support systems and corporate IT systems. This new multi-year agreement strengthens HCL’s managed services partnership with Rogers that began in 2016.

HCL will help scale Rogers’ IT infrastructure and workloads migrating to the current private and public cloud infrastructure, support the enterprise’s operations, and serve as the ongoing managed services provider. The expanded contract will allow HCL to invest in the next generation of AI and machine learning to enable best practices, accelerate efficiencies, and provide Rogers Communications with the needed flexibility to harness the new era of 5G and digital technologies.

“HCL has played an important role in supporting the reliability of our operations since 2016 and has provided tremendous value by enabling us to scale IT operational efficiency and stability,” said Vikram Virk, Vice President, IT Operations at Rogers Communications. “We are pleased to renew and expand our strategic partnership with HCL to help support our customers.”

“In line with HCL’s vision, this new chapter in our relationship with Rogers is an affirmation of our strategy in responding to customers’ digital transformation journeys,” said Anil Ganjoo, Corporate Vice President, HCL Technologies. “By focusing on cloud, automation, AI, fast networks and more, Rogers can ensure it meets its customers’ current and future needs.”

“We are excited to work with Rogers as it embarks on the next phase of its technology evolution to deliver leading performance and reliability, as well as best-in-class customer experience,” said Joellen Jose, Executive Vice President and Country Head, Canada, HCL Technologies. “The Rogers partnership with HCL further validates its substantial investment in Canada, the most recent being the 350-seat digital acceleration center in Mississauga.”

## ***Hexagon Solutions to Drive Digital Transformation for the Numaligarh Refinery in India***

9 August 2021

Hexagon’s PPM division announced that the Numaligarh Refinery (NRL), a leading energy company operating in North East India, has deployed Hexagon solutions to digitally transform its refinery project execution and operations. Hexagon solutions are used to create an accurate digital representation, or a “digital twin,” of the NRL refinery.

The digital twin is created using Hexagon’s modular asset lifecycle information management (ALIM) solutions that enable intelligent connectivity between work processes, covering the complete facility lifecycle. This provides NRL with interoperability between engineering design tools and other

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operations systems, ensuring consistent, complete and correct engineering master data.

NRL uses Hexagon's digital twin technology in the Numaligarh Refinery Expansion Project (NREP), aiming to triple the current production capacity from three MMTPA (million metric tonne per annum) to nine MMTPA. The project is a part of India's Hydrocarbon Vision 2030 for the North-Eastern region of India, which is a step toward expanding the fuel production capacity in the country, ensuring energy security.

On the occasion of Go Live of the IEDDMS (Integrated Electronic Data and Document Management System), Mr. Aruni Chakraborty, Senior Chief General Manager at NRL, said, "The prestigious expansion project is not only special for us but also for the whole country. We are glad to be partnering with Hexagon, and having successfully completed phase one of implementation of the IEDDMS, we are confident that NRL will benefit from efficient, intelligent and data-centric work processes of the platform supporting the entire facility lifecycle."

Mr. Girish Kumar Borah, Chief General Manager Projects at NRL, said, "NRL is committed to the vision of its senior leadership to adopt digital led world-class project execution best practices for project delivery. Partnering with Hexagon for our expansion project has empowered us to establish a secure collaborative environment which will integrate the activities of different engineering consultants, enabling improved decision-making in project workflow and approval steps."

Mr. Chanpreet Sahni, Vice President, Hexagon's PPM division India, said, "Numaligarh Refinery is a pioneer in India when it comes to creating a true digital asset. Hexagon is proud to be associated with them in this prestigious expansion project, and we look forward toward a strong and successful partnership."

Mr. Jean-François Stephan, Executive Vice President, Hexagon's PPM division, said, "As the energy demand continues to increase, digitalization can help the power industry prepare for the future challenges. We are happy to bring our experience to NRL's digital transformation journey."

## ***Infor Significantly Invests in Interoperability Innovation***

9 August 2021

Infor, the industry cloud company, announced significant success and momentum for its cloud-based interoperability solutions. Leading organizations across the globe continue to choose Infor applications to improve healthcare outcomes and business operations, with more than 100 new or expanded relationships over the past 12 consecutive months. These include customers such as Hermes Pardini Group, Penn Highlands Healthcare, and Sentara Healthcare.

"Penn Highlands is excited to partner with Infor on another interface project," said Heather Schneider, Penn Highlands Healthcare CFO. "The Cloverleaf tool will modernize our interface engine, allowing us to be cloud based and giving us additional functionality and security to support our continued growth and expansion."

David Quites, IT corporate manager of core business and integrations at Hermes Pardini Group, said, "Our business requires a robust tool that provides scalability, redundancy and data security. Cloverleaf helped us to address critical challenges in the interfacing of final exam results, which is of high importance to our customers. They expect a result within the terms of the SLA (service-level agreement) and, of course, with the consistency, coherence and reliability expected of that result in order to make a clinical decision."

Infor is focused on delivering end-to-end functionality in the cloud, providing healthcare organizations

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with the tools to solve complex interoperability challenges securely and at scale, while using the latest standards (including HL7<sup>®</sup> FHIR<sup>®</sup> Fast Healthcare Interoperability Resources). During the past 12 months, the company has made significant product updates in the Cloverleaf Cloud solution set. These include feature and maintenance releases for Cloverleaf, Global Monitor, FHIR Bridge, and Cloverleaf Consolidator. This also includes the recent (June 2021) general availability of Infor Clinical Bridge multi-tenant (MT), the first Infor product to use AWS Lambda in the Serverless Framework, which provides the cloud logic layer for Infor's Clinical Bridge application. Infor Clinical Bridge offers the ability to connect clinical and business systems with prebuilt adapters. Its services are focused on interoperability between the electronic health record's (EHR's) clinical domain, such as Epic or Cerner, with Infor Healthcare's business domain (Infor Financial and Supply Chain Management). And, in Q3 of 2021, Infor plans to release its FHIR Server solution.

As a result of continued product innovation, Infor has seen No. 1 market share and 13%+ growth over last year's fiscal year end, which has resulted in dramatic expansion in new geographic regions and new adjacent markets, including health insurance, clinical technology, pharmaceuticals and medical devices.

"The industry is at a critical juncture where we have laid the technology infrastructure and have vast amounts of data, but we struggle to make use of the data to drive meaningful change. The next critical steps of leveraging data will only go as fast as the progress we make in interoperability," said Coray Tate, vice president of core solutions, Interoperability, KLAS.

Infor has also shown leadership in the healthcare industry as the company just hired 25 people to build out an entirely new division in Europe and Latin America. "The global healthcare landscape is expanding and consuming technology at a more rapid pace, and in more innovative ways than ever before. We wanted to build out new business units to support these needs now and in the future," said Austin Awes, Infor vice president of interoperability. "Colombia is home to some of the top clinics and hospitals in Latin America. The Brazilian healthcare market is growing quickly, and the Hospital Future Act initiated by the German federal government will digitize and strengthen the industry. Infor has industry-specific solutions that can be the backbone for all these digital transformations and help future-proof these healthcare structures."

Recently, Infor hosted over 650 people at its Healthcare Interoperability Solution Summit where Infor Cloverleaf leadership discussed the future of health interoperability, digital transformations through FHIR, and heard from keynote Micky Tripathi, the national coordinator for health information technology at the U.S. Department of Health and Human Services.

## ***Klim Powers Through the Pandemic with Centric Software PLM***

9 August 2021

Centric Software<sup>®</sup> is delighted to announce an updated success story about its customer, KLIM—a global leader in powersport apparel design and manufacturing, KLIM produces advanced technical gear for snowmobile and motorcycle riders.

KLIM's global teams perform intensive R&D and testing cycles for each of their products, and the company needed more than spreadsheets and emails to manage these intensive processes. To design industry-leading gear and keep production on track, KLIM became an early Centric PLM customer in 2009. The return on their PLM investment has been substantial.

Since adopting Centric Product Lifecycle Management (PLM), the company reduced sample turn time by 25% and accelerated their lab dip process by two weeks.

KLIM is also able to manage highly complex tech packs for protective gear, including their flagship

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Badlands jacket. Ryan Harris, Vice President of Product for KLIM, explains that Centric PLM is the key to facilitating production of advanced motorsports gear.

“You’re managing 1,000 different things in [the Badlands] style to make sure production is done correctly. That would be impossible to manage without Centric PLM.”

With PLM in place before the pandemic, KLIM navigated the rapid lockdown with agility. When retailers closed, KLIM leveraged their existing e-comm website to meet the spike in demand for outdoor gear. Harris says KLIM saw a 30% increase in year-over-year DTC sales in 2020.

The transparency and up-to-date data in Centric PLM also allowed KLIM to adjust their development and collaboration processes for remote work and the challenges of managing quality control issues with partners overseas.

Harris says the majority of KLIM’s teams use Centric PLM to improve their functions to create better products and business outcomes. “Our design team are designing in their own systems and software, but all of that collaboration comes into Centric. Our development team probably spends the vast majority of their day in the system. Production, sourcing, logistics, purchasing, marketing and accounting. So almost everyone!”

Centric PLM also helps KLIM sustain its innovation edge over the competition. The company holds weekly project status meetings and innovation meetings in PLM to foster creativity and experimental thinking among all teams throughout the year.

“KLIM’s strength is innovation in their products and how they use Centric PLM,” says Chris Groves, President and CEO of Centric Software. “We’re proud to be partners in their evolving digital product development, manufacturing and merchandising processes – the core of their brand – and look forward to their continued success.”

## ***QARBON AEROSPACE SELECTS DELTEK TO SUPPORT ITS DIGITAL TRANSFORMATION***

12 August 2021

Deltek, the leading global provider of software and solutions for project-based businesses, announced that Qarbon Aerospace has selected Deltek as its ERP partner to support its digital transformation initiatives. Qarbon Aerospace will replace its current ERP solution with Deltek Costpoint, along with TIP Technologies TIPQA / TIPSE solution suite. The move will help define Qarbon Aerospace’s continued success in the commercial and military aerospace market segments.

Qarbon Aerospace is a U.S.-based company with a global footprint of nearly two million square feet of state-of-the-art facilities located in Texas, Georgia, and Thailand. With more than 100 years of experience, Qarbon Aerospace is a premier manufacturer of cutting-edge composite components and assemblies at all levels of complexity, with products installed on the industry’s most advanced commercial and military aircraft.

After a competitive selection process, Qarbon Aerospace chose Deltek over leading competitors for its functionality, scalability and reporting capabilities. Deltek gives Qarbon Aerospace additional business intelligence insights and provides a rich set of functionalities across the entire project lifecycle. Deltek’s strength in cybersecurity compliance including NIST, FedRAMP and CMMC, along with its strong manufacturing capabilities were key drivers in the decision-making process.

“Our team is thrilled to have been chosen to support Qarbon Aerospace’s digital transformation efforts,” said Mike Corkery, Deltek’s President & CEO. “Deltek has decades of experience working in

# CIMdata PLM Industry Summary

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government contracting and aerospace industries and will deliver the tools Qarbon needs to continue scaling and growing its business. We are excited to work with Qarbon Aerospace as they transform their business to deliver for their customers more effectively than ever.”

Qarbon Aerospace will completely replace the existing infrastructure to include Deltek Costpoint, GovCon Cloud Moderate (GCCM), Deltek Project & Portfolio Management (PPM), Shop Floor Time, TIPQA, TIPSFE, and Temperature Controlled Materials functionality. This renovation is a significant undertaking and will cover one of several program initiatives for Qarbon Aerospace.

“During our selection phase, Deltek and TIP Technologies clearly demonstrated the flexibility we needed to help further streamline our unique business,” said Pete Wick, Chief Executive Officer of Qarbon Aerospace. “The strength of this partnership propels our continued success through the relentless pursuit of quality, reinforcing our mission towards our customers.”

As part of the collaboration between Qarbon Aerospace and Deltek, TIP Technologies – a Deltek Marketplace partner – will play a key role as part of the technical infrastructure overhaul. Its TIPQA Quality Management Solution and TIPSFE Shop Floor Execution Solution will seamlessly integrate with Deltek’s Costpoint ERP to help Qarbon Aerospace manage quality and compliance, while driving down manufacturing delivery times in a paperless environment.

“Qarbon Aerospace will see measurable improvements using Deltek and our TIPQA Temperature Controlled Materials Module to monitor its composites in real-time,” said Ron Dolan, President of TIP Technologies. “This functionality, a key part of our integrated TIPQA Quality Management Solution, is unmatched in the QMS market and will provide Qarbon Aerospace a competitive edge with the quality of its products.”

## ***Staughton Group Propelled into Next Phase of Growth with DXC Technology***

10 August 2021

DXC Technology announced the successful project completion with Staughton Group, a leading Australian high-quality food manufacturer, primarily in pet food markets. The cloud-based JD Edwards Enterprise Resource Planning (ERP) modernisation project will streamline, automate, and integrate Staughton Group’s business processes to drive the company’s innovative strategic business vision.

Staughton Group provides a complete end-to-end manufacturing and logistics solution to businesses in the food ingredient and retail sectors. Through its four key member entities, Staughton Group can collect, process, dry, and manufacture ingredients for pet foods. The equipment and processes are state-of-the-art and produce the highest quality products available in Australia, and worldwide.

Staughton Group has been growing exponentially for many years and running its business using outdated legacy systems which were no longer viable for the business’s pace of growth. “Five years ago, we had seven administrative staff and now we have over 100. We were sending out one or two 40-foot containers a week to supply pet food to U.S. manufacturers, whereas now it’s between 35 and 45 containers,” said Edward Staughton, Managing Director, Staughton Group, explained. “Our business was expanding very quickly, and we needed to consolidate and automate business operations to ensure competitive advantage.”

After completing a comprehensive requirements-gathering exercise where 500 tools were included for evaluation, Staughton Group issued an expression of interest (EOI) to 50 organisations. The responses received were rated and ultimately, DXC Red Rock was selected to implement Oracle’s modern JD Edwards Cloud ERP platform, delivered as a service and powered by Oracle Cloud Infrastructure, to provide a reliable and scalable business platform.

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Since implementation, the new cloud-based solution has increased efficiencies across financials, procurement, inventory, manufacturing, manufacturing planning, sales and advanced pricing, with mobility functionality on the production floor and warehouse. This transformation eliminates manual system tasks, 'work arounds', and siloed solutions to provide a modern user experience in a single platform for around 105 named users and 30 mobile device users.

“Previously, these business processes were incredibly labour intensive and impractical. We now have the right foundations to empower people to do what they need to do thanks to the knowledge, expertise, and dedication from the DXC team,” said Staughton. “Having clear visibility and reporting on all business areas will open up a myriad of opportunities for us.”

“DXC has been able to demonstrate deep expertise across the Enterprise Technology Stack, to support Staughton Group’s innovative business model and rapid growth,” said Richard James, Practice Director, DXC Red Rock. “Staughton Group is a company with an amazing culture of collaboration and friendliness and despite the project having to be implemented remotely, with a tight deadline of nine months, the teams successfully achieved a full transformation.”

In addition to delivering core business solution foundations,DXC now provides ongoing managed services to Staughton Group and offers insight into potential future application functionality.

## ***Turner Mining Group Selects Computer Guidance Corporation’s eCMS ERP Software***

10 August 2021

Computer Guidance Corporation, the leading developer of cloud-based ERP solutions for the construction industry, announced that Turner Mining Group, a national provider of contracted mining services, is implementing eCMS Construction Cloud ERP to support its growing operations, and optimizing project success.

Turner Mining Group is a full-service provider to the mining sector with site operations throughout the United States. A people company performing mining services, Turner has found success through turn-key solutions for enterprise clients and a heart-first culture. The company has experienced significant growth since it was founded in 2017 and identified the need for a scalable, all-encompassing construction management software solution.

Turner Mining Group chose to work with Computer Guidance Corporation due to its construction-specific focus and history with heavy highway/civil and mining project management and delivery.

eCMS Cloud ERP will deliver solutions for the mining company’s financial accounting, project invoicing, job costing, digital asset management, business reporting and compliance needs, as well as support overall project management goals and operations demands.

“eCMS enables Turner Mining Group to grow our business based on real-time, integrated data and establish critical connections between the office and the field,” said Allen Jarboe, Director of Financial Planning & Analysis, Turner Mining Group. “Our team is looking forward to using a single platform for all our needs, resulting in heightened customer satisfaction and increased profitability.”

“Our customer-centric approach to ERP implementation and account management really resonated with Turner Mining Group as it mirrors the firm’s approach to their own client satisfaction and mutual success goals,” stated Steven Gross, VP of Client Solutions, Computer Guidance Corporation. “On top of that, they knew they’d benefit tremendously from eCMS’ unparalleled heavy highway/civil features, functionality and applications. We look forward to helping them grow their business.”

## Product News

### ***ActCAD 2021 Ver 1001572 Released, Dt.07-Aug-2021***

7 August 2021

ActCAD 2021 version 1001572 released for below products:

- ActCAD 2021 BIM
- ActCAD 2021 Professional
- ActCAD 2021 Standard

This is a general maintenance release with some new commands and bug fixes. Below is a detailed log of changes:

- Fixed some issues with ActCAD Patch Updater Programs
- Added Drawing Save alert while closing ActCAD by pressing the X button
- Fixed issues while opening dwg & dxf files by double-clicking
- Fixed block with arc gives the wrong center snap location
- Fixed errors with NCopy Layer
- Fixed incorrect display of 4 band JP2 image
- Fixed issues with RTT creation method of Circle
- Fixed Grips menu does not consider the 2Dpolylines and 3Dpolylines to add vertex
- Fixed issue of Linetypes are removed if plot transparency is ON
- Fixed grip edit 3dpolyline not changing vertex elevation
- Fixed some crash issues with Fonts manager
- Fixed transient graphics remains after drawings switching
- Fixed some conversion issues with Drawings Converter
- Fixed the issue of thawing the current layer

The new version is available for download from our downloads page.

Existing ActCAD 2021 users can use the check for updates command to update to this latest version automatically.

### ***BIM 360 Design Collaboration Update – BIM 360 Change Analysis – August, 2021 -- An Autodesk Blog Post***

2 August 2021

Marco Ramolla published a blog post describing the changes to the Design Collaboration and Change Analysis functions in BIM 360. [Read the full blog post here for the details.](#)

### ***BIMQuote Corporation Launches With Immediate Traction***

9 August 2021

BIMQuote Corporation has launched [customhome.ai](http://customhome.ai) and [bimquote.com](http://bimquote.com) across the country. With the new platform, builders, owner-builders, and subcontractors can design, build, and manage their single-

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family residential projects more efficiently. By leveraging BIM (building information modeling), the platform produces 3D digital twins of the home to be - providing a comprehensive analysis of all architectural, structural, and mechanical systems, as well as a comprehensive list of materials for every component of the home.

Travis Dodge, the Founder and CEO of BIMQuote, points out that "BIM in residential construction is severely restricted by its cost and the lack of trained technicians needed to develop it in a way that everyone derives value. A typical new construction single-family project involves as many as 70 companies, including the contractor, subcontractors and suppliers. It's incredibly expensive and unrealistic for the 2.5 million non-employer firms and the 600,000+ companies with less than four employees that comprise most of the residential housing labor market." He says, "It's just incredibly intuitive that every product is included in the assembly of a home, at the very front end of a project. By acting as a third party to the project team, we will be able to optimize the industry in a way that everyone wins."

Customhome.ai gives the owner, owner-builder, custom builder, or spec-builder the ability to value engineer and select every visible detail of the home. BIMQuote has made efforts to partner with septic designers, wetland specialists and civil/structural engineers for the ability to provide site-specific residential designs in every state.

BIMQuote chose to launch these products concurrently to optimize design and bring this technology to every entity involved in residential construction, regardless of size. BIM's ability to reduce project costs, shorten schedules, improve the collective understanding of design intent and overall project quality is unmatched. "We created a platform to effectively develop and distribute the technology," says Dodge.

BIMQuote.com goes beyond 3D modeling to provide complete project management, bidding and estimating features, as well as integration with accounting products such as QuickBooks. Builders can invite the entire project team. Models allow for clearer understanding and faster, more accurate estimates. Add to this complimentary state-of-the-art rendering capabilities for deeper client interaction and this platform is guaranteed to accelerate the growth and profitability of construction related businesses across the U.S.

## ***Bridgit launches bigger and better integration with Procore to help contractors plan ahead***

12 August 2021

**Bridgit**, the leading construction workforce intelligence solution, announced today the launch of an enhanced integration with **Procore Technologies**, a leading provider of construction management software. This new integration allows contractors to manage resource allocations, forecast project demands, and gain insight into workforce utilization without switching between project and resource management solutions.

The new integration allows contractors to automatically import projects, project bids, unfilled roles, project dates, and any custom fields from their Procore account directly into Bridgit Bench. This helps simplify data management and significantly improve the user experience.

"With so many of Bridgit's customers already using Procore for their project management needs, the launch of this enhanced integration couldn't come at a better time," said Trent Beattie, Head of Strategic Partnerships and Alliances, Bridgit. "The new capabilities offered in this release of our integration will allow Bridgit and Procore to help contractors use their favorite tools even more effectively."

Bridgit delivers industry-leading workforce intelligence solutions, built from the ground up to meet the

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unique needs of the construction industry. Workforce intelligence transforms workforce data into actionable insights that inform an organization's strategic and tactical business decisions. With Bridgit Bench, contractors are able to maximize workforce productivity, make informed bidding and staffing decisions, and forecast their project pipeline.

"Bridgit Bench provides Procore customers with critical workforce intelligence capabilities," said Doug Gibson, Business Development Manager at Procore. "This new and improved integration to the Procore platform will empower Procore and Bridgit Bench users to connect teams and streamline their workforce and resource planning processes."

Features of the Bridgit Bench and Procore integration include:

- Giving you a comprehensive view of project and resource demands in one central platform.
- Showing you the impact to your resource strategy with automatic updates on project information.
- Enabling you to import project bids and start pencilling in your dream team before they're awarded.

## ***Canvas GFX Launches Canvas Envision to Drive Interactive 3D Visual Collaboration for Manufacturing Businesses***

27 July 2021

Canvas GFX, Inc, the leading provider of visual communication solutions to the manufacturing and technical industries announced the launch of Canvas Envision, a visual communication and collaboration solution developed to power a radical new approach to product documentation.

The new platform aligns with cutting-edge manufacturing technologies to drive faster time to release for critical product-related documentation. Early adopters including defense-drone manufacturer Anduril have deployed Envision to address documentation challenges which can impact on their ability to operate at the accelerated pace modern manufacturing demands.

Flat documents reliant on CAD screenshots, bottlenecks in document production, varied skillsets and software access, and sub-optimal feedback and collaboration processes can all lead to costly inefficiencies across the organization.

With Envision, everyone from engineers to marketing and sales teams can easily create documents that visualize the latest 3D CAD models, optimizing workflows and minimizing delays and stale data issues which can have a measurable economic impact.

The platform combines a lightweight graphics application with cloud-based document storage, access, and collaboration.

- **Envision Creator** is a highly intuitive, lightweight graphics app which allows users to import and manipulate 3D CAD models, and work with vector graphics, photo-editing tools, text layout and more. Quick to learn and easy to use, Envision Creator requires no prior CAD training.
- **Envision Cloud** allows downstream colleagues and audiences to view documents through any browser, with the ability to interact with the models in the document, as well as collaborate using intuitive mark-up and commenting features.

"I am delighted to be launching Canvas Envision today, and thrilled to be doing so with early adopter customers of such pedigree," said Patricia Hume, CEO at Canvas GFX. "We aim to provide innovation which supports other innovators, and we have already begun to realize that ambition. Envision is enabling people to communicate more information, faster and more accurately than they have ever been

able to before. That is leading to measurable operational efficiencies which can make the difference between winning and losing in a highly competitive market.”

## ***CORTONA3D RELEASES RAPIDAUTOR 14.0***

28 July 2021

Cortona3D has launched RapidAuthor 14.0 with the possibility to automatically replace static items with parametric objects, a quick search of items and references in a document, and significant improvements in 2D image editing. Starting from RapidAuthor 14.0 the user will be able to create plugin-free publications only.

In RapidAuthor 14.0 a static item can be automatically replaced with the HoseSpline parametric object which can be easily animated. Multiple object parameters can be now copied from object to objects very quickly. The behavior of parametric objects has been improved when animating or deleting items to which they are linked.

In all specification components supporting a document, the user can easily find items referenced in a document and references to a selected item as well.

Integration with Teamcenter Active Workspace has been improved: a new RapidAuthor Client for Teamcenter ensures convenient collaborative work between RapidAuthor and Teamcenter. The user can now edit and publish S1000D compliant documents.

The generation of 2D images has been significantly improved: raster images can be created with transparent background or with the current background of the 3D window; the original size of raster and vector images is preserved when they are updated.

Functionality has been implemented to simplify 2D image editing: object is highlighted when the mouse pointer hovers over it which speeds up the selection process. The use of extra color characteristics helps the user to easily distinguish different object types e.g. thick and thin lines. The ability to hide or lock individual objects allows the user to temporarily exclude interfering objects from the editing process.

When creating part catalogs, it is now possible to automatically link imported 3D objects to the rows of the existing DPL table.

Starting from RapidAuthor 14.0 the publishing option “use browser plugins” will not be available any longer, the user will be able to create plugin-free publications only. Cortona3D recommendations regarding switching to plugin-free publications are available on the company’s website.

## ***Launch of StreetWise+ Project to enable safe automated driving using scenario-based virtual assessment - A Siemens DISW Blog***

9 August 2021

On August 9, 2021 Siemens Digital Industries Software posted a blog by Mohsen Alirezaei and Sander Devries to discuss the launch of StreetWise+ Project. The project is a collaboration between TNO, Siemens, and Itility to use Simcenter to simulate driving conditions for autonomous vehicles. To learn more please visit the Siemens blog post [here](#).

## ***Teamcenter Simulation: What’s New in Teamcenter 13.2 and Active Workspace 5.2?***

11 August 2021

In this blog post by Bhanu Peddi and Rohan Wanchoo the newest additions to Teamcenter 13.2 and

Active Workspace 5.2 are described. These include integrations with Simcenter and NX.

[Click here to read the full blog post.](#)

## ***VCollab partnership offers collaborative workflows for Romax users through 3D Digital CAE Reports***

11 August 2021

The Romax product suite now connects with the **VCollab** Computer Aided Engineering (CAE) reporting system to capture multi-physics product engineering analyses in 3D Digital Reports, helping transmission and powertrain engineering teams collaborate efficiently with any team member, supplier or customer through a web browser.

Electrification is driving the need for increased use of simulation earlier in the transmission design lifecycle, bringing together all the physics areas that can improve power density. The Romax product suite combines more than 30 years of experience in electromechanical simulation in an integrated, cloud-enabled MBSE (model-based systems engineering) workflow so engineering teams can design, simulate and deliver energy efficient power transmission systems for eMobility, renewable energy and aerospace. But since bringing a new transmission to market always requires the use of several simulation tools, an ability to integrate these different applications together, and in particular to share and present results from the various tools, is essential.

The Romax ecosystem is the result of more than 100 partnerships with high quality software tools that help customers break down barriers and achieve better results, faster. One recent addition is VCollab, a partnership which will help Romax users to share actionable simulation insights with business and technical stakeholders across the enterprise to aid in the review and understanding of CAE results while simultaneously improving the productivity of their analysts. It does this by automating the processing and reporting of analysis results through 3D Digital CAE Reports.

VCollab can now process key NVH results directly from the Romax product suite, presenting information in its 3D Digital Reports so that the results can be easily shared with team members that don't have access to a given tool. The interactive reports can be shared in a portable html-based format that any supplier or customer can open and review, reducing bottlenecks and helping more collaborative and engaging product development workflows from concept to sourcing and engineering project delivery.

### **Interact with our embedded report below:**

Chris Baker, Head of System Dynamics, Hexagon's Manufacturing Intelligence division commented: "As development timescales are compressed and efficient cross-functional engineering and supply chain collaboration becomes critical, we are always looking for ways to improve our customers' processes and maximise their return on their Romax investments. VCollab provides one such solution. It can be deployed quickly and easily, and can be used as a unifying post-processor to present multiple physics, calculated with multiple tools, in one report. Democratising this information with VCollab's 3D digital reports can help transform traditional 2D collaborative workflows to bring better and more innovative products to market faster."

Prasad Mandava, CEO, VCollab commented: "VCollab is excited to announce our new support of the Romax product suite. By combining the power of Romax with many other solvers, VCollab's unique 3D digital CAE reporting is helping companies to streamline the way they process and share simulation results with product design stakeholders."

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This collaboration is the first step for VCollab with Romax products, with further functionality planned in the near future. To find out more about using VCollab and Romax, contact your Romax representative.

### ***What's new in Plant Simulation? - a Siemens Blog Post***

12 August 2021

Tecnomatix Plant Simulation 16 has been released by Siemens Digital Industries Software. This blog post details the changes to the software. [Read the full post by Mike Rouman here.](#)