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# CIMdata PLM Industry Summary

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## CIMdata News

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

11 May 2022

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, “2022 PLM Market Update.” The webinar will take place on Thursday, 9 June 2022, at 11:00 a.m. (EDT) and last for one hour.

The PLM Economy, CIMdata’s phrase describing the global ecosystem of software and services providers that help industrial companies achieve their PLM objectives, has grown strongly over the last decade. This webinar will focus on the results for the calendar year 2021 and will offer insights on CIMdata’s forecast for 2022 through 2022.

This webinar will help attendees:

- Understand how CIMdata’s PLM definition is different from other market influencers.
- Understand the differential growth experienced in the various segments of the PLM market.
- Learn how the Ukraine conflict will impact the global PLM market.
- Gain an understanding of the major players in the global PLM market.
- Find out what happened in the PLM market in 2021 from a mergers and acquisitions perspective.

According to Stan Przybylinski, CIMdata’s Vice President and the host for this webinar, “Based on CIMdata’s estimates, the global PLM market grew faster than CIMdata’s forecast for the calendar year 2021. CIMdata believes that the market still offers significant opportunities in many PLM segments and that stronger growth is still possible.”

Mr. Przybylinski has over 30 years of experience developing business-enabling IT solutions for research, engineering, and manufacturing organizations worldwide. He has worked in R&D, marketing, and communications with both Fortune 100 companies and small organizations. At CIMdata, he is responsible for the research agenda, including the CIMdata PLM Market Analysis Report series. Stan has involvement with selecting, consulting, integrating, and implementing large-scale PLM solutions. He has also worked on projects for PLM solution providers and end-user organizations in the automotive, aerospace, consumer packaged goods, high-tech, and medical devices industries. He has spoken on PLM-related topics in Europe, North America, and Asia.

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

During the webinar, attendees will have the opportunity to ask questions about the topics discussed. To find out more, visit: <https://www.cimdata.com/en/education/educational-webinars/webinar-2022-plm-market-update>. To register for this webinar, please visit <https://register.gotowebinar.com/register/8075046910015318284>.

### ***Key Sponsors for PLM Road Map and PDT North America Announced***

10 May 2022

CIMdata, Inc. and Eurostep AB announce the sponsors for the upcoming PLM Road Map and PDT North America 2022 event. The participating sponsors are Accenture, Altium, Aras, Autodesk, Digital

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Enterprise Society, Intelizign, Jana, Processia – an Atos Company, PTC, and Siemens Digital Industries Software. The event will take place at The Marriott Tysons Corner, VA on May 24 and 25.

“We are excited to have these key solution providers choose to sponsor our PLM Road Map and PDT conference,” stated Cheryl Peck, CIMdata’s Director of Marketing. “We are excited to be back in person and look forward to creating an environment where open collaboration and knowledge transfer can occur between all members of the PLM ecosystem.”

As part of the PLM Road Map/PDT experience, sponsors participate in an online PLM Collaboration Café™, where they showcase a selection of their solutions. For more information on the PLM Collaboration Café, visit <https://www.cimdata.com/en/education/plm-conferences/plmrm-pdt-na-2022/sponsors>.

PLM Road Map and PDT North America 2022 is a highly relevant event for PLM industry leaders and PLM professionals. It offers independent education and a collaborative networking environment where ideas, trends, experiences, and relationships critical to the industry germinate and take root.

For more details on the schedule and how to register for the event, please visit <https://www.cimdata.com/en/events/register/674-plm-road-map-pdt-north-america-2022>.

## ***Performance Engineering Requires Continuous Closed-Loop Learning & Adaptation - a CIMdata Commentary***

12 May 2022

*Siemens solutions foster continuous verification and validation*

*Key takeaways:*

- Delivering reliable, safe autonomous and ADAS vehicles requires a data-driven, closed-loop development process and robust, continuous verification and validation processes focused on multiple levels from the chip to electronics, to the vehicle, and ultimately a city’s infrastructure (i.e., from chip to city).
- Only a fully integrated, complete lifecycle solution can move and sustain an automaker into a ADAS and AV transportation leader for tomorrow—a solution that fosters discovery to learn, adapt, and continually improve ADAS knowledge.
- Performance engineering must embrace continuous product evaluations, continually adjusting to customer usage patterns to provide safer operations.
- Trust in automation comes from constant performance awareness. The most trusted autonomous vehicle automaker will become the most successful.
- Siemens provides a robust set of solutions for managing the evolving usage patterns and applying them for virtual evaluations using technologies that make a comprehensive digital twin interactive, accelerating understanding and confidence of new ADAS/AV designs.

CIMdata’s definition of product lifecycle management (PLM) emphasizes the complete lifecycle of a product and all its related data, from requirements to actual performance, to planning and supply chain participation, then mass production, product service and upgrades, and finally decommissioning and recycling. Systems Engineering improves Autonomous Vehicle (AV) development and operations by considering a broader context—one that includes the operational environment of the vehicles.<sup>[1]</sup>

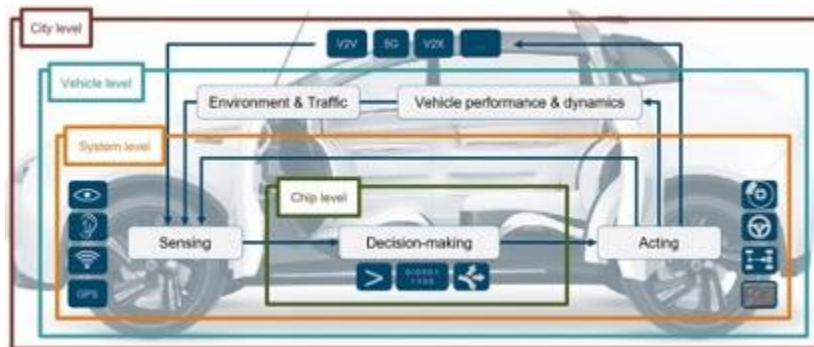
In a recent CIMdata eBook<sup>[2]</sup> covering AV development, CIMdata described the need for a broader view of collaborative engineering and operations where the AV may well rely on feedback from the city

# CIMdata PLM Industry Summary

and other AVs' sensors to provide safer, efficient route guidance, and robotic driving. In that eBook, CIMdata introduced the notion of continuous AV performance engineering where test sets can be used to perform verification and validation evaluations on demand, at different layers of complex AV systems.

## Continuous Discovery Drives Constant Verification and Validation

Each loop within the AV ecosystem collects empirical measurements needed to train models making them trusted. Sensor and actuator models will be needed for each subsystem under test, providing stimulus and response such the subsystem performs as if it were in an actual driving scenario. With trusted models, teams collaborate faster making virtual verification and validation possible. When combined with city level abstraction, see Figure 1, and architectural frameworks,[3] an even broader ecosystem must be validated. This city/operational validation continues to evolve as more AV products are introduced into different city contexts. It is likely that AV operations will need to adapt to the city they operate in as expanded sensing is deployed at different times to improve traffic congestion management. With modern communications and connectedness,[4] continuous improvement of AVs during operations will occur. Validation of an upgrade must be managed, even when that upgrade is more frequent and likely asynchronous with city fleet management upgrades. Assuring safety by applying trusted, shared models that learn from expansive sensing of the vehicles' operation is now possible.



*Figure 1—System of Systems AV Product Development  
(Courtesy of Siemens)*

Building trust in virtual models of an operational environment requires performance engineers to conduct constant or continuous verification and validation. Automating the execution and evaluation of test suites as often as a new feature set is ready will become a competitive advantage over manual and open loop hardware in the loop (HIL) testing. Orchestrating testing across everything from sensing to engineers to traffic managers and their systems is needed for autonomous vehicles. Incremental enhancements to Advanced Driver Assistance Systems (ADAS) vehicles will be the basis to bridge the ADAS/AV gap.[5] Incremental changes are realized only when effective verification and validation are done incrementally. The management of test suites at these different levels, from city to vehicle to chip, need solutions appropriate to technology being evaluated. It seems certain coordination between the levels of testing, from component verification to subsystem and system validation would benefit AV development, resulting in shorter time to market. Performance engineers conduct product level validation tests as one of the final steps before a product is released for mass production. Performance engineering goes beyond verification test suites and includes an assessment of varying conditions like weather, velocities, road condition, friction, and many more. Select validation test cases must be repeated when a vehicle upgrade is made. The event triggering that validation test is different than the

mass production launch.

AV development requires considering complex operational scenarios. This means building models at each layer of abstraction from diverse data silos with their insightful empirical data repositories. Leveraging real-world measurements to correlate virtual model-based scenarios using digital twins to help assess complex operational anomalies will make AV upgrades safer and more reliable, thereby fostering societal trust. Learning and adaptation keeps models trustworthy. Doing this in near real-time keeps them well correlated. Automated, continuous verification and validation are also required.

One last point, teams working collaboratively in parallel while using the same trustworthy models will develop enhancements and/or investigations from different expert contexts. Contexts for decision-making will be improved with automated, continuous verification and validation derived from actual usage patterns, ideally from real customer experiences. Performance engineering is becoming continuous for ADAS vehicles and AVs, performed whenever a new release is provided to the customer.

## How Siemens Enables Continuous Verification and Validation

Siemens recognizes that all core business processes for all product disciplines must perform verification and validation, from components to final systems. Software systems with millions of lines of code rely on automated, daily test suites where anomalies are detected automatically. Quality teams then assess and often adjust the next release, which is provided in a few days, not years. AV development and operations need to expand beyond product engineering to include stakeholders outside of the automaker. Siemens has embraced the need for continuous performance engineering driven by faster product releases and upgrades. They have capabilities used across the AV chip to city abstraction layers depicted in Figure 1. By combining applications from their acquisitions over the past few years, Siemens has testing automation capabilities that span the major AV development domains. Figure 2 summarizes these domains and the broad tool suites: Prescan 360, EDA, and PAVE 360. Functions from systems engineering to systems interaction to verification and validation are all supported by managing simulation scenarios across the tool suites aiding development of all AV abstraction layers.

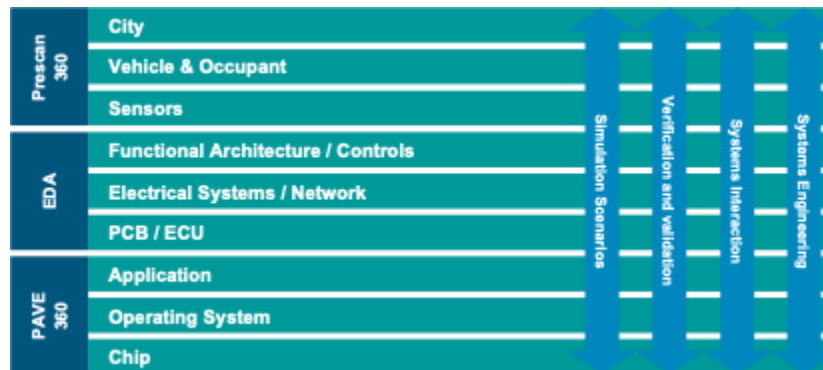


Figure 2—PAVE 360/EDA/PRESCAN 360 Provide Verification and Validation from Chip to City  
(Courtesy of Siemens)

## Prescan360 Benefits

Siemens Prescan 360 supports performance testing by synthesizing and running repeatable scenario tests with varying boundary conditions. By using models of sensors and vehicle dynamics, the signals a control system would monitor can be emulated making the control system react as it would in the final product. Performing these system evaluations before the commitment to hardware enables faster design cycles and builds confidence that the components will work together when integrated. AV adaptation to its operational environment needs Prescan 360 capabilities to manage the evolving scenarios as they are

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discovered, using trustworthy digital twins that accurately represent the systems they operate in (e.g., the city).

Scenario based testing requires empirical data that captures the movement of people, other vehicles, environment conditions, and the customers' vehicles. These usage contexts and the best empirical data establish the appropriate digital twins. AV development needs these broader domains to provide different viewpoints (i.e., contexts) beyond any single vehicle. Once scenarios are captured, test automation provides virtual road tests simulating thousands of miles of use.

Automating scenario variations and executing simulation runs with post-processing into digestible reports is possible with Prescan 360. This makes affordable re-validation after mass production as AV or city-specific enhancements are realized. Continuous upgrades and taking advantage of external sensing for traffic, obstacles, and even time of day will make for safer AVs.

Choosing which scenarios to evaluate as a product's features change needs grooming. A set of scenarios determined by performance engineers is a collection that must be managed as criteria when assessing each feature. Prescan 360 managed collections of scenarios can further optimize continuous verification and validation. This testing takes only a fraction of the time as physical driving tests would entail. For more in-depth technical description, please review Siemens' Prescan 360 Data sheet. [\[6\]](#)

## Electronic/Electrical Design Automation (EDA) Benefits

Siemens' Integrated Electrical and Electronic Solutions [\[7\]](#) (aka EDA tools) provide an extensive solution set that support the development of electronics, embedded software, and allocation, and communications subsystems. Integrating this proven EDA solution set originally created by Mentor Graphics, especially the FPGA IC prototyping and testing platform, Veloce, [\[8\]](#) with vehicle scenarios and electronic systems configuration and validation testing provides an environment for accelerating performance engineering. Performance engineers use virtual electronics models to assess performance as electronic changes are made, rather than only as a final integration gate before release of the electronic devices. This allows the performance and electrical/electronic engineers to interact more often and earlier. Innovations happen faster when disciplines collaborate more.

## PAVE 360 Benefits

PAVE 360 was introduced in mid-2019 and summarized in a CIMdata highlight entitled: PAVE 360 for Overcoming the Billion Driven-Miles Challenge of Autonomous Vehicles. [\[9\]](#) PAVE 360 assures the correct function of chips, electronics components, and support services, like operating systems, with just a subset of relevant tests cases. In the ideal world, this is decoupled from the application of electronics into a control system. But as seasoned automakers know, some new scenario (e.g., usage pattern, environment, or other unexpected phenomena) often uncovers a design weakness. Selection of relevant test cases helps determine criteria when considering design corrective actions. Determining only the tests needed is essential to stay competitive. PAVE 360 helps orchestrate newly discovered scenarios added to verification and validation criteria. By managing the scenarios need to cover adequate verification and validation testing, PAVE 360 helps automakers achieve product validation without billions of miles of physical testing—which was the practice with build and break test cycles in legacy automobile development.

## Concluding Remarks

By providing verification and validation capabilities for cities and automakers, Siemens is helping bridge the ADAS to AV gap. CIMdata forecasts that automakers using Siemens' AVD solution set will realize the needed growth and expansion of virtual, continuous performance engineering. This growth must not slow down product development, and with Siemens continuous verification and validation

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capabilities it will not. Rather the role will evolve and interaction of performance engineering with the other disciplines will be accelerated. Performance engineering remains a competitive advantage, and when accelerated correctly, product and process innovation are enhanced with continuous verification and validation. Performance engineering has always focused on what customers value—safety, fun, luxury, and lifestyles. The accelerating pace of changing consumer tastes, thus the need to adjust performance measures, will change at a faster and faster pace.

Siemens' AVD solutions provide test creation and management capabilities for execution and correlation studies at all levels of AV design and operations, utilizing a combination of local and cloud-based technologies. Continuous verification and validation are cost effective when most of it is done virtually. When required, hardware subsystem and integration testing will be done with the same scenarios as those used in the virtual simulations. Siemens' multi-domain information model has been designed to continuously provide an accurate digital twin of the vehicle design and its use. Siemens provides a solution set ready for AV development and operations—supporting AV upgrades with their SSE, Capital, and now AVD solutions.

CIMdata recommends that companies consider Siemens' portfolio of solutions. With computers and their associated electronics being pervasive, a comprehensive, integrated yet heterogeneous, multi-disciplinary product development environment connected to all stakeholders (e.g., other vehicles and cities) is essential. Siemens' ongoing advances in Quality Management,[\[10\]](#) Systems Engineering,[\[11\]](#) Simulation with Executable Digital Twins,[\[12\]](#) Connected Engineering,[\[13\]](#) Systems of Systems Frameworks,[\[14\]](#) and future concepts in the works are providing a rich set of capabilities that product designers will use for the next generation of mobility—autonomous vehicles. Finally, Siemens is addressing gaps in AV development with engineering tools that can be used to explore operational conditions as they are experienced. This is what happens when a leading solution provider builds on their strengths.

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[\[1\]](#) Research for this commentary was partially supported by Siemens Digital Industries Software.

[\[2\]](#) See: Autonomous Vehicle Development Requires Closed Loop Solutions. 21 July 2021. <https://www.cimdata.com/en/resources/complimentary-reports-research/white-papers>

[\[3\]](#) <https://www.cimdata.com/en/news/item/17304-siemens-broadens-mbse-to-engineer-beyond-individual-autonomous-vehicles-commentary>

[\[4\]](#) <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/18008-siemens-fosters-connectedness-bringing-products-and-cities-together-commentary>

[\[5\]](#) Autonomous Vehicle Development (n2)

[\[6\]](#) <https://www.plm.automation.siemens.com/global/en/products/simulation-test/active-safety-system-simulation.html>

[\[7\]](#) <https://www.plm.automation.siemens.com/global/en/webinar/vehicle-electrification-integrated-ee-systems/104499>

[\[8\]](#) [https://static.sw.cdn.siemens.com/siemens-disw-assets/public/6TeATy2I6BIXDr3txgEWaK/en-US/Siemens-SW\\_Veloce-Primo-Enterprise-prototyping-solution\\_DS-83490-rev3.pdf](https://static.sw.cdn.siemens.com/siemens-disw-assets/public/6TeATy2I6BIXDr3txgEWaK/en-US/Siemens-SW_Veloce-Primo-Enterprise-prototyping-solution_DS-83490-rev3.pdf)

[\[9\]](#) [https://www.cimdata.com/en/component/docman/doc\\_download/3778-pave360-for-overcoming-the-billion-driven-miles-challenge-of-autonomous-vehicles](https://www.cimdata.com/en/component/docman/doc_download/3778-pave360-for-overcoming-the-billion-driven-miles-challenge-of-autonomous-vehicles)

[\[10\]](#) <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/16341-a-broad-approach-to-quality-management-commentary>

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[11] See: Driving the Change for the Future of Automotive Development. 24 November 2020. <https://www.cimdata.com/en/resources/complimentary-reports-research/white-papers>

[12] <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/16725-siemens-making-the-digital-twin-executable-predictively-aligning-its-real-world-counterpart-highlight>

[13] <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/14887-connected-engineering-accelerates-innovation-commentary>

[14] <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/17304-siemens-broadens-mbse-to-engineer-beyond-individual-autonomous-vehicles-commentary>

## ***Sustainability and PLM - CIMdata Foresight Research***

9 May 2022

The findings from our sustainability survey are available for free download at <http://bit.ly/2wCzaWb>. (Registration Required) Find out what sustainability strategies and actions are being adopted by industrial companies.

You can also learn more about the findings at the upcoming PLM Road Map & PDT Conference on May 24 & 25.

## **Acquisitions**

### ***Bechtle acquires Dutch IT system house PQR***

9 May 2022

**Bechtle AG announced the acquisition of PQR B.V. in the Netherlands. First established 32 years ago, the company is well-rooted in the market and centred on B2G customers with a portfolio focus on hybrid cloud environments. Bechtle is thus continuing to effect its acquisition strategy, which, for the IT System House & Managed Services segment, has also included locations outside of Germany, Austria and Switzerland since 2021. Utrecht-based PQR was founded in 1990 and employs 170 staff. Its system house business includes hardware and software resale, IT consulting and managed services, complementing perfectly the Bechtle Group's current e-commerce business in the Netherlands, which concentrates on the Modern Workplace. PQR predominantly supports public-sector customers, but also those in private industries and achieved revenues totalling around 100 million euros in the last fiscal year. CEO Marijke Kasius and Managing Director Marco Lesmeister shall continue at the company in the same roles. The company name, which is a renowned brand in the market, shall also remain.**

“PQR presents a very good opportunity for us as we continue on our path of strategic internationalisation. We have been active in the Dutch market for over two decades and with a new, highly competitive system house, we are now able to unlock further growth potential. To be able to do so with PQR promises to be both a compelling and successful venture,” says Dr Thomas Olemotz, CEO, Bechtle AG.

### **Bechtle expands footprint in the Netherlands with PQR**

With its traditional system house organisation and portfolio, PQR is a seamless fit for Bechtle's decentralised yet well-connected organisation in the IT System House & Managed Services segment. Until now, Bechtle has had independently-run system house companies at over 80 sites in Germany, Austria and Switzerland. PQR is now expanding the IT company's reach to include another country

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market. Marijke Kasius, PQR CEO says, “The merger with Bechtle is good news for our customers and for our team. Both companies’ services perfectly complement each other, enabling us to offer our customers a comprehensive portfolio. After the successful transformation and growth of our services activities in recent years, driven by our team and supported by Dutch investment company Intersaction, which has been shareholder since 2017, I am delighted that PQR and Bechtle are now joining forces.”

## **Over 700 Bechtle employees in the Netherlands**

Bechtle has been active in the Dutch market since 1998, initially with the e-commerce subsidiary, Bechtle direct, but also since 2006 with ARP and since 2007 with Buyitdirect. Last year, the CAD/PLM specialist Cadmes B.V. was also added to the fold. Together with PQR, the Bechtle Group now has a network spreading from Maastricht to Eindhoven, ’s-Hertogenbosch to Utrecht and Hoofddorp near Amsterdam and employs some 715 staff in the Netherlands. “PQR is an excellent fit for Bechtle. Success over the years with many parallels to Bechtle’s, a portfolio that complements our previous business in this attractive market and two corporate cultures that will only serve to enrich each other,” says Konstantin Ebert, Executive Vice President, Benelux, France and the United Kingdom, Bechtle E-Commerce Holding AG.

The acquisition of PQR is still subject to approval by the relevant competition authorities. As is usual, the purchase price and conditions remain confidential.

## ***HCL Technologies to Acquire Quest Informatics***

9 May 2022

HCL Technologies (HCL), a leading global technology company, announced it will acquire, through its wholly-owned subsidiary, a Bengaluru-based Quest Informatics Private Limited (Quest) - an aftermarket, Industry 4.0 and IoT company, in an all-cash deal.

Quest currently serves more than 40 global leaders in the aftermarket space with its cloud-enabled aftermarket ERP, field services management, and digital parts catalog product suites. Aftermarket digital spending is one of the fast-growing segments in the transportation and manufacturing industries.

"Quest will help expand HCL Technologies’ Industry 4.0 offerings into the fast-growing aftermarket space. Quest's suite of aftermarket solutions and products will be valuable to transportation and manufacturing clients globally in their digital transformation journey,” said Sukamal Banerjee, Corporate Vice President, Industry Software Division and IoT WoRKS™, HCL Technologies. “Additionally, Quest's existing customers will benefit through HCL Technologies' scale, reach and R&D prowess."

"HCL Technologies' global reach and expertise combined with Quest Informatics' deep domain knowledge will help accelerate product innovation and drive a global reach for continued growth. The acquisition will create synergies and enable meaningful engagements with customers in the end-to-end digital aftermarket space," said Rudresh Basavarajappa, CEO & Chairman, Quest Informatics Private Limited.

The deal is expected to be complete before July 31, 2022.

# CIMdata PLM Industry Summary

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## ***NTT DATA and NTT will combine their IT Services organizations outside Japan into a new operating company***

9 May 2022

NTT DATA Corporation ("NTT DATA" or the "Company") hereby announces that, in line with its plan to further grow NTT DATA's global business outside Japan, it has resolved at the Board of Directors meeting to combine the overseas business of NTT, Inc. ("NTT, Inc."), a wholly owned subsidiary of Nippon Telegraph and Telephone Corporation ("NTT") (the "Overseas Business Alignment") into the NTT DATA group's overseas business.

### 1. Background

The environment surrounding society is changing drastically every day. Successful corporations are required to solve evolving social issues and contribute to the global environment, while also creating and enhancing economic value. In addition, social trends, from corporate activities to people's consumption and lifestyles, are ever-changing against a backdrop of technological advancements, and digital-related investments for business growth are accelerating in all industries. As we move toward the realization of a society in which various goods and people are connected to provide new value, technologies related to Connectivity, such as Edge to Cloud (Note), are becoming increasingly important. Further, there are growing expectations for a data-driven society through secure collection and analysis of information from goods and human behavior.

Equally as significant, the competitive environment surrounding the IT market has also been changing, with companies expanding their service offerings in response to changes in society and technology. Until now, NTT DATA has expanded the scale of its overseas business largely through M&A, in addition to solid business expansion within Japan. The company has achieved positive results in its overseas business by undertaking business structure reforms aimed at strengthening its digital responsiveness and improving profitability.

Considering changes in the business environment with a global perspective, we believe that it is necessary to further accelerate collaboration among NTT group companies and to further strengthen our business competitiveness, in order to contribute to the growth of our customers' businesses and to become a truly Trusted Global Innovator that supports social infrastructure for the long term.

(Note) Architecture that combines edge computing in which data processing and analysis is performed on IoT terminals, smart devices, and servers installed nearby, with cloud computing in which data is centrally managed and processed

### 2. Objective and Aim

NTT Group will combine its overseas businesses operated by NTT DATA, NTT, Inc. and NTT Ltd., respectively, and will develop their business as a unified group of companies.

Until now, the Company has supported various corporate systems and industry infrastructures with its power to "create" based on deep client understanding and advanced technological capabilities.

Combining the businesses under one operating company will enhance the value provided by the Company, while employing the power to "connect" capabilities of NTT Ltd.

Specifically, NTT DATA will combine its system integration capabilities (power to "create"), in vertical industry expertise, digital consulting, application development, and managed services capabilities with NTT Ltd.'s 'Edge to Cloud' service operation capabilities (power to "connect"), mainly in the field of data centers, networks and managed services. This will enable the company to integrate IT services and Connectivity and respond to increasingly complex and diverse client needs on a global level by centrally developing a service portfolio necessary for digital transformation.

# CIMdata PLM Industry Summary

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In addition, by aggregating human resources and properties related to the overseas business of the NTT Group, the Company will enable quicker decision-making and a strong global governance model that will support our growth.

In the medium- to long-term, the combined company will work to create new social platforms and innovate services that transcend corporate and industry boundaries. This will be accomplished through comprehensive managed services, including from Edge to Cloud, which integrate IT and Connectivity to connect all things securely, while also developing innovative services globally that utilize NTT's IOWN technology to create a sustainable future.

The combined company will promote a unified understanding of global clients, make the brand more trusted around the world, achieve faster growth and increase corporate value by strengthening market competitiveness.

### 3. Specific Initiatives for Combining Overseas Business and Subsequent Group Structure

On October 1, 2022, NTT DATA and NTT will establish an overseas operating company jointly owned [55%] and [45%] by NTT DATA and NTT, respectively. This new venture will accelerate NTT collaboration in both strategic and tactical aspects to drive the growth of the overseas business.

Specifically, under a unified business strategy, the company will provide End-to-End (Note) services from infrastructure through applications and consulting. NTT's research and development will scale business in areas such as Smart World and 5G, and in the mid- to long-term, the company will work to develop advanced services that can provide environmental and social value, with the IOWN concept at its core.

In addition to establishing the combined company focused on operations outside of Japan, a domestic business company will be established in Japan under the holding company umbrella of NTT DATA in July 2023. As a global headquarters, NTT DATA will expand its strategic functions such as technology, delivery and M&A investment, and establish a structure that enables the domestic and overseas operating companies under its umbrella to promote business in accordance with the needs and laws and regulations of each region.

(Note) Total provision of services required for IT systems, from application development to network and IT infrastructure construction and system operation.

### 4. Terms and Conditions of the Transaction

As a result of the fair negotiation process, the parties agreed on a shareholding ratio in the consolidated company of 51% for NTTDATA and 49% for NTT, which was calculated based on the share value, to implement specific initiatives to combine the overseas businesses. Moreover, the Company has decided to acquire additional shares in the overseas operating company based on the consideration that taking in more profits from overseas business, which are expected to grow and develop further, will contribute to increasing the value of the Company's shares. The Company has reached an agreement with NTT to acquire an additional 4% equivalent of shares in the overseas operating company for a total amount of 112 billion yen, resulting in NTT DATA holding 55% and NTT holding 45% of the overseas operating company as mentioned above.

Since this transaction is a parent-subsidary transaction with NTT, the controlling shareholder of NTT DATA, a special committee consisting of three independent outside directors of NTT DATA was established as a measure to avoid any conflict of interest. The Company has received a report from the special committee concluding that this transaction is reasonable and will not cause any disadvantage to the minority shareholders of NTT DATA.

## ***Sandvik to acquire mining part of Schenck Process Group***

9 May 2022

Sandvik has signed an agreement to acquire the mining related business of Schenck Process Group (SP Mining). SP Mining is one of the market leaders in screening, feeding and screening media solutions in the industry. The company will be reported in Stationary Crushing and Screening, a division in Sandvik Rock Processing Solutions (SRP).

"I am pleased that we continue to execute on our shift to growth strategy by expanding our core offering in a profitable niche, as well as strengthening the aftermarket share within rock processing. This validates our strategy when forming the Sandvik Rock Processing business area, and it allows us to bring value to a larger part of our mining customers' value chain", says Stefan Widing, President and CEO of Sandvik.

SP Mining is a global provider of high-capacity screening solutions, highly complementary to Sandvik's offering, and with a strong aftermarket business which includes application support, screen refurbishment, product engineering design and manufacturing and digital support services. Main R&D and production sites are located in Australia, with additional production units in South Africa, Brazil and China.

"SP Mining's proven range of high-capacity screens and feeders will complement the Sandvik product range and enhance our position among key customer groups within mining rock processing. The transaction also gives Sandvik access to a broadened screening media offering, which will add significant potential to our aftermarket business", says Anders Svensson, President of Sandvik Rock Processing Solutions.

SP Mining has approximately 630 employees and in 2022 the company expects revenues of about EUR 200 million of which approximately 70% is aftermarket, and an EBITA margin accretive to Sandvik Rock Processing Solutions' margin. Strong synergies are expected to drive revenue growth of mid- to high-single digits above market growth. EV/EBITDA multiple including expected five year run-rate synergies is approximately 10x. Impact on Sandvik's earnings per share will initially be neutral.

The transaction is expected to close during fourth quarter of 2022 and is subject to relevant regulatory approvals.

Conference call

There will be a conference call related to the intended acquisition on May 9, 2022 at 3.00 PM CEST for analysts, investors and financial media. The conference call will also be available in 'listen-only' mode on Sandvik's website. Please see [home.sandvik](http://home.sandvik) for dial-in details and presentation material.

Dial-in numbers for the conference call:

SE: +46 8 505 583 50

UK: +44 333 300 92 72

US: +1 646 722 49 04

## ***Sandvik to acquire US based custom tooling manufacturer Peterson Tool Company***

11 May 2022

Sandvik has signed an agreement to acquire the assets of US based company Peterson Tool Company, Inc., ("PTC") a leading supplier of machine-specific custom insert tooling solutions. The product offering includes custom carbide form inserts for high-production turning and grooving applications,

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primarily within the general engineering and automotive segments. The company will be reported in the GWS Tool business unit in Walter, a division within the business area Sandvik Manufacturing and Machining Solutions.

“The acquisition of Peterson Tool Company is well aligned with the shift to growth strategy to enhance our presence in the North American market and continuing GWS’ strong track record of growth”, says Stefan Widing, CEO and President of Sandvik.

“I am pleased that we continue to execute on our shift to growth strategy by expanding our offering towards the important general engineering and automotive segments. Peterson Tool Company adds to the GWS’ solid position within custom cemented carbide solutions and is a great fit for our business area”, says Nadine Crauwels, President of Sandvik Machining Solutions.

PTC is headquartered in Nashville, USA, and has 73 employees. In 2021 the company had revenues of 9 million USD and an EBITA margin neutral to Sandvik Manufacturing and Machining Solutions. Impact on Sandvik’s earnings per share will be limited, yet slightly positive. The transaction is expected to close during the second or third quarter of 2022.

## Company News

### ***Al Mutlaq United is new CADMATIC reseller in Saudi Arabia***

11 May 2022

CADMATIC has concluded a reseller agreement with Al Mutlaq United (MUC), based in Dammam in the Eastern Province of Saudi Arabia.

MUC will promote CADMATIC software solutions in the country, with a particular focus on CADMATIC’s information management and digital twin solutions.

According to MUC General Manager, Naif M. Al Shehri, MUC has a strong focus on new technologies related to the Industrial Revolution 4.0.

*“We come from a pure IT background and, fortunately, technology has become a core area in different industrial sectors. The digital transformation that is taking place in industry has created a great need for digital twin solutions and other information management products, which have become mandatory elements of high business efficiency. We see that CADMATIC has a lot to offer clients in these fields,” says Naif.*

He adds that a key focus area will be Saudi Arabia’s oil & gas production plants.

*“Oil and gas producers are always looking for ways to increase efficiency and productivity and CADMATIC’s digital twin solutions are a means for them to achieve these goals.”*

*“We have great confidence in MUC’s IT skills and their intimate knowledge and understanding of the ICT business in Saudi Arabia. I look forward to working with them to further develop the great potential of the market,” says Kari Manner, CADMATIC Director, Business Development.*

### ***Blackline Safety Appoints Sean Stinson as Chief Growth Officer***

11 April 2022

**Blackline Safety Corp. ("Blackline" or "Blackline Safety")**, a global leader in connected safety technology, announced Sean Stinson has been appointed to the position of Chief Growth Officer, effective immediately.

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Serving most recently as Blackline Safety's Chief Revenue Officer, Stinson will lead global revenue growth, acquisitions, channel management and customer support functions for Blackline Safety worldwide, including Blackline Safety Europe.

Over the past nine years, Stinson has led the development of Blackline's international sales and product functions for Canada, the U.S., the Middle East, Australia and New Zealand, and driven the Company's revenue from \$2M to more than \$50M during that period.

"As we build on 20 consecutive quarters of year-on-year revenue growth, open offices around the world and solidify our position as the connected safety leader, Blackline's business has evolved to enhance our customers' productivity and performance on a global scale," said Cody Slater, Blackline Safety's CEO and Chair. "Sean's proven track record of innovation and leadership ensures we will continue to shape the future of industrial work while maintaining the agility and care needed to serve our customers and people at a local level."

Blackline's suite of products and data analytics connects workers through GPS-enabled wearable devices, portable area gas detectors and cloud-connected monitoring to enable its customers' drive towards zero safety incidents, improved performance, greater productivity and a stronger ESG profile.

"Increased global recognition of Blackline's high quality, technologically advanced products and services is leading to a broader customer base and greater awareness of what is possible to improve safety and performance in the industrial workplace," said Sean Stinson, Chief Growth Officer, Blackline Safety. "I look forward to working with our customers around the world as they discover and implement connected wearable solutions and data analytics that keep their people safer and their businesses stronger."

Prior to joining Blackline, Stinson was a global Product Marketing Manager at Honeywell, and a Systems and Software Engineering Manager at BW Technologies, where he was instrumental in the delivery of BW's multi-gas portable instruments to a global market.

## ***Dr. Tony Hirt, Founder of Flow Science, Inc. Receives the John Campbell Award***

11 May 2022

Flow Science, Inc. founder Dr. C.W. "Tony" Hirt was awarded the prestigious John Campbell Medal at the Institute of Cast Metals Engineers award ceremony on March 25, 2022, in London. Dr. Hirt received the award for his unique, long-lasting contributions to the science and practice of metal casting through his development of the CFD software **FLOW-3D** and its casting-specific version, **FLOW-3D CAST**.

Dr. John Campbell presented the award to Dr. Hirt, "In gratitude for making significant, really significant benefit to the foundry industry which we continue to enjoy to this day." The award was accepted on behalf of Dr. Hirt by Flow Science's Chief Technology Officer, Dr. Michael Barkhudarov.

The John Campbell Medal is awarded to an individual who has made a sustained contribution to the science and understanding of metal casting through research and development. Each year, the Institute writes to leading international castings research organizations and individuals, including Dr. John Campbell, the relevant Department Heads of the University of Birmingham and Mississippi State University, CAST-CSIRO, VDG and Cti, requesting nominations for an award shortlist.

*Tony's contribution to simulation is not only in developing useful modeling tools based on fundamental principles of physics but mentoring several generations of engineers that continue in his steps. The award is also welcome as a recognition that simulation tools have become an integral part of casting design and production as the industry matures and evolves, commented Dr. Michael Barkhudarov.*

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Dr. Hirt pioneered the Volume-of-Fluid (VOF) method while working at the Los Alamos National Lab. He went on to found Flow Science in 1980. **FLOW-3D** is a direct descendant of his development of the VOF method. This approach was expanded and perfected in **FLOW-3D** to the **TruVOF** technology, with cutting-edge and groundbreaking improvements in speed and accuracy in the simulation of flow with different liquid and gas interfaces. Today, Flow Science products offer complete multi-physic solutions with diverse modeling capabilities, including fluid-structure interaction, moving objects, and multiphase flows.

## ***Google Cloud and SAP Expand Partnership to Enable Native Integration Between Google Workspace and SAP S/4HANA Cloud***

4 May 2022

Google Cloud and SAP SE announced an expansion of their relationship, unveiling new integrations between Google Workspace and SAP's flagship cloud ERP, SAP S/4HANA Cloud.

These native integrations will allow customers to connect core SAP software designed for running all mission-critical processes in the cloud with the collaborative capabilities of Google Docs and Google Sheets to innovate how work gets done across the enterprise.

SAP is a leading ERP software provider for enterprises. Its RISE with SAP solution provides a comprehensive set of products and services – including SAP S/4HANA Cloud – to help companies on their journey toward becoming intelligent and sustainable enterprises. Google Workspace enables teams of all sizes to connect, create and collaborate – to drive innovation from any device and any location. Built on the industry's leading cloud-native communication and collaboration platform, Google Workspace brings together the apps loved by billions of people — Gmail, Chat, Calendar, Drive, Docs, Sheets, Meet and more — into a single integrated workspace.

Google Docs and Google Sheets, integrated with SAP S/4HANA Cloud, will enable new business capabilities, use cases and opportunities for collaborative tasks within small and large organizations alike. First scenarios are planned in finance and in many additional solution areas, where data exports and collaborative document management create a more seamless user experience, with more to follow. Customer benefits include:

- The efficiency of ready integration, enabling users to adopt the solution quickly
- The ability to export and import data between SAP software and Google Docs and Google Sheets for instant access to real-time editing and simultaneous collaborative engagements on these documents and spreadsheets
- The confidence of having a clean data source due to the one-step integration, which enables version control and removes layers of potential translation when sharing application data and documents

For example, imagine a finance specialist working on SAP S/4HANA Cloud to manage financial records in a safe, reliable, and compliant manner. The employee will be able to access Google Docs and Google Sheets to edit documents collaboratively, as part of their standard business processes, knowing that SAP S/4HANA Cloud provides a clean data source with version control and process reliability.

“Native integration with Google Docs and Google Sheets has been a common request from many joint customers,” said Philipp Herzig, SVP, Head of Intelligent Enterprise & Cross Architecture, SAP. “This integration will further pave the way for people to work collaboratively on any business documents and manage them closely along with their most critical business processes and data managed through SAP –

all in the cloud.”

“The move to hybrid work signals enterprises can no longer rely on legacy toolsets that can create silos and barriers to collaboration,” said Javier Soltero, Vice President and General Manager, Google Workspace. “With the expansion of our partnership with SAP, these new in-depth integrations will enable employees working in complex data sets within SAP S/4HANA to tap into the real-time collaboration capabilities of Google Workspace, enabling teams to simultaneously access SAP data and more efficiently drive projects forward.”

The initial set of features is planned to be included as standard functionality in SAP S/4HANA Cloud later this year. It is being built on SAP Business Technology Platform, enabling tight integration and a consistent user experience across SAP software supporting business processes end to end.

## ***HCL Technologies Adopts Intelligent Data Migration Platform from Syniti***

9 May 2022

**HCL Technologies (HCL)**, a leading global technology company with a strong legacy of SAP innovation, announced a strategic partnership with Syniti. This collaboration with Syniti, a global leader in enterprise data management that combines AI-driven software and data expertise, will help develop industry-specific data solutions and deliver higher quality SAP S/4HANA transformations.

HCL Technologies will adopt the Syniti Knowledge Platform(SKP) as its strategic data migration platform to provide customers with improved data management strategy and higher quality data. SKP will also help deliver a complete data quality assessment and migration service across working and staging environments, ensuring quality data is securely and efficiently migrated from legacy systems to new SAP solutions.

The collaboration between HCL Technologies and Syniti will drive higher-value SAP implementations for customers by providing the robust data solutions needed to steer modern, intelligent processes that leverage AI (artificial intelligence) and ML (machine learning). This partnership will also develop industry-specific S/4HANA accelerators and templates.

“We are pleased to announce this partnership to position SKP as our strategic data migration toolset and data partner as part of our overall SAP transformation delivery platform,” said Shawn Brodersen, Global Head, SAP Practice, HCL Technologies. “Data migration success, data quality and its impact on the S/4HANA solutions that we deliver are important factors in the overall quality of the business transformation and are critical for our customers.”

“We are excited to partner with HCL Technologies, a global leader in SAP and technology-led transformations,” said Kevin Campbell, CEO, Syniti. “Our alliance with HCL Technologies combines our best-in-class software platform with HCL’s industry expertise in aerospace and defense, utilities, consumer packaged goods, manufacturing and life sciences. Together, we will help global enterprises to accelerate their transformations and unlock the benefits of becoming flexible, dynamic enterprises. We look forward to building on our mutual client wins for a collaborative future.”

HCL Technologies is a Global SAP Strategic Services Partner with over 25 years’ experience leading complex transformation programs. HCL’s strong legacy of SAP innovation, 10,000+ consultants, leading Digital and Analytics, and Engineering and IoT Works™ practice enable HCL to lead digital transformation across the complete portfolio of new SAP digital technologies.

## ***IFS announces senior management promotions in North and Central Europe***

10 May 2022

IFS announces the promotion of four senior leaders in the North and Central Europe region.

Glenn Arnesen has been promoted to President, Global Install Base, responsible for driving success for IFS's thousands of enterprise customers around the world. With his team, he will continue to ensure that customers achieve fast time-to-value and that they are empowered with the technology they need to succeed and grow. This is an important role for IFS considering the huge growth in customers who are now operating their technology in the cloud.

Elni Kullmer has been promoted to the role of Regional President for North and Central Europe, which comprises DACH (Germany, Austria, Switzerland), the Nordics (Sweden, Norway, Finland, Denmark, and the Baltic countries) and Eastern Europe. She has a track record for attracting and retaining some of the world's most innovative and respected brands to IFS, including , Ericsson, Elvia, Jotun, LKAB, Saab, Sporveien AS, SSAB, Stockholm Exergi and Tetra Pak.

Ann-Kristin Sander has been promoted to the role of Managing Director of the Nordics. In this role she will report to Elni Kullmer and work closely with the regional management team to continue IFS on its growth trajectory.

With IFS's unique ability to differentiate on service, Kent Mattsson has been appointed as Vice President, Service Management Business Unit for Europe North and Central. Service continues to be a key reason that customers choose IFS, for both best-of-breed use cases and when wanting to deliver amazing Moments of Service as an asset or manufacturing focused business.

Simon Niesler, Chief Revenue Officer at IFS, who Glenn Arnesen and Elni Kullmer will report to, said "IFS has been growing at an amazingly fast rate over the past few years, so it is important that we invest in the team and management structure to ensure our customers are supported at every stage of the customer journey. We continue to recruit the most talented people in the industry but equally we are committed to ensuring our existing leadership are given opportunities as we grow. These promotions are more than well-deserved considering the track record of Glenn, Elni, Ann-Kristin and Kent, who together have increased IFS's presence in the Nordic market by over 250%."

## ***International Society for Soil Mechanics and Geotechnical Engineering honours PLAXIS innovation***

6 May 2022

PLAXIS geotechnical analysis software has been named as Outstanding Innovation Award winner at the 20th International Conference on Soil Mechanics and Geotechnical Engineering (ICSMGE) in Sydney.

PLAXIS helps geotechnical engineers solve common and complex challenges to reduce overall project risk, costs, and delays. It offers advanced analysis capabilities to conquer excavation, foundation, tunnelling, and other infrastructure projects with confidence.

Now part of Seequent's portfolio of geotechnical solutions within Bentley Systems, PLAXIS started as a research project at Delft's University of Technology in the Netherlands. Backed by a talented team and heavy investment in world-beating research and development, PLAXIS has evolved to become a leader in geotechnical software innovation.

The Outstanding Innovator award from ICSMGE recognises "innovations in geo-engineering that have a pronounced impact on geo-engineering practice, research, and education." The evaluation criteria included major or unprecedented achievements that led to "a major advancement in our profession."

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PLAXIS is an essential part of the Seequent portfolio which helps the geoscience disciplines improve subsurface intelligence. Complemented by solutions such as GeoStudio, OpenGround for geotechnical data management and Leapfrog Works for geological modelling, PLAXIS helps pave the way for connected digital workflows across the project lifecycle.

Seequent's Paul Grunau, Senior Vice President of Geotechnical Solutions said,

“This recognition is the equivalent of a “Lifetime Achievement” award and honours the decades of innovation that PLAXIS has brought to the international geotechnical engineering community.”

“This recognition is incredibly motivating for us as we propel PLAXIS innovation forward to meet the sustainable infrastructure needs of a rapidly changing world.”

## ***Ireland's Minister for Enterprise, Trade and Employment Commends TCS' Continued Investment in Ireland***

6 May 2022

Tata Consultancy Services (TCS) hosted a visit today by An Tánaiste\* and Minister for Enterprise, Trade and Employment, Leo Varadkar TD at its Global Delivery Centre in Letterkenny, Co. Donegal in Ireland. One of the North West's largest employers, TCS briefed Minister Varadkar and other visiting guests from IDA Ireland on its plans to further cement this Centre as a strategic hub to provide digital transformation, IT, and business services to clients in Ireland and across the world.

During a brief tour of the state-of-the-art facilities at the TCS Letterkenny Global Delivery Centre, Minister Varadkar visited the newly opened digital innovation lab where TCS' solution architects and designers will work closely with clients to ideate and build compelling customer experiences. TCS managers briefed the Minister on the company's continued commitment to this Centre and future investment plans. These include building a cloud experience hub and a cyber security threat management centre as part of a collaborative ecosystem to build and extend clients' cyber resilience.

Earlier this year, TCS teamed up with the Atlantic Technological University (ATU) Donegal, Letterkenny to run TCS HackQuest Ireland 2022, an ethical hacking challenge event for students. The Tánaiste today heard that this educational partnership to engage with young talent has led to up to 20 graduates in the TCS cybersecurity recruitment selection process, with the first ten starting work in June. With TCS continuing to grow strongly, further career opportunities are expected to open at the Letterkenny Centre, particularly in digital technologies, providing a much-needed boost to local employment and to the local economy.

Following his tour, Minister Varadkar spoke to the TCS team and thanked them for their important contribution to both the national and local economy and to the community at large.

Speaking on his visit to the TCS facility at Letterkenny, **An Tánaiste and Minister for Enterprise, Trade and Employment Leo Varadkar TD** said: *“It was a real pleasure to visit Tata Consultancy Services this morning and meet with the team who have made a phenomenal contribution to Donegal, growing to be one of the North West's largest employers. The success of the company is a testament to the incredible talent of the team here and their ability to remain agile and innovative in what is a really competitive global industry. It was great to meet so many of those that have made such success possible and I wish the team all the very best for the future.”*

**Deepak Chaudhari, Country Head, TCS Ireland** said: *“We are delighted to be part of the community at Letterkenny and contribute to its economic development. Our highly talented team at the Letterkenny Centre has seamlessly integrated with our global delivery network, winning assignments from clients all*

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*over the world across multiple industry segments and driving our business expansion. We believe this Centre is a great touch point for Irish enterprises to engage with TCS for their growth and transformation journeys.”*

Strong business growth has led to an ongoing recruitment drive to find the right talent to fill open positions. According to **Andrea McBride, Head of the TCS Letterkenny Global Delivery Centre**, *“The establishment and growth of TCS’ business in Letterkenny opens huge opportunities for local talent to pursue exciting career opportunities in one of the world’s fastest growing IT businesses and help some of the world’s largest corporations solve their business problems. We are working closely with local education and training partners to prepare tomorrow’s workforce to take advantage of these opportunities.”*

**Denis Curran, Head of Regions, Property and Enterprise Development at IDA Ireland** said: *“Tata Consultancy Services is a leading employer in the North West Region. The company is creating high value employment opportunities across a variety of technology disciplines including digital transformation, cyber security and cloud services. Tata’s future growth plans are a strong vote of confidence in the region’s ability to attract top technology talent. I wish the team here continued success and look forward to the ongoing partnership with IDA Ireland.”*

TCS established its direct presence in Letterkenny in November 2020, following its acquisition of Pramerica Systems. Since then, TCS has continued to invest in equipping its employees with the latest skills, and in building out a Global Delivery Centre from where it is servicing more than 25 global and local customers.

TCS employs close to 1,400 people in Ireland across a range of high-skilled tech related roles.

\* The term ‘Tánaiste’ is Ireland’s equivalent of a Deputy Head of Government

## ***ITI Welcomes Ryan Gelotte To Lead Digital Validation Services***

9 May 2022

**Expert in CAD and PLM automation has joined ITI to assist clients in adding digital trust to their business processes as they extend the use of 3D data through their supply chain.**

International TechneGroup Incorporated (ITI), a Wipro company, and global leader providing reliable interoperability, validation, and migration solutions for product data and related systems, is pleased to announce the addition of Ryan Gelotte to its Services Team. Ryan brings over 20 years of industry experience analyzing and optimizing CAD and PLM-based business processes, most recently helping clients redefine engineering processes in support of Industry 4.0 and Model-Based Enterprise (MBE) initiatives.

“We are excited to have Ryan join ITI,” stated Andy Chinn, Director, and Head of Global Sales for ITI. “There’s no doubt that with his reputation and qualifications, Ryan is an exciting addition to the ITI team and will bring great value to our clients as they build our CADIQ validation solution into their enterprise PLM environment.”

Gelotte’s broad experience in product development and discreet manufacturing, combined with his expertise in Computer-Aided Design, Manufacturing, and PLM Systems, provides him a broad base of expertise to coordinate complex software deployment projects. Most recently Ryan worked as a consultant advising both large multinational enterprises as well as small custom manufacturers and providing them with training and coaching services focused on leveraging Model-Based Definition principles and technologies.

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“Over the past 25 years, I have been a beneficiary of 3D digital technology. There is so much satisfaction in holding something in your hand that started as a 3D model,” comments Gelotte. “Industry 4.0 has ignited a barrage of new 3D software-enabled technology across all industries. Interoperability is more of a necessity and reality now than it ever was. I have seen first-hand how bad data can deter extremely talented people from embracing Industry 4.0 technology. I have used CADIQ over the years to build that trust in 3D data so that the data’s value can be maximized, and I look forward to enabling others to do the same. I am incredibly grateful and excited for this opportunity at ITI.”

## ***Leica Geosystems opens nominations for Carl Pulfrich Award 2022***

9 May 2022

**Leica Geosystems, part of Hexagon, requests professionals in the fields of photogrammetry, remote sensing and earth imaging to submit their nominations for this year’s Carl Pulfrich Award. The award recognises innovations that advance the industry.**

The award panel will accept nominations for projects and applied work involving hardware systems, software solutions or innovative service. It will judge nominees based on their experience, activities in the field of photogrammetry and remote sensing as well as their contributions to the advancement of the earth imaging field. With the Carl Pulfrich Award, Leica Geosystems continues the tradition of promoting outstanding scientific, application-oriented design and manufacturing ingenuity in the industry.

### **How to nominate**

Nominations can be submitted by email to [Carl-Pulfrich-Prize@leica-geosystems.com](mailto:Carl-Pulfrich-Prize@leica-geosystems.com). The closing time for submissions is 15 July 2022 at 5 pm CEST. Leica Geosystems will announce the winners during the award ceremony at the 57th Photogrammetric Week (PhoWo) in Stuttgart, Germany, on 14 September 2022.

### **History of the Carl Pulfrich Award**

The biennial award and donation honours the memory of Dr. Carl Pulfrich, a member of the scientific staff at Carl Zeiss from 1890 to 1927. During his tenure, Pulfrich directed the design of the first stereo photogrammetric and surveying instruments from Zeiss.

The Carl Pulfrich Award has gained worldwide recognition. Past winners include:

- Prof. Dr. Yang Bisheng, 2019 - for outstanding contribution in the field of point cloud processing.
- Dr.-Ing. Franz Rottensteiner, 2017 - for ground-breaking developments in 3D modelling and automated object extraction.
- Dr. Christoph Strecha, 2015 – for developing algorithms in the areas of feature detection and 3D reconstructions using computer vision (CV) and UAV photogrammetry.

## ***OpenText Receives 2022 SAP® Pinnacle Award in the Partner Solution Success Category***

10 May 2022

OpenText™ announced that it received a 2022 SAP® Pinnacle Award in the Partner Solution Success category, recognizing its outstanding contributions as an SAP partner. SAP presents these awards annually to the top partners that have excelled in developing and growing their partnership with SAP and helping customers run better. Winners and finalists in 22 categories were chosen based on

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recommendations from SAP, customer feedback, and performance indicators.

“With the SAP Pinnacle Awards, we recognize top-performing partners who have excelled in helping customers become best-run businesses,” said Christian Klein, CEO of SAP SE. “The winning partners have been chosen based on their commitment to customer value creation, exponential growth, and simplification. Together, we support our customers on their journey to becoming intelligent, sustainable enterprises.”

“OpenText and SAP are centered on cloud-based innovations helping the world’s largest organizations transform into digital businesses, elevating everyone through information,” said Mark J. Barrenechea, OpenText CEO and CTO. “It’s an honor to again receive the SAP Pinnacle Award for Partner Solution Success, and the OpenText and SAP Clouds are the platforms for the future, creating compelling customer experiences.”

This award in the Partner Solution Success category recognizes strong partnership in delivering solutions that address important customer needs and challenges. SAP Solution Extensions by OpenText help customers improve their operational efficiencies, extending the value of RISE with SAP and SAP® SuccessFactors® solutions. This is OpenText’s 17th Pinnacle Award in 14 years, demonstrating the organization’s dedication to partnership, customer experience, and excellence. SAP Pinnacle Awards shine a spotlight on distinguished partners to acknowledge their dedication to teamwork, exceptional innovation, and capacity to help customers achieve their goals.

## ***Procore Opens New Asia-Pacific Headquarters in Historic Sydney Building Following Sustained Local Growth***

5 May 2022

**Procore Technologies, Inc.**, a leading global provider of construction management software, today announced the opening of its new Asia-Pacific headquarters in Sydney. The continued investment in the region follows significant local demand, with business nearly doubling across Asia Pacific from 2020 to 2021.

Five years since opening its first office in Australia, the investment in a new, larger space demonstrates Procore's ongoing commitment to Sydney as its regional headquarters. The company’s rapidly expanding local team continues to grow in response to sustained customer growth across APAC in 2021. To scale the business and meet the continued demand of the local construction industry, Procore has plans to create over 100 new jobs in ANZ.

Tom Karemacher, vice president APAC at Procore commented, “As both the business and the team have rapidly expanded, we needed a flexible and collaborative new working environment that is built for true scale. Procore understands that most employees now prefer a hybrid working style, so we made a conscious decision to allow one desk for every two employees, and ensure all meeting and event spaces could provide a great experience both in person and virtually. We hope to attract and retain the brightest talent on Australian shores.”

Procore’s new offices are set in **SubStation No.164**, two adjacent historic Sydney buildings that have been innovatively revitalised into a commercial and cultural space by **Built**. The world-class office facility in this iconic Sydney site spans 15,000 square feet over two floors, equipped with automated technology to support sustainability and the wellbeing of occupants. Completed by **Belvia**, the internal fitout has drawn inspiration from Procore’s flagship US offices in Carpinteria, California and Austin, Texas, while ensuring it is designed to meet the unique needs of the ANZ team.

“The substation is a special, historical development that Procore was drawn to because it celebrates

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Sydney’s heritage, at the same time as showcasing the vision, skill and innovation of the local construction industry,” Karemacher continued. “We have also acknowledged the traditional owners of the land, the Gadigal people of the Eora nation, by choosing native language names for meeting rooms and commissioning indigenous artwork to decorate the spaces. We are excited to gather, collaborate and continue to grow in our dynamic new Asia-Pacific headquarters.”

“The team at Built was delighted to be able to deliver a first class fitout for Procore in our award-winning SubStation No.164 building. The synergy of working with the Procore team was evident from day one with our shared commitment to collaboration and forward thinking which made the journey from design of the space through to handover a rewarding experience for all stakeholders,” said John de Smet, Director Small Works and ACT at Built.

In addition to investing in this new office space, Procore is doubling down on its commitment to innovating new solutions that address the specific challenges faced by the construction industry in Australia and New Zealand. The company has had global success with the solutions developed for the Australian market to date, including **Correspondence, Action Plans, Quality Essentials, Document Control and Safety Essentials**.

"PBS Building is thrilled to continue our longstanding partnership with Procore. Having worked with the team for 5 years, we value Procore's commitment to local innovation and they will continue to be our preferred construction technology partner," said Matthew Rayment, chief operations officer at PBS Building.

Key reference customers for Procore in ANZ include SHAPE, Meriton, Charter Hall and PBS Building. The ongoing demand for Procore’s solutions is supported by a growing partner ecosystem, with nearly 350 integrations now available on Procore’s App Marketplace.

“Procore exists to improve the lives of everyone in construction. The enthusiasm of our local customers and partners over the past five years is a real testament to the Procore platform and our team’s ability to innovate and solve for local challenges. The design of the new offices includes purpose-built spaces to entertain our customers and partners and showcase the solutions we have developed for them. We look forward to welcoming the Procore community to Clarence Street for years to come,” Karemacher concluded.

## ***Red Hat and Accenture Expand Alliance to Accelerate Hybrid Cloud Innovation***

9 May 2022

Red Hat Inc., the world’s leading provider of open source solutions, and Accenture (NYSE: ACN) have expanded their nearly 12 year strategic partnership to further power open hybrid cloud innovation for enterprises worldwide. The companies are jointly investing in the co-development of new solutions to help organizations more seamlessly navigate a multi- and hybrid cloud world, define their strategy, and accelerate their pace of innovation to get to value faster.

With the combination of Accenture Cloud First and Red Hat OpenShift, organizations are better equipped to embrace the cloud continuum – a range of capabilities, from public to private to edge computing, all connected by modern networks and built with a zero-trust security mindset – to accelerate enterprise reinvention. A hybrid solution brings the public cloud benefits of innovation, speed, consumption and scale with private cloud advantages of regulatory compliance, performance and data gravity.

“Organizations are increasingly turning to hybrid cloud to help overcome complex challenges around core business functions like customer service and supply chain, and to drive growth and innovation,”

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Raj Wickramasinghe, Hybrid and Emerging Platform lead at Accenture. “Through our expanded alliance with Red Hat, we can further help clients embrace the cloud continuum to enable greater operational efficiency and drive innovation.”

To further help organizations migrate to hybrid cloud, Red Hat and Accenture are co-developing new solutions over the next year with an initial focus on the following four areas:

- **Open hybrid cloud application and mainframe modernization** – With the boundaries for public and private cloud blurring and no one-size-fits-all solution, Accenture and Red Hat are helping clients develop a holistic cloud strategy that embraces hybrid to enable greater operational efficiency and drive innovation based on Red Hat OpenShift.
- **Automation** – As organizations continue to modernize, they need consistent, resilient and standardized solutions for managing their cloud estate. Accenture and Red Hat are developing solutions that automate and orchestrate workloads across the IT infrastructure to reduce risk and lower costs of technology operations. This includes the development of Accenture solutions on Red Hat Enterprise Linux and Red Hat Ansible Automation Platform to deliver stable, automated cloud computing capabilities. As a result, the companies helped one client achieve a 99% reduction in downtime for rolling upgrades, a 100% reduction in downtime for operating system patching, and 50% faster development time through infrastructure as code.
- **Edge Computing** – The scale and complexity of data created by connected devices are continuously pushing the limits of network and infrastructure capabilities. New solutions under development by Red Hat and Accenture are focused on analyzing and processing data where it is generated to improve the customer experience and reduce latency. With Red Hat OpenShift and Red Hat Ansible Automation Platform, applications can be deployed and automated at the edge, reducing dependency on a physical footprint.
- **Sovereign Cloud** – Organizations are navigating an intricate patchwork of technology solutions while aligning with new, emerging industry standards and compliance requirements in various countries and sectors. Accenture and Red Hat are jointly committed to helping clients control the location, access to and processing of their data in the cloud through open source technologies and services.

Red Hat and Accenture have worked together to deliver transformative outcomes for hundreds of organizations across industries. For example, Finanz Informatik, an innovative IT partner for the financial sector, worked with Red Hat and Accenture to implement an ambitious next-level multi-channel architecture for its core banking applications. Using Red Hat OpenShift and Red Hat Ansible Automation Platform, with strategic support from Accenture, Finanz Informatik modernized its IT infrastructure to significantly improve business agility and more quickly respond to evolving customer needs.

“Our business-critical applications are used every day by nearly 400 financial institutions, so regulatory compliance, security and reliability are crucial,” said Robert Bersdorf, division head for multi-channel applications at Finanz Informatik. “Our hybrid cloud strategy is critical for helping us drive resilience, while balancing agility with stability and security. By using OpenShift and Ansible Automation we took a pioneering step forward to embrace the private cloud to continuously deliver innovation while delivering a seamless experience and maintaining the performance of our own technology estate. It was a great experience working with Accenture and Red Hat on this project and together pushing the envelope.”

Stefanie Chiras, senior vice president, Partner Ecosystem Success at Red Hat, added, “Operating in the

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hybrid cloud enables customers to optimize their existing systems with the added layers and capabilities necessary to support innovation and efficiency at scale. At Red Hat, we believe that success not only lies in the technical components we bring to the cloud, but also with the impactful partnerships that drive successful implementations and business outcomes. Our long-standing collaboration with Accenture means that customers have access to the open source solutions they need and expertise they can trust to navigate the complexities of open hybrid cloud and grow their business where it needs to be - in the cloud.”

Unlocking the rich value and capabilities of hybrid cloud requires deep collaboration across an ecosystem of IT vendors. A recent IDC white paper sponsored by Red Hat revealed that organizations can accelerate application migration projects by 47% and achieve a three-year return on investment of 523% when implementing Red Hat OpenShift with a Red Hat accredited global systems integrator such as Accenture. With this expanded partnership, Red Hat and Accenture bring together robust partner ecosystems, equipped with deep technical expertise to support customers across any cloud and any industry, in order to support multi-partner engagements and deliver tailored cloud solutions.

## ***Taulia and EcoVadis partner to help build sustainable supply chains***

10 May 2022

Taulia, a leading provider of working capital management solutions, has announced its partnership with the business sustainability rating provider, EcoVadis. EcoVadis will provide ESG ratings for Taulia’s Sustainable Supplier Finance solution, allowing businesses in any industry globally to identify the most responsible and sustainable suppliers while encouraging suppliers to improve ESG performance with financial incentives.

Taulia’s Sustainable Supplier Finance solution with EcoVadis’ ESG ratings will support businesses in identifying and monitoring their suppliers’ ESG performance and qualifications across the entire supply chain. By connecting ESG ratings with low-cost early payments as a financial incentive, businesses can create alignment with suppliers to improve their ESG performance and behavior continuously.

EcoVadis’ methodology uses seven management indicators across 21 sustainable criteria in four themes: environment, labor & human risks, ethics, and sustainable procurement. EcoVadis follows international sustainability standards such as the Ten Principles of UN Global Compact, the International Labour Organization conventions, and the UN Guiding Principles on Business and Human Rights.

Cedric Bru, Chief Executive Officer, Taulia, said: “Until now, lack of transparency in supply chain reporting and comparability has been responsible for a large number of ESG issues within businesses. However, now business leaders have the opportunity to build on their own proactive ESG efforts by encouraging suppliers and partners to report reliably, consistently and comparably against globally recognized benchmarks. Through this partnership we are committing to help customers more easily evaluate the ESG metrics and credentials of trading partners and ultimately create a more sustainable world for future generations.

Pierre-François Thaler, Co-CEO and Co-Founder, EcoVadis, also commented: “The journey to sustainable resilience in value chains can be rapidly accelerated when motivations for trading partners are aligned to reliable performance benchmarks across the broadest possible range of companies. By connecting EcoVadis Sustainability Ratings to Taulia’s extensive financing offerings and global network, our collaboration brings tangible financial incentives to fruition to drive positive social and environmental impact at a global scale.”

## ***World Trade Week NYC Awards CGS's BlueCherry® with Global Supply Chain Excellence Honors***

12 May 2022

CGS, a global provider of business applications, enterprise learning and outsourcing services, announced World Trade Week (NYC), an organization promoting the importance of international trade to businesses across the United States, has **recognized CGS's Applications Solutions Division and its BlueCherry® Enterprise Suite for market leadership in global supply chain management.**

“As a company founded and headquartered in New York, this award is especially exciting – we’re honored to be recognized by World Trade Week NYC as a global supply chain leader,” said Paul Magel, President, Applications Solutions division, CGS. “In today’s market more than ever, visibility, control and management across the entire global supply chain are no longer nice-to-haves, they’re must haves. **Our business has grown to more than 500 customers across 20 countries, with over 250,000 global users.** In 2021 alone, we added new customers in Europe, Africa, the Middle East, Canada and Central America – and expect our international footprint to grow significantly over the next two to three years.”

World Trade Week NYC is part of an annual nationwide celebration of international trade observed by business- and trade-related organizations across the United States during May. **The mission of World Trade Week NYC is to promote the importance of international trade to the New York City metropolitan area economy.** New Yorkers depend heavily on international commerce for their jobs, standard of living and the myriad goods and services available to its diverse population.

Trade organizations, businesses and other stakeholders come together both nationally and locally to promote and facilitate international trade in the U.S. economy. The New York tri-state region’s trade and transportation community celebrates World Trade Week throughout the month of May, offering a full agenda of educational seminars, global business networking events and the International Trade Awards Breakfast that recognizes the exemplary achievements by practitioners in the field.

## Event News

### ***CONTACT Software at Hannover Messe 2022***

12 May 2022

**The digitization and networking of products creates great added value in development, production, operation and service. At the Hannover Messe, CONTACT Software is demonstrating the many ways in which companies are already benefiting from end-to-end data-driven Industry 4.0 applications.**

Intelligent asset management, real-time production control or closed-loop engineering: CONTACT Software is highlighting the enormous potential of smart industrial solutions in Hanover with the new version of its open low-code platform Elements and a robot from Mitsubishi Electric. Visitors will experience live how the physical product interacts with its digital twin and how its movement and operating data are monitored on a dashboard.

CONTACT's fair presentation again addresses professionals who want to dive deeper into concrete scenarios for the Industrial Internet of Things (IIoT) and end-to-end product lifecycle management (PLM). In the Elements for IoT platform, they can see, for example, which factory floor a machine, plant or robot is on. They track their shift performance via visualized metrics and learn how companies

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can initiate predictive maintenance or spare parts procurement purely by configuration.

Elements for IoT automatically triggers processes in maintenance, purchasing, shopfloor or development via continuous operating data analyses. This also benefits strategic product planning by enabling closed-loop engineering. If manufacturers know how customers really use their machines, they can carry out tailored retrofits of existing equipment, develop new functions or the next product generation in a more targeted manner, and avoid expensive, less ecological over-engineering.

"Digitalization and sustainability are the central themes of the trade fair," says Dirk Sebesse, Senior Account Manager at CONTACT Software. "We will show how many of the resulting requirements can already be met today with our Elements platform and its applications." The business economist and his colleagues will also be answering questions in Hanover that companies have about networking their assets, consistent integration of OT and IT systems, edge & cloud computing and other technical details. CONTACT Software can be found at the it's OWL joint stand in hall 11, booth B29.

## ***Lantek shows how introducing Smart Factory techniques can transform your business at TOLEXPO 2022***

10 May 2022

Lantek, leader in sheet metal manufacturing software, will be demonstrating how working with an industry specialist will give you the ability to automate and control the whole of your business, by analyzing your machinery and customer KPIs by digitizing your factory in partnership with engineers that really understand the industry. The **Tolexpo 2022** will take place from **17th to 20th of May** at Parc des Expositions Paris Nord Villepinte, in Villepinte and Lantek will be in **Stand 6B134**.

With 29000 clients worldwide already using its Expert software to drive their CNC machinery, Lantek has seen a 25% increase internationally in its digitalization business as companies realize how much difference starting on the path to a Smart Factory can make to profitability and efficiency.

Fouad Benayad, Regional Leader EMEA, says, "Making use of data about your customers and the performance of your machinery and resources in an intelligent and automated way to make a major change in efficiency and profitability. We can help companies in the industry take the first steps towards a Smart Factory, picking elements that suit their current manufacturing status and which are relevant to their businesses."

The Lantek Expert and Lantek Flex3d CAD/CAM solutions give companies the ability to automatically create CNC programs for virtually every sheet metal machine on the market and its advanced nesting software ensures that material utilization is maximized. Building on the technology and capabilities of this software, companies can start by adding Smart quotation modules to generate quotations quickly and accurately for customers. They can then move on to Lantek MES which keeps track of scheduling and machine OEE and then to Lantek's cloud-based analytics software which will help them to understand the KPIs that are important to their company for both customer and manufacturing management.

### **Committed to innovation**

To increase its technology leadership Lantek has a long-term plan for growth and investment in R&D which extends to 2025. Alberto López de Biñaspere, CEO of Lantek explains, "We have been experiencing double-digit organic growth for years. At the end of the third quarter of this year, sales were 30 percent higher than last year. We have traditionally invested large proportions of our income in research and development. Through our new partnership with TRUMPF, the largest industrial group in

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the machine tool sector, we now have the necessary resources to increasingly pursue this path. For 2022, we intend to make the largest investments in our company's history: We want to increase our commitment to research and development by 70%. To do this, we plan to grow our workforce by 50% over the next twelve months from the current 260 employees worldwide, with a clear emphasis on R&D and our international customer support team.”

As part of this initiative, Lantek will be growing its over 150 OEM partnerships to deliver an open system which can drive almost every sheet metal cutting machine on the market.

Tolexpo 2022 will give companies in the sheet metal sector an opportunity to find out how Lantek delivers the flexibility of being able to choose the best and most cost-effective machinery for their application and run it at its full potential. They will also be able to see the benefits of introducing Smart Factory techniques which give a clear path to much higher efficiencies, greater customer loyalty, increased order levels and greater profitability.

## ***Lantek shows how introducing Smart Factory techniques can transform your business at LAMIERA 2022***

11 May 2022

Lantek, leader in sheet metal manufacturing software, will be demonstrating how working with an industry specialist will give you the ability to automate and control the whole of your business, by analyzing your machinery and customer KPIs by digitizing your factory in partnership with engineers that really understand the industry. The **Lamiera 2022** will take place from **18th to 21st of May** at Fiera Milan exhibition ground in Milan and Lantek will be in **Pab. 13, Stand A26**.

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Using data from customers and the performance of the machinery and resources in an intelligent and automated way, Lantek makes a major change in efficiency and profitability, helping the companies in the industry to take their first steps towards a Smart Factory.

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## ***OPEN MIND at BIEMH 2022***

4 May 2022

OPEN MIND Technologies AG will be exhibiting at BIEMH from 13 to 17 June 2022. At booth C31 in hall 2, OPEN MIND Technologies will be showcasing the innovative technologies featured in the latest Version 2022.1 of its *hyperMILL*<sup>®</sup> CAD/CAM suite, including machining strategies from 2.5D to 5-axis, digital twin technology, automated programming, and an array of additive manufacturing solutions. To give visitors a glimpse into some of the many real-life applications for *hyperMILL*<sup>®</sup>, they can take in live demonstrations of machine tools as they are being made.

One of the highlights at the trade fair is *hyperMILL*<sup>®</sup> **VIRTUAL Machining** and OPEN MIND’s presentation will demonstrate the modules that are used to consistently generate, optimize, and simulate NC code. To make this all possible, the software works with virtual representations of the actual CNC machines and uses simulations based on NC code, allowing multi-axis machining operations to be optimized by taking into account the individual limitations of the machine. A prime example of the optimizations possible with *hyperMILL*<sup>®</sup> Virtual Machining is *hyperMILL*<sup>®</sup> **BEST FIT**, which intelligently aligns pre-machined workpieces. This feature is ideal for use in reworking 3D printed components, whose production sequence can also be programmed in *hyperMILL*<sup>®</sup> **BEST FIT** taking an innovative approach. Instead of manual alignment, the NC code is adapted to match the exact position of the component, which saves time and increases process reliability.

### Automated CAM Programming

While *hyperMILL*<sup>®</sup> is well known for macro and feature technologies that make programming easier, visitors to the venerable machine tool fair in Bilbao will also get to see first-hand just how far automation has come in terms of CAM programming. The *hyperMILL*<sup>®</sup> **AUTOMATION Center** allows users to define and standardize processes based on elements that a CAD model might contain. The steps for data preparation and programming, right up to simulation and NC program generation, are defined. Once this is done, the process can be deployed and carried out on new components automatically. Because of this, programmers can focus their time on more complex instead of routine tasks. The quality of CAM programming is more reproducible, while production planning can be standardized and made more efficient.

## ***PROSTEP SPONSORS PIDX USA 2022***

10 May 2022

PROSTEP, the fastest growing PLM solutions provider in all aspects of engineering, is proud to sponsor PIDX USA 2022 on May 17-18, 2022 in Atlanta, GA. This premier event for Design, Engineering, and R&D Leaders explores solutions to solve technology’s most complex challenges and enable better

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product development and digital transformation.

“It’s amazing to sponsor alongside companies at the forefront of digital ingenuity. Many of these companies are current customers or established partners of PROSTEP, such as the event’s lead sponsor Dassault Systemes. Overall, it’s great to connect with people again” says Sales Executive/Key Account Manager, Courtney Rainey at PROSTEP Inc.

As a PIDX USA 2022 sponsor, PROSTEP answers the challenges of digital integration with a leading solution set built to solve data interoperability, PLM integration, migration, and data exchange. PROSTEP is positioned with the best-in-class PLM providers and thought leaders in PLM to provide solutions in aerospace, automotive, shipbuilding, and all other product development sectors. The PIDX conference focuses on core themes such as data intelligence, design strategy, smart factory, and PLM, and features speakers from Dassault, Purdue University, Google, GE Aviation, and more. PROSTEP is proud to showcase innovative technologies to highlight their leadership in product development.

## ***Rockwell Automation to Present at Goldman Sachs Industrials & Materials Conference***

5 May 2022

Rockwell Automation, Inc. Chairman and CEO, Blake Moret, will present virtually at the Goldman Sachs Industrials & Materials Conference on Thursday, May 12, 2022.

The fireside chat will be webcast beginning at approximately 7:00 a.m. CDT and will be available on the Rockwell Automation Investor Relations website at [www.rockwellautomation.com/en-us/investors.html](http://www.rockwellautomation.com/en-us/investors.html).

## ***Synopsys to Present at Upcoming Investor Events***

12 May 2022

Synopsys, Inc. announced the following presentations for the investment community.

### JP Morgan Global Technology, Media & Communications Conference

Tuesday, May 24 at 5:50 a.m. PT / 8:50 a.m. ET

Sassine Ghazi, Synopsys President and chief operating officer

### Baird Global Consumer, Technology & Services Conference

Tuesday, June 7 at 8:55 a.m. PT / 11:55 a.m. ET

Jason Schmitt, Synopsys GM, Software Integrity Group

There will be live audio webcasts and replays will be available following the events. Both live webcasts and replays can be accessed via the Synopsys corporate website at <https://www.synopsys.com/company/investor-relations.html>.

## Financial News

### *AECOM reports second quarter fiscal 2022 results*

9 May 2022

AECOM, the world's trusted infrastructure consulting firm, reported second quarter fiscal 2022 results.

	Second Quarter Fiscal 2022				First Half Fiscal 2022			
	As Reported	Adjusted <sup>1</sup> (Non-GAAP)	As Reported YoY % Change	Adjusted YoY % Change	As Reported	Adjusted <sup>1</sup> (Non-GAAP)	As Reported YoY % Change	Adjusted YoY % Change
<i>(from Continuing Operations; \$ in millions, except EPS)</i>								
Revenue	\$3,214	--	(2%)	--	\$6,480	--	(1%)	--
Net Service Revenue (NSR) <sup>2</sup>	--	\$1,614	--	4%	--	\$3,157	--	4%
Operating Income	\$111	\$190	(29%)	10%	\$280	\$366	(6%)	10%
Segment Operating Margin <sup>4</sup> (NSR)	--	13.8%	--	+70 bps	--	13.8%	--	+60 bps
Net Income	\$49	\$119	(44%)	18%	\$167	\$247	(3%)	27%
EPS (Fully Diluted)	\$0.34	\$0.83	(42%)	24%	\$1.16	\$1.72	3%	33%
EBITDA <sup>5</sup>	--	\$223	--	10%	--	\$431	--	10%
Operating Cash Flow	(\$2)	--	NM	--	\$193	--	192%	--
Free Cash Flow <sup>6</sup>	--	(\$17)	--	NM	--	\$145	--	NM

### **Second Quarter Fiscal 2022 Highlights**

- Revenue decreased 2% to \$3.2 billion, operating income decreased 29% to \$111 million, the operating margin decreased 140 basis points to 3.5%, net income decreased 44% to \$49 million and diluted earnings per share decreased 42% to \$0.34. Earnings included an approximately \$69 million pre-tax expense from the previously announced decision to

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immediately exit the Company's Russia operations; the cash impact related to the exit is expected to approximate \$10 million.

- Net service revenue<sup>2</sup> increased by 5% in the design business.
  - Growth accelerated in March as elevated levels of absenteeism in January and February due to Omicron subsided; the passage of the U.S. fiscal 2022 federal budget in March added visibility for our government clients in the U.S.
- The segment adjusted<sup>1</sup> operating margin<sup>4</sup> increased 70 basis points to 13.8%, which marked a new high for a fiscal second quarter.
- Adjusted<sup>1</sup> EBITDA<sup>5</sup> increased by 10% and adjusted<sup>1</sup> EPS increased by 24%, reflecting continued NSR growth and higher margins; EPS growth also benefited from stock repurchases under the Company's capital allocation policy.
- Total backlog of \$40.8 billion increased by 4%<sup>3</sup> driven by a 1.6 book-to-burn<sup>7</sup> ratio, which included 1.6 and 1.5 book-to-burn ratios in the Americas and International segments, respectively.

## **Fiscal 2022 Financial Guidance and Long-Term Fiscal 2024 Financial Targets**

- AECOM reiterated its fiscal 2022 diluted adjusted<sup>1</sup> EPS guidance of between \$3.30 and \$3.50 and adjusted EBITDA<sup>5</sup> guidance of between \$880 and \$920 million, which reflect 21% and 8% growth at the mid-point of the respective ranges.
  - Assumptions incorporated into full year guidance include:
    - Approximately 6% organic NSR<sup>2</sup> growth, underpinned by robust pipeline and backlog momentum and strengthening market conditions across the Company's largest markets.
    - A segment adjusted<sup>1</sup> operating margin<sup>4</sup> of at least 14.1%, which would reflect an increase of at least 30 basis points as compared to fiscal 2021 and includes ongoing investments in the Company's professionals, Digital AECOM, and expanding the Company's addressable market with advisory and program management services.
    - An average fully diluted share count of 144 million, reflecting only shares repurchased to date, even as the Company intends to continue to repurchase stock in fiscal 2022 consistent with its capital allocation policy.
    - An effective tax rate of approximately 25%.
    - AECOM Capital earnings in the mid-single digit millions.
- The Company continues to expect free cash flow<sup>6</sup> of between \$450 million and \$650 million in fiscal 2022, which is consistent with the highly cash generative nature of its Professional Services business and incorporates strong year-to-date cash flow.
- The Company also reiterated its long-term financial targets for fiscal 2024, which include an expectation for adjusted EPS of \$4.75+ and a 15% segment adjusted operating margin, as well as a long-term segment adjusted operating margin goal of 17%.

“Our performance in both the second quarter and the first half of the year is a testament to our commitment to deliver on our financial and strategic priorities and create value for our stakeholders,” said Troy Rudd, AECOM's chief executive officer. “We are uniquely well suited to lead as three mega trends take hold, including a global infrastructure investment renaissance, our clients' increasingly

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ambitious ESG priorities, and infrastructure adaptation to a post-COVID new normal. As we look ahead, our strong backlog and pipeline, top rankings in key market sectors, and the expansion of our addressable market with advisory, program management, and digital capabilities support our expectation for accelerating NSR growth and for an at least 19% adjusted EPS CAGR through fiscal 2024 from fiscal 2021. Importantly, as our results of the past few years have demonstrated, our organization is built to perform through numerous market uncertainties and challenges, and these attributes will be critical to our success as we look ahead.”

“I am proud of how our professionals have delivered against our strategic priorities with continued record high win rates, strong client satisfaction scores, high employee engagement and satisfaction, and a continued focus on pursuing and winning the key pursuits that fortify our leadership position,” said Lara Poloni, AECOM’s president. “We are operating from an enviable position of strength, with our unrivaled technical expertise, complemented by our program management and advisory capabilities, which position us well to lead our industry as funding across our markets accelerates.”

“The inherent attributes of our Professional Services business, including a focus on high returning and lower risk services, strong cash flow, and a high degree of visibility from our growing backlog, combined with the success of our *Think and Act Globally* strategy, are contributing to consistently strong performance across all key financial metrics,” said Gaurav Kapoor, AECOM’s chief financial officer. “We delivered strong cash flow in the first half of the year, and we remain committed to our capital allocation policy, as evidenced by the nearly \$300 million of capital returned to stockholders year to date and in having repurchased nearly 15% of our shares outstanding over the past 18 months.”

## **Business Segments**

### **Americas**

Revenue in the second quarter was \$2.4 billion. Net service revenue<sup>2</sup> was \$950 million, a 3% increase from the prior year, highlighted by 4% growth in the design business, reflecting a high win rate, strengthening market conditions and client budgets, and the successful execution of a strong backlog and pipeline of pursuits.

Operating income increased by 6% over the prior year to \$164 million. On an adjusted<sup>1</sup> basis, operating income increased by 6% to \$168 million. The adjusted operating margin on NSR<sup>2</sup> of 17.7% is a 50 basis point increase over the prior year. Margins and profitability reflect strong execution that is enabling ongoing reinvestment in growth and innovation.

### **International**

Revenue in the second quarter was \$813 million. Net service revenue<sup>2</sup> was \$664 million, a 6% increase from the prior year, which included growth in the Company’s largest and most profitable geographies.

Operating income increased by 19% over the prior year to \$55 million. On an adjusted basis<sup>1</sup>, operating income increased by 18% to \$55 million. The adjusted operating margin on NSR<sup>2</sup> increased by 100 basis points over the prior year to 8.3%, which marked the seventh consecutive quarter of sequential margin improvement and reflects continued progress towards achieving a double-digit margin in the International segment.

## **Balance Sheet**

As of March 31, 2022, AECOM had \$1.0 billion of total cash and cash equivalents, \$2.2 billion of total debt and \$1.3 billion of net debt (total debt less cash and cash equivalents). Net leverage<sup>8</sup> was 1.3x.

## **Tax Rate**

The effective tax rate was 39.7% in the second quarter. On an adjusted basis, the effective tax rate was

# CIMdata PLM Industry Summary

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27.8%. The adjusted tax rate was derived by re-computing the quarterly effective tax rate on earnings from adjusted net income.<sup>9</sup> The adjusted tax expense differs from the GAAP tax expense based on the taxability or deductibility and tax rate applied to each of the adjustments.

## **Conference Call**

AECOM is hosting a conference call today at 10 a.m. Eastern Time, during which management will make a brief presentation focusing on the Company's results, strategy and operating trends. Interested parties can listen to the conference call and view accompanying slides via webcast at <https://investors.aecom.com>. The webcast will be available for replay following the call.

<sup>1</sup> Excludes the impact of non-operating items, such as non-core operating losses and transaction-related expenses, restructuring costs and other items. See Regulation G Information for a reconciliation of non-GAAP measures to the comparable GAAP measures.

<sup>2</sup> Revenue, less pass-through revenue; growth rates are presented on a constant-currency basis.

<sup>3</sup> On a constant-currency basis.

<sup>4</sup> Reflects segment operating performance, excluding AECOM Capital and G&A.

<sup>5</sup> Net income before interest expense, tax expense, depreciation and amortization.

<sup>6</sup> Free cash flow is defined as cash flow from operations less capital expenditures, net of proceeds from equipment disposals.

<sup>7</sup> Book-to-burn ratio is defined as the dollar amount of wins divided by revenue recognized during the period, including revenue related to work performed in unconsolidated joint ventures.

<sup>8</sup> Net leverage is comprised of EBITDA as defined in the Company's credit agreement dated October 17, 2014, as amended, and total debt on the Company's financial statements, net of total cash and cash equivalents.

<sup>9</sup> Inclusive of non-controlling interest deduction and adjusted for financing charges in interest expense, the amortization of intangible assets and is based on continuing operations.

## ***Altair Announces First Quarter 2022 Financial Results***

5 May 2022

Altair, a global leader in computational science and artificial intelligence (AI) that provides software and cloud solutions in the areas of simulation, high-performance computing (HPC), data analytics and AI, today released its financial results for the first quarter ended March 31, 2022.

“Altair had a very strong first quarter 2022 with all our key metrics coming in above our guidance ranges,” said James Scapa, Founder, Chairman and Chief Executive Officer of Altair. “We deliver high value products and expertise to help our customers increase efficiency and competitiveness by driving smarter decisions with computational science and artificial intelligence, and our business momentum continues to be robust globally and across industry verticals.”

“We’re off to a great start for the year, achieving all-time highs for software product revenue and total

# CIMdata PLM Industry Summary

revenue in the first quarter 2022,” said Matt Brown, Chief Financial Officer of Altair. “Revenues and profit were ahead of expectations for the quarter, putting us in a strong position to meet our financial goals for the year.”

## First Quarter 2022 Financial Highlights

- Software product revenue was \$140.9 million compared to \$129.5 million for the first quarter of 2021, an increase of 8.8%
- Total revenue was \$159.8 million compared to \$150.2 million for the first quarter of 2021, an increase of 6.4%
- Net income was \$11.5 million compared to \$14.4 million for the first quarter of 2021. Diluted net income per share was \$0.13 based on 87.3 million diluted weighted average common shares outstanding, compared to diluted net income per share of \$0.18 for the first quarter of 2021, based on 79.3 million diluted weighted average common shares outstanding
- Adjusted EBITDA was \$46.6 million compared to \$37.0 million for the first quarter of 2021, an increase of 26.1%. Adjusted EBITDA margin was 29.2% compared to 24.6% for the first quarter of 2021
- Non-GAAP net income was \$32.9 million, compared to Non-GAAP net income of \$26.0 million for the first quarter of 2021, an increase of 26.8%. Non-GAAP diluted net income per share was \$0.38 based on 87.3 million non-GAAP diluted common shares outstanding, compared to Non-GAAP diluted net income per share of \$0.33 for the first quarter of 2021, based on 79.3 million non-GAAP diluted common shares outstanding
- Free cash flow was \$3.6 million, compared to \$33.5 million for the first quarter of 2021. Free cash flow in the first quarter 2022 was impacted by the payment of a \$65.9 million litigation judgement assumed as part of the World Programming acquisition.

## Business Outlook

Based on information available as of today, Altair is issuing the following guidance for the second quarter and full year 2022:

<i>(in millions)</i>	Second Quarter 2022		Full Year 2022	
<i>Software Product Revenue</i>	\$ 111.0	to \$ 114.0	\$ 496.0	to \$ 508.0
<i>Total Revenue</i>	\$ 128.0	\$ 131.0	\$ 568.0	\$ 582.0
<i>Net Loss</i>	\$ (19.0 )	\$ (17.1 )	\$ (29.5 )	\$ (22.0 )
<i>Non-GAAP Net Income</i>	\$ 7.7	\$ 9.2	\$ 67.5	\$ 73.4
<i>Adjusted EBITDA</i>	\$ 12.0	\$ 14.0	\$ 98.0	\$ 106.0
<i>Net Cash Provided by Operating Activities</i>			\$ 17.6	\$ 24.6
<i>Free Cash Flow</i>			\$ 10.0	\$ 17.0

## Conference Call Information

What: Altair’s First Quarter 2022 Financial Results Conference Call  
When: Thursday, May 5, 2022

# CIMdata PLM Industry Summary

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Time: 5 p.m. ET  
Live Call: (866) 754-5204, Domestic  
(636) 812-6621, International  
Replay: (855) 859-2056, Conference ID 4167474, Domestic  
(404) 537-3406, Conference ID 4167474, International  
Webcast: <http://investor.altair.com> (live & replay)

## ***American Software to Announce Fourth Quarter and Fiscal Year 2022 Preliminary Financial Results***

11 May 2022

American Software, Inc., a leading provider of innovative AI-powered supply chain management and advanced retail planning solutions, announced that it will release its Fourth Quarter and Fiscal Year 2022 financial results after the U.S. financial markets close on Wednesday, June 8, 2022.

In conjunction with the release, the company will host a conference call at 5:00 pm ET to discuss its results with the investment community. A live webcast and replay of the call will be accessible via the investor relations page of American Software's website at [www.amssoftware.com/investor-relations](http://www.amssoftware.com/investor-relations).

### **American Software's Fourth Quarter and Fiscal Year 2022 Financial Results Earnings Call**

Date: Wednesday, June 8, 2022

Time: 5:00 pm ET

Location: [www.amssoftware.com/investor-relations](http://www.amssoftware.com/investor-relations)

## ***Bentley Systems Announces Operating Results for the First Quarter of 2022***

10 May 2022

Bentley Systems, Incorporated ("Bentley Systems" or the "Company"), the *infrastructure engineering software* company, announced operating results for its first quarter ended March 31, 2022.

### **First Quarter 2022 Financial Results**

- *Total revenues* were \$275.5 million, up 24.1% or 27.7% on a constant currency basis, year-over-year;
- *Subscriptions revenues* were \$241.2 million, up 28.2% or 32.0% on a constant currency basis, year-over-year;
- *Last twelve-month recurring revenues* were \$885.9 million, up 23.6% year-over-year;
- *Last twelve-month recurring revenues dollar-based net retention rate* was 108%, compared to 107% for the same period last year;

- ADVERTISEMENT -

- *Last twelve-month account retention rate* was 98%, consistent with the same period last year;
- *Annualized Recurring Revenue ("ARR")* was \$962.6 million as of March 31, 2022, representing a *constant currency ARR growth rate* of 27% from March 31, 2021;
- *GAAP operating income* was \$56.6 million, compared to \$55.6 million for the same period last year;

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- *GAAP net income* was \$56.4 million, compared to \$57.0 million for the same period last year. *GAAP net income per diluted share* was \$0.18, compared to \$0.18 for the same period last year. *GAAP net income margin* was 20.5%, compared to 25.7% for the same period last year;
- *Adjusted Net Income* was \$79.6 million, compared to \$64.1 million for the same period last year. *Adjusted Net Income per diluted share* was \$0.24 compared to \$0.20 for the same period last year;
- *Adjusted EBITDA* was \$97.6 million, compared to \$83.0 million for the same period last year. *Adjusted EBITDA margin* was 35.4%, compared to 37.4% for the same period last year; and
- *Cash flow from operations* was \$101.7 million, compared to \$132.8 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, "Against this quarter's backdrop of compounding global concerns, I am pleased that we are reporting overall resilience, starting with strong operating results, consistent with our established financial outlook for 2022. Our 22Q1 results absorbed consequences directly related to Russia, including mandatory sanctions, our discretionary new business suspension there, and especially reductions in Russian ARR to reflect an estimation of recurrence probability. But we also absorbed a comparable amount of ARR attrition within China that I believe stems largely from indirectly related 'counter-globalism.' Net of these disruptions, we still achieved constant currency ARR growth, from a year ago, of 12% in business performance, plus 15% from platform acquisitions."

Mr. Bentley continued, "To proactively enhance our business resilience with respect to counter-globalism, *BSY Investments* announced our first joint venture in China to 'glocalize' our platform within software and cloud service offerings being developed there to meet the Chinese government's provenance requirements for critical infrastructure applications. Also on the investment front, our leadership in core structural and geotechnical engineering disciplines was augmented by our acquisition of *ADINA* to add advanced non-linear analyses across our simulation portfolio, to help in assessing and improving infrastructure asset resilience against increasingly prevalent environmental extremes."

"And with respect to potential macroeconomic downturns, I consider that 22Q1's impressive net momentum in our business corresponds with generally having become more resilient, even since going public in 2020. Notably, as we have extended our global leadership position in infrastructure engineering software and digital twins for *mobility*, our flourishing platform acquisitions for *environmental* opportunities (Sequent) and *grid* opportunities (Power Line Systems) have considerably reduced the significance of our comparatively minor exposure, within the commercial and industrial infrastructure sectors, to cyclically vulnerable CAPEX spending," Mr. Bentley concluded.

## **First Quarter 2022 Financial Developments**

On January 31, 2022, we completed the acquisition of Power Line Systems, a leader in software for the design of overhead electric power transmission lines and their structures, for \$696.0 million in cash, net of cash acquired. We used available cash and borrowings under our bank credit facility to fund the transaction.

## **Operating Results Call Details**

Bentley Systems will host a live Zoom video webinar on May 10, 2022 at 8:15 a.m. Eastern time to

# CIMdata PLM Industry Summary

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discuss operating results for its first quarter ended March 31, 2022.

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\\_4aR1BzzRQJCALyGU052TrQ](https://zoom.us/webinar/register/WN_4aR1BzzRQJCALyGU052TrQ). Alternatively, the event can be accessed from the Events & Presentations page on Bentley Systems' Investor Relations website at <https://investors.bentley.com>. In addition, a replay and transcript will be available after the conclusion of the live event on Bentley Systems' Investor Relations website for one year.

## ***CENIT INCREASES SALES BY 3.5% IN THE FIRST QUARTER, MAINLY DUE TO AN INCREASE IN CONSULTING AND SERVICE BUSINESS (+13.9%)***

11 May 2022

**In a market environment still characterized by the uncertainties of the war in Ukraine as well as the COVID 19 pandemic, we succeeded in Q1 2022 in continuing the positive trend of Q4 2021. A major factor contributing to this was a year-on-year increase of EUR 1,254 k (+13.9%) in consulting and service sales in the aerospace segment, among others.**

After three months, CENIT Group generated sales revenues of EUR 35,398 k (previous year: EUR 34,214 k/+3.5%). Sales revenues in the CENIT consulting and services segment increased by 13.9% to EUR 10,272 k (previous year: EUR 9,018 k). Sales of third-party software decreased by -0.7% to

EUR 21,473 k (prior year: EUR 21,633 k). Sales of CENIT's own software increased from EUR 3,554 k to EUR 3,628 k (+2.1%).

Gross profit (operating performance less cost of materials) amounted to EUR 18,618 k (previous year: EUR 17,979 k) and thus increased by 3.6%. CENIT achieved EBITDA of EUR 726 k (previous year: EUR 833 k/-12.8%) and EBIT of EUR -387 k (previous year: EUR -522 k/+25.8%). Earnings per share amounted to Cent -7.1 (previous year: Cent -6.1).

### **Asset and Financial Situation**

As of the balance sheet date, equity amounted to EUR 43,181 k (Dec. 31, 2021: EUR 43,645 k). The equity ratio amounted to 44.0% (Dec. 31, 2021: 47.0%). Bank balances and cash and cash equivalents amounted to EUR 36,710 k as of the balance sheet date (Dec. 31, 2021: EUR 26,361 k). The operating cash flow reached EUR 11,196 k (previous year: EUR 7,676 k).

### **Employees**

As of March 31, 2022, the number of employees in the Group was 673 (Dec. 31, 2021: 704). Personnel expenses amounted to EUR 15,649 k in the CENIT Group in the reporting period (previous year: EUR 15,297 k).

### **Outlook**

For the current year, we confirm our adjusted outlook for the CENIT Group, following the acquisition of ISR Information Products AG. We expect sales of around EUR 170,000 k and earnings (EBIT) of around EUR 9,000 k, provided that the general (economic) conditions do not deteriorate significantly due to the war in Ukraine and the Corona pandemic. Currently, the situation in Ukraine results rather in increased sales activities in the PLM defense segment.

Please visit CENIT's homepage for the complete 1<sup>st</sup> quarter statement 2022:  
[www.cenit.com/reports](http://www.cenit.com/reports).

# CIMdata PLM Industry Summary

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## ***DXC Technology to Report Fourth Quarter and Full Year 2022 Results on Wednesday, May 25***

9 May 2022

DXC Technology announced that it will release financial results for the fourth quarter and full year of fiscal 2022 on Wednesday, May 25, 2022, at approximately 4:15 p.m. Eastern Daylight Time (EDT).

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

A replay of the conference call will be available until June 1, 2022 at 800-770-2030 for domestic callers and at +1-647-362-9199 for international callers. The replay passcode is 4164760. A transcript of the conference call will be posted on DXC Technology's [Investor Relations website](#).

## ***Financial Results for the Fiscal Year ended March 31, 2022***

12 May 2022

NTT DATA Corporation announced today its consolidated financial results for the year ended March 31, 2022.

[Financial Results \(FY2021\)\(PDF: 42 pages, 872 KB\)](#)

The video of the press conference will be uploaded at a later date.

<https://www.youtube.com/playlist?list=PLrrE6ni9HQ4wUC6AjtDHTvW1ZVa3-4808>

## ***Hewlett Packard Enterprise to present live audio webcast of fiscal 2022 second quarter earnings conference call***

12 May 2022

Hewlett Packard Enterprise will conduct a live audio webcast of its conference call to review its financial results for the second quarter of fiscal 2022, which ended April 30, 2022.

The call is scheduled for Wednesday, June 1, at 4:00 p.m. CT (5:00 p.m. ET), and the webcast will be available at [www.hpe.com/investor/2022Q2Webcast](http://www.hpe.com/investor/2022Q2Webcast).

A replay of the audio webcast will be available at the same website shortly after the call and will remain available for approximately one year.

## ***Matterport Announces First Quarter 2022 Financial Results with Stronger-than-Expected Revenue***

11 May 2022

Matterport, Inc. (“Matterport” or the “Company”), the leading spatial data company driving the digital transformation of the built world, announced financial results for the quarter ended March 31, 2022.

“We are pleased to report another strong quarter, increasing our subscriber count by 70% to 562,000 subscribers for the period. We expanded Spaces Under Management by 49% to 7.3 million spaces — that’s 7.3 million Matterport digital twins of homes, offices, factories, hotels, and so much more,” said RJ Pittman, Chairman and Chief Executive Officer of Matterport. “Real property is the

# CIMdata PLM Industry Summary

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largest asset class in the world, now valued at an estimated \$327 trillion, reflecting a \$100 trillion increase in value in recent years as more than 15,000 new buildings are completed every day. Matterport is leading the industry with over 7 million digital twins, and we're creating thousands more each day, while 99% of the world's buildings have yet to be digitized. This enormous market opportunity is expanding, and we remain focused on efficiently scaling Matterport's business to meet the rising global demand for software-driven property management."

"In addition to strong adoption, we are excited to report our total revenue for the first quarter of 2022 was \$28.5 million, \$1 million above the high end of our guidance range. In addition, Non-GAAP loss per share of 10 cents for the quarter was three cents better than the top end of our guidance range," said JD Fay, Chief Financial Officer of Matterport. "One of our key strategic levers is subscription revenue, which increased by 24% year-over-year, comprising over 60% of total revenue for the quarter, and which continues to provide high and stable gross margins. Today, we are re-affirming our prior 2022 revenue and EPS guidance. With \$600 million of cash on our balance sheet, we have the financial strength to navigate the macro environment and comfortably achieve our long term business plan," he added.

## First Quarter 2022 Financial Highlights

- Total revenue was \$28.5 million, up 6% compared to first quarter of 2021
- Subscription revenue was \$17.1 million, up 24% compared to first quarter of 2021
- Annualized Recurring Revenue (ARR) of \$68.6 million
- Total subscribers increased to 562,000, up 70% compared to first quarter of 2021
- Spaces Under Management (SUM) grew to 7.3 million, up 49% compared to first quarter of 2021

## Recent Business Highlights

- Matterport Axis™, a motorized mount for smartphones, is now available for purchase. Matterport Axis, which holds either an iOS or Android device, and can be used with the Matterport Capture app, creates 3D digital twins of any physical space with increased speed, precision, and consistency
- Announced Midland Holdings, one of the largest residential real estate brokerages in the Greater China region, will become the first brokerage in the region to use Matterport digital twins to create virtual 3D experiences for its entire portfolio of properties
- Expanded its presence in the Brazilian market via two strategic partners, Guandalini Posicionamento and PARS, to offer Matterport's spatial data platform to their enterprise customers in the architecture, engineering, and construction (AEC) markets.
- Announced and completed the acquisition of Enview, Inc., a pioneer in the scalable, artificial intelligence (AI) for 3D spatial data
- Announced the redemption of public warrants, resulting in approximately \$104 million in cash proceeds from the warrants prior to redemption
- Launched social impact program to support nonprofits and public education institutions by enabling equitable access to 3D spaces
- Won two Comparably Awards, including Best Company Outlook among small/mid-sized companies and Best Places to Work in the San Francisco Bay Area
- Strengthened Matterport's executive team through the addition of the following executives:

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- Tom Klein, Chief Marketing Officer
- Deepti Illa, Vice President, Global Integrated Marketing
- Ali Jayson, Vice President, Product Marketing
- Florence Shaffer, Vice President, Strategy & Operations, Chief of Staff to CEO
- Ben Corser, Managing Director, Asia Pacific
- Rob Hines, Managing Director, Americas

## Conference Call Information

Matterport will host a conference call for analysts and investors to discuss its financial results for the first quarter of fiscal 2022 today at 1:30 p.m. Pacific time (4:30 p.m. Eastern time). A recorded webcast of the event will also be available following the call for one year on the Matterport's Investor Relations website at [investors.matterport.com](http://investors.matterport.com).

## *Velo3D Announces First Quarter 2022 Financial Results*

11 May 2022

Velo3D, Inc., a leading additive manufacturing technology company for mission-critical metal parts, announced financial results for its first fiscal quarter of 2022.

“Strong execution enabled us to post our third straight quarter of revenue growth as a public company, add to our backlog and expand our new customer footprint,” said Benny Buller, CEO of Velo3D.

“Demand for our industry-leading Sapphire systems remains high as our total backlog exiting the quarter increased more than 80 percent year over year to \$55 million and we now have more than 75 percent of our 2022 revenue either recognized or booked. When combined with our strong first quarter bookings momentum of 7 systems, we now have significant visibility and increasing confidence in our ability to achieve our 2022 outlook. Additionally, we continued to successfully manage our supply chain to meet our production goals despite the ongoing global challenges. Our European market expansion also remains on plan and we expect to add a significant number of new customers in this growing market by the end of the year. Finally, we reached a key milestone as we started volume production of our Sapphire XC system during the quarter.”

“We are continuing to cement ourselves as a differentiated technology leader in high value manufacturing. Our metal additive manufacturing technology changes the way products in Aerospace, Energy, Power and other industrial segments are designed and produced. It is used to make some of the most critical parts in these products and we are maintaining our focus on driving the vast blue ocean market opportunity we see before us. This success is reflected in our first quarter results as our customers are using our differentiated technology to design and build the high value metal parts they need to succeed – without compromise,” continued Buller.

“Looking forward, given our first quarter execution, continued bookings growth, revenue visibility through our backlog and the successful ramp of our Sapphire XC production, we are increasingly confident in our ability to meet our 2022 revenue guidance of \$89 million,” concluded Buller.

<b>(\$ in Millions, except percentages and per-share data)</b>	<b>1<sup>st</sup> Quarter 2022</b>	<b>4<sup>th</sup> Quarter 2021</b>	<b>1<sup>st</sup> Quarter 2021</b>
GAAP revenue	\$12.2	\$10.4	\$1.2
GAAP gross margin	0%	16%	(33%)

## CIMdata PLM Industry Summary

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GAAP net loss <sup>1</sup>	(\$65.3)	(\$14.4)	(\$13.5)
GAAP net loss per diluted share	(\$0.36)	(\$0.08)	(\$0.85)
Non-GAAP net loss <sup>2</sup>	(\$23.1)	(\$17.5)	(\$11.7)
Non-GAAP net loss per diluted share <sup>2</sup>	(\$0.13)	(\$0.10)	(\$0.73)
Cash and Investments	\$186	\$223	\$16

**Information about Velo3d’s use of non-GAAP information, including a reconciliation to U.S. GAAP, is provided at the end of this release.**

- 1. Reconciliations to U.S. generally accepted accounting principles (GAAP) financial measures are presented below under “Non-GAAP Financial Information”.**
- 2. Non-GAAP net loss and non-GAAP net loss per diluted share exclude stock-based compensation expense, and fair value adjustments for the Company’s warrants and earnout liabilities.**

### **Summary of First Quarter and FY 2021 results**

Revenue for the first quarter was \$12.2 million, an increase of 17% compared to the fourth quarter of 2021 and more than 900% year over year. The Company shipped 8 systems in the first quarter. The improvement in revenue was driven by an increase in average selling price as well as higher revenue from support services and recurring payment transactions due to the Company’s increasing installed base of systems.

Gross margin for the quarter was 0% and reflects the impact of launch customer pricing for the Company’s Sapphire XC systems shipped during the quarter. This pricing is expected to impact gross margin through the third quarter of 2022 as the Company completes the delivery of its remaining Sapphire XC systems under its launch customer contract. With the completion of its launch customer contract and ongoing material improvements in production efficiencies, the Company remains on plan to achieve a gross margin of 30 percent in the fourth quarter of this year.

Operating expenses for the quarter rose sequentially to \$28.2 million, primarily the result of increased sales and marketing costs to fund the Company’s global expansion plans as well as higher research and development investment. Non-GAAP operating expenses, which excluded stock-based compensation expense of \$5.0 million, was \$23.2 million.

Net loss for the quarter was \$65.3 million. Non-GAAP net loss, which excludes loss on fair value of warrants, loss (gain) on fair value of contingent earnout liabilities and stock-based compensation, was \$23.1 million. Adjusted EBITDA for the quarter, excluding loss on fair value of warrants, loss (gain) on fair value of contingent earnout liabilities and stock-based compensation, was a loss of \$22.0 million. For more information regarding the Company’s non-GAAP financial measures, see “Non-GAAP Financial Information” below.

The Company ended the quarter with a strong balance sheet with \$186 million in cash and investments. As a result, the Company believes it has the liquidity for ongoing technology investments as well as providing the resources needed to fund its growth plans.

### **Guidance**

For fiscal year 2022, given its strong first quarter results and increasing backlog, the Company’s previous guidance remains unchanged.

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- Revenue – \$89 million
- Total bookings – 47-49
- Total shipments – 47-49
- Sapphire XC shipments – 23-25
- New customer additions – 23-25

The Company will host a conference call for investors this afternoon to discuss its first quarter 2022 performance at 2:00 p.m. Pacific Time. The call will be webcast and can be accessed from the Events page of the Investor Relations section of Velo3D’s website at [ir.velo3d.com/](http://ir.velo3d.com/).

For the full release with financial tables, including GAAP to non-GAAP reconciliation, visit [ir.velo3d.com](http://ir.velo3d.com).

## ***Xometry Reports First Quarter 2022 Results***

11 May 2022

Xometry, Inc., a leading global AI-enabled digital manufacturing marketplace, reported financial results for the first quarter ended March 31, 2022.

"In Q1 2022, Xometry delivered strong growth across the board, expanded our marketplace to new geographies and extended the reach of our AI driven quoting engine through the launch of Xometry Everywhere. We also improved our supplier services including new products from Thomas," said Randy Altschuler, Xometry’s CEO. "Although we are still in the early innings of the secular digitization of the manufacturing industry, Xometry has become the digital marketplace connecting buyers with suppliers. With our supplier network expanding domestically and abroad, we are playing an instrumental role in helping create locally resilient supply chains irrespective of macro events."

### **First Quarter 2022 Financial Highlights**

- Total revenue for the first quarter 2022 was \$83.7 million an increase of 90% year-over-year.
- Marketplace revenue for the first quarter of 2022 was \$64.4 million.
- Supplier services revenue for the first quarter of 2022 was \$19.3 million.
- Total gross profit for the first quarter 2022 was \$32.9 million an increase of 235% year-over-year.
- Marketplace Active Buyers increased 44% from 21,345 as of March 31, 2021 to 30,683 as of March 31, 2022.
- Marketplace Accounts with Last Twelve-Months Spend of at least \$50,000 increased 92% from 412 as of March 31, 2021 to 790 as of March 31, 2022.
- Marketplace Percentage of Revenue from Existing Accounts was 94%.
- Net loss attributable to common stockholders was \$20.0 million for the quarter, an increase of \$9.5 million year-over-year, and Adjusted EBITDA was negative \$12.7 million for the quarter, reflecting an increase of \$3.9 million year-over-year. Net loss for Q1 2022 includes \$3.5 million of stock-based compensation and \$0.2 million of transaction costs.
- Cash and cash equivalents and marketable securities were \$368.7 million as of March 31, 2022.

### **First Quarter 2022 Business Highlights**

- Introduced “Xometry Everywhere” software which extends the reach of Xometry’s AI-driven

# CIMdata PLM Industry Summary

instant-quoting pricing engine to popular third-party sites where engineers and other buyers spend significant amounts of time. Xometry Everywhere is also available for integration into the procurement processes of Fortune 1000 companies.

- Obtained certification for Medical Device Manufacturing (ISO 13485) enabling the Xometry marketplace to expand the breadth of medical device manufacturing.
- Expanded European operations including an enhanced site for European customers, [www.xometry.eu](http://www.xometry.eu), which makes it even easier for buyers to compare and price technologies, materials and finishes in real time. Added a new Spanish site.
- Introduced new self-serve advertising subscription options for suppliers on Thomasnet.
- Launched a local manufacturing network in China (Xometry.Asia) and began taking orders from Chinese customers in April 2022.
- Expanded CAD integrations with the addition of PTC's Onshape product development platform which has over 2 million users. The integration provides seamless instant quoting with our proprietary, AI-driven Xometry Instant Quoting Engine, enabling engineers and designers to instantly price parts in Onshape.
- On February 11, 2022 completed an offering of Convertible Senior Notes, raising net proceeds of \$278.2 million.

## Financial Summary

(In thousands, except per share amounts)

	For the Three Months Ended		
	March 31,		
	2022	2021	% Change
	(unaudited)		
<b>Consolidated</b>			
Revenue	\$ 83,671	\$ 43,922	90 %
Gross profit	32,939	9,835	235 %
Net loss attributable to common stockholders	(20,012 )	(10,501 )	(91 )%
EPS—basic and diluted	(0.43 )	(1.33 )	68 %
Adjusted EBITDA <sup>(1)</sup>	(12,726 )	(8,810 )	(44 )%
Non-GAAP net loss <sup>(1)</sup>	(12,598 )	(9,262 )	(36 )%
Non-GAAP EPS-basic and diluted <sup>(1)</sup>	(0.27 )	(1.17 )	77 %

## Marketplace

Revenue \$ 64,415

## CIMdata PLM Industry Summary

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Cost of revenue	46,741
Gross Profit	<u>\$ 17,674</u>

### Supplier services

Revenue	\$ 19,256
Cost of revenue	3,991
Gross Profit	<u>\$ 15,265</u>

(1) These non-GAAP financial measures, and reasons why we believe these non-GAAP financial measures are useful, are disclosed below and reconciled to their most directly comparable GAAP measures in the accompanying tables.

### Key Operating Metrics<sup>(2)</sup>:

	<u>As of March 31,</u>				
	<u>2022</u>		<u>2021</u>		<u>% Change</u>
Active Buyers <sup>(3)</sup>	30,683		21,345		44 %
Percentage of Revenue from Existing Accounts <sup>(3)</sup>	94	%	95	%	(1 )%
Accounts with Last Twelve-Months Spend of at Least \$50,000 <sup>(3)</sup>	790		412		92 %

(2) These key operating metrics are for Marketplace.

(3) Amounts shown for Active Buyers and Accounts with Last Twelve-Months Spend of at Least \$50,000 are as of March 31, 2022 and March 31, 2021, and Percentage of Revenue from Existing Accounts is presented for the quarters ended March 31, 2022 and March 31, 2021.

### Financial Guidance and Outlook:

	<u>Q2 2022</u>		<u>FY 2022</u>	
	<u>(in millions)</u>			
	<b>Low</b>	<b>High</b>	<b>Low</b>	<b>High</b>
Revenue	\$ 91.5	\$ 93.5	\$ 392.0	\$ 400.0
Adjusted EBITDA	\$ (11.0 )	\$ (10.0 )	\$ (36.0 )	\$ (32.0 )

### Conference Call

# CIMdata PLM Industry Summary

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The Company will discuss its first quarter 2022 financial results during a teleconference on 5/11/2022, at 8:30 AM ET/5:30 AM PT. The conference call can be accessed in the U.S. at 877-313-2061 or outside the U.S. at 470-495-9537 with the conference ID# 1993784. A live audio webcast of the call will also be available simultaneously at [investors.xometry.com](https://investors.xometry.com). Following completion of the call, a recorded replay of the teleconference will be available in the investor relations section of Xometry's website. The earnings webcast presentation will be archived within the [Investor Relations](#) section of Xometry's website.

## Implementation Investments

### ***3D Systems & Airbus Defence and Space Create Novel Passive RF Components for First Fully Reconfigurable Satellite***

11 May 2022

**3D Systems** announced the company has been selected by Airbus Defence and Space to produce critical components for its industry-first satellite innovation, OneSat. 3D Systems' **Application Innovation Group (AIG)** has designed an end-to-end additive manufacturing solution – comprising materials, 3D printing technology, software, and applications expertise – to produce the components required for the large antenna array on these satellites. Additively manufacturing these components offers design freedom to enable weight reduction, part performance optimization, and faster time to market which aids in more rapid deployment of these unique satellites to meet end-users' needs. 3D Systems was selected for this important project based on the part quality achievable with its DMP systems as well as its demonstrated expertise and performance working with Airbus Defence and Space over the past seven years. Previous collaborations include production of **the first 3D printed radio frequency (RF) filter** tested and validated for use in commercial telecommunications satellites and the production of innovative switch assembly network designs for two Eurostar Neo spacecraft as part of **the first large-scale deployment of RF products using direct metal printing**.

Each OneSat satellite requires two large antenna arrays, one to transmit signals and one to receive. 3D Systems' DMP Factory 500 Solution will be employed for serial production of the antennae components using LaserForm AlSi10Mg and specific parameters developed by the AIG for this application to achieve the required 30µm layer thickness. The DMP Factory 500 was selected for this project based on its build volume (500mm x 500mm x 500mm), accuracy, and rapid print speed. The intelligent multi-laser configuration of this printer enables the production of seamless large parts resulting in the highest surface quality with outstanding material properties. The printer includes a unique vacuum chamber that allows for the lowest possible oxygen (O<sub>2</sub>) content in the build chamber protecting chemical composition and reducing the moisture content of the metal powder alloys during manufacturing. This ensures optimum operating conditions for consistent part quality (e.g., mechanical properties and surface homogeneity), which is necessary for an industry with such high requirements for quality and precision. The DMP Factory 500 also includes 3DXpert® which supports every step of the additive manufacturing workflow from design to post-processing, to quickly and efficiently transition from a 3D model to successfully printed parts.

In addition to providing design and production expertise, 3D Systems' Application Innovation Group is also acting in the capacity of project manager. The company has identified subcontractors that are conducting post-processing and quality inspection, thus delivering a comprehensive end-to-end solution designed to help Airbus Defence and Space mitigate risk and reduce time to market. The AIG is also leading the technology transfer process, whereby they will enable another tier 1 supplier to quickly ramp

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production of these fully-qualified components. The supplier is also purchasing another DMP Factory 500 to complement its existing fleet and allow it to meet the quality levels required by Airbus.

“We value our long-standing partnership with Airbus Defence and Space, and are pleased with how our collective work continues to make its mark in telecommunications satellites,” said Dr. Michael Shepard, vice president, aerospace & defense segment, 3D Systems. “As with our earliest work with Airbus on the first additively manufactured RF filter, we have the opportunity to bring another ‘first’ to the industry that is changing telecommunications. Our AIG has laid the groundwork for developing the application for this component and completing the technology transfer. We’re proud that 3D Systems’ technology can help lay the foundation for Airbus to build a strong supply chain for serial production of passive RF hardware.”

“OneSat is a truly disruptive product, and we wanted our design and manufacturing process to possess that same level of innovation,” said Stephen Phipps, OneSat antenna program manager, Airbus Defence and Space. “Our company has a strong partnership with 3D Systems and has relied on its team of application engineers to help us bring our most advanced designs to life. Everything from the quality of the parts produced using their printers, through to parts qualification, quality management, and overall project management have helped Airbus Defence and Space maintain its position as an industry leader.”

## ***A Phoenix Rises from the Ashes into the Cloud***

12 May 2022

Infor, the industry cloud company, has helped automotive supplier DBK David + Baader GmbH (DBK) move to the cloud after the company fell victim to a cyberattack that abruptly knocked out the company's existing on-premises systems last year. The switch came with a go-live using Infor CloudSuite Automotive just three weeks after the attack.

Infor helped with damage control with a team of experts from a wide range of disciplines and worked closely with the company to ensure that DBK was able to restore its production capability as quickly as possible.

Founded in 1946 in Kandel, Palatinate, Germany, DBK David + Baader has established itself as a leading manufacturer of individual solutions in the areas of electrical heating, air conditioning and electronics, primarily for the automotive industry. In addition to the headquarters in Rülzheim, the entire DBK Group includes several subsidiaries in other European countries as well as Asia and other regions overseas. Today, the company has a total turnover of more than 150 million euros and employs around 750 people.

DBK David + Baader is a long-standing customer of Infor and had been using the ERP solution Infor LN in an on-premises installation until October 2021, when cybercriminals suddenly paralysed the entire technical infrastructure with an attack and also damaged all backups. The company not only lost its current data in a matter of seconds but was also forced from one moment to the next to conduct its business processes via paper traffic again. Massive production downtimes and delivery problems were imminent, and with them, the most severe economic damage.

Together with Infor, DBK succeeded in setting up and going live with a new IT system in the cloud within just a few weeks, using the latest technology and under strictly controlled security conditions. This was made possible by the deployment of numerous experts from different Infor divisions, including IT administrators, security and migration experts, who worked around the clock as a crisis team to not only rebuild a system from scratch but also to import data from a backup saved a few days before the attack and restored under the highest security requirements. The latter was done specifically with the

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help of computers that were operated in isolation from all networks to exclude any danger. It took just two weeks until a new system with the data from the backup was available, which then was tested extensively for another week, and enriched with more up-to-date data until the final go-live. Only a few days later, it was finally possible to reconnect more specialised areas of the company to the system.

With Infor CloudSuite Automotive, DBK now has a technological software suite for company management that is always up to date. In addition, numerous modifications could already be mapped in the standard, which also avoided costly individual configurations and eliminated additional vulnerabilities for secure operation. With the highly standardised platform, the basis has now been laid to make numerous new functions for business intelligence analyses as well as interfaces for networking with suppliers outside in the future.

As a SaaS solution package, Infor CloudSuite Automotive is hosted in Amazon Web Services data centres in Germany, which ensures compliance with European data protection guidelines as well as the highest security standards, and thus also enables user decoupling between the internal company network and the company software.

"Infor's structured approach has significantly contributed to the fact that we were spared serious economic losses," says Dr. Andreas Stratmann, CEO of DBK. "To completely rebuild the IT and go live in just a few weeks is a very special achievement, which is mainly due to our excellent cooperation."

"Especially in a situation like this, every minute counts – structured project management is essential," says Franz Hackl, Infor senior director. "Our focus at Infor has always been on providing excellent service to our customers. That's why we are all the happier about the smooth and efficient cooperation and, above all, of course, the success of the project."

"The project to make a multitenant cloud system available and usable for a customer in just a few weeks, especially with this critical situation at DBK, is a blueprint for further demanding projects in our target markets," says Jens Schmidt, Infor senior account manager. "I experience a level of satisfaction with our customer that is more than enthusiastic. I see the project at DBK as a showcase for what we are capable of doing for our customers."

"The attack on DBK shows that cyberattacks can acutely put a company's economic existence at risk," explains Joachim Harb, Infor senior vice president and general manager for Central Europe. "At Infor, we see it as our responsibility not only to support our customers in an emergency, but also to prevent such attacks by providing cloud technology with the highest security standards."

## ***Blackline Safety and NevadaNano Reach Milestone in Deployment of Industry-First Sensors***

5 May 2022

**Blackline Safety Corp. ("Blackline" or "Blackline Safety")**, a global leader in connected safety technology, announced its partnership with NevadaNano, the world's leading innovator in gas detection sensor technology, has resulted in the deployment of over 20,000 of Blackline Safety G7 wearables and EXO portable area gas monitors on customer worksites integrated with the Molecular Property Spectrometer™ (MPS™) flammable gas sensor.

MPS offers the most accurate and comprehensive gas detection readings to enhance worker safety, productivity and confidence. NevadaNano's disruptive multi-gas detection technology is the first new approach to flammable gas detection in over 40 years.

"Our partnership with NevadaNano ensures our customers have the most advanced combustible gas

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detection technology available for our personal and area gas monitors to support the safety and productivity of worksite personnel and protect the communities where they operate,” said Brendon Cook, Chief Partnership Officer, Blackline Safety.

“Not only does MPS eliminate the problem with chemical poisoning of traditional pellistor sensors, but it also enables G7 and EXOs to deliver accurate readings for more than a dozen combustible gases — including hydrogen and blended combustibles.”

Unlike traditional sensors, the MPS sensors accurately report 0-100% LEL (Lower Explosive Limit) across 18 of the most common flammable gases with a single factory calibration and no field maintenance over their lifetime, which provides confidence the devices are working as they should and saves time by eliminating the need for ongoing bump and calibration tests. They are also inherently immune to drift, decay, or poison.

Integrated, real-time measurements and built-in compensation for temperature, pressure, and humidity further enhance the accuracy of the MPS ensuring concentration readings are accurate across a range of environmental conditions and delivering best-in-class elimination of false alarms.

“NevadaNano is proud to help Blackline Safety deliver smart sensing anywhere with our MPS flammable gas sensor,” said Ralph Whitten, President, and Member of Board of Directors, NevadaNano.

“The MPS delivers unprecedented accuracy by eliminating alarms and detecting multiple gases simultaneously, while protecting the health and safety of workers and communities around the world.”

## ***CAF Deploys Dassault Systèmes’ 3DEXPERIENCE Platform to Quickly Develop Transport Systems for Its Global Customers***

12 May 2022

Dassault Systèmes announced that the CAF Group, the Spanish supplier of comprehensive transit solutions to customers worldwide, has completed the deployment of the 3DEXPERIENCE platform. Already a Dassault Systèmes customer for many years, CAF migrated its solutions and data to the platform as part of its technological strategy to improve overall productivity throughout its value network and accelerate the time-to-market of its rolling stock, wheelsets, and traction and communication systems.

CAF is relying on the 3DEXPERIENCE platform to improve design and engineering, data management, and global efficiency. Around 1,200 users at CAF and its suppliers can work together on one business experience platform that ensures digital continuity and access to a single source of information. CAF can quickly search for, retrieve and reuse design information across multiple product configurations, speed up decision-making with a more automated and integrated change management process, and use virtual twins and virtual reality to validate prototypes with customers.

“The 3DEXPERIENCE platform transforms our design and engineering internally and how we access product definition outside of engineering. Having a fast and reactive organization and technology enables us to efficiently meet thousands of different project requirements with innovative and high added-value products,” said Sergio Heras, PLM Director, CAF. “We’ve already started our first projects fully developed on the platform: rolling stock equipped with cutting-edge technology that will be used by commuters in Asia. It has allowed us to deploy the new processes defined in our transformation initiative, ‘MOVE.’”

“Public transport is a lever to reduce CO2 emissions due to transport. The rail industry has become more global and competitive in the last few years, requiring companies to be able to quickly fulfill customer

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needs at the right cost,” said Laurence Montanari, Vice President, Transportation & Mobility Industry, Dassault Systèmes. “The 3DEXPERIENCE platform enables CAF to enhance collaboration, master complexity, and support all stakeholders to rapidly engineer and optimize mobility for comfort, safety and sustainability.”

## ***Capgemini has been selected by Airbus to implement a large-scale cloud transformation program driving innovation and sustainability***

10 May 2022

Capgemini has been selected by Airbus to deliver a cloud-first transformation program for its global Commercial Aircraft and Helicopters businesses. As a strategic partner to Airbus, Capgemini will now provide a fully managed service of the core cloud infrastructure for the Airbus business.

Capgemini will drive transformation of existing services through unification and modernization, managing both private and public clouds as well as legacy infrastructure, along with infrastructure management, to achieve the flexibility needed to meet any future needs of Airbus Commercial Aircraft and Helicopters.

Capgemini will also facilitate the modernization of applications, moving the environment to a multi-hybrid cloud solution. A ‘pay-per-use’ model will be deployed to support the continuity of Airbus’ activity, while allowing flexibility.

The hybrid cloud transformation program will accelerate new functionalities through advanced releases in Airbus’ IT systems, while contributing to innovation at scale to support Airbus’ production activities and supply chains.

In addition, Capgemini’s dedicated platform enablement team will support the Airbus IT department in accelerating and scaling its innovation roadmap. A joint innovation fund with Airbus will be established to fund and test emerging technologies for the Airbus business – such as machine learning and artificial intelligence – to support the company’s goal to be at the forefront of technology trends.

To align the delivery of services against Airbus sustainability ambition, Capgemini will provide a next-generation cloud and infrastructure platform, adopting a holistic ‘sustainability by design’ approach to achieve an infrastructure carbon impact reduction across the service lines. A sustainable cloud strategy will be implemented alongside an action plan. This will enable the cloud services function at the Airbus Commercial Aircraft and Helicopters to reach carbon neutrality by 2024.

*“Innovation and sustainability are the top priorities for industry leaders today. We are fully mobilized to accompany Airbus’ existing and future programs for sustainable aerospace and resilient operations, bringing together the best of Capgemini’s expertise in cloud combined with transformation and innovation enablers,”* says Nive Bhagat, CEO of Capgemini’s Cloud & Infrastructure Services and member of the Group Executive Committee. *“This agreement reflects Capgemini’s position as the key business partner for strategic programs of global players who are themselves leaders in their industry.”*

## ***Comez International Uses Dassault Systèmes’ Planning and Scheduling Solutions to Deliver Its Fabric Machinery On Time***

10 May 2022

Dassault Systèmes announced that Comez International, world leader in crochet warp knitting machinery technology and member of the Jakob Mueller Group, is using Dassault Systèmes’ digital planning and scheduling solutions to improve its production efficiency and its competitiveness. Comez

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can ensure the high-quality and on-time delivery of tailor-made machines to its customers in the automotive, medical and fashion industries, including electronic knitting machines for the manufacture of protective face masks and elastic ear loops during the COVID-19 pandemic.

Comez deployed Dassault Systèmes' DELMIA Ortems applications to digitalize its manufacturing planning, and improve measurability, predictability and continuity of production processes. With real-time data updates in a collaborative digital environment, Comez has a global view of all production elements including machine tools, work orders, setup and working hours. It can quickly make decisions regarding the allocation and distribution of resources to fulfill orders, and meet deadlines and product lead times, while avoiding unforeseen events and uncertainties, and reducing repetition and wasted time.

Since deploying DELMIA Ortems applications, Comez has reduced forecast errors by 30%, production delays by 27% and setup times by 20%, as well as increased production by 8%. The company was also selected as a winner in the Operational Excellence category of The National Association of Manufacturers' 2021 Manufacturing Leadership Awards. Comez was distinguished as an outstanding example of technology-driven leadership combined with a commitment to innovation and improvement.

“We needed to become more efficient, effective and offer reliable and effective management planning. We found the ideal partner in Dassault Systèmes, and their DELMIA Ortems applications have helped immensely,” said Paolo Malnati, General Manager, Comez International. “During the COVID-19 pandemic, we had an unexpected and extremely important need: to double production for our machines for making masks. We had to quickly convert our production equipment to produce double the quantity in a very short amount of time. Without DELMIA Ortems, this planning would not have been possible.”

“Comez is able to meet the needs of its customers and boost its competitiveness by using DELMIA Ortems to increase management capacity, strategic collaboration, productivity, visibility and agility,” said Philippe Bartissol, Vice President, Industrial Equipment Industry, Dassault Systèmes. “While COVID-19 generated production scheduling challenges for many industrial equipment companies, Comez was able to keep a strong focus on customer satisfaction, product quality, competitiveness, dependability and efficiency. Only our 3DEXPERIENCE platform and digital applications enable companies to experience such levels of production knowledge and know-how.”

## ***Frankies Bikinis Dives into Efficiency with Centric PLM™***

10 May 2022

Centric Software® is delighted to announce the release of a success story about its customer, Frankies Bikinis.

Frankies Bikinis, the beachwear lifestyle brand is based in Venice, California. Founded by Francesca Aiello in 2012, she went from creating bikinis for friends, to debuting at Miami Swim Week in 2014 as the youngest designer ever to do so. Frankies designs are sported by supermodels and celebrities like Gigi and Bella Hadid, Hailey Bieber, Kylie and Kendall Jenner, and JLo.

Kalin Mowry, Director of Production and Development brought big changes to the product development process. Recognizing the need to move away from spreadsheets and email, she also aimed to move the design and development from third-party contractors to in-house. Mowry built a case for PLM as well as an in-house team. “Not only did we need a great design and development group, we needed a system to track and accelerate it. The spreadsheets and basically all of the archaic ways of tracking weren't really suitable for how quickly we were growing.”

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Now, they have all their product data in a central, digital hub and communication among team members is efficient. Every department is using Centric PLM to execute tasks from conceiving, design, development and SKU creation to CAD, costing and setting pricing for both retail and wholesale.

## ***IBM Transforms Business Operations with the RISE with SAP Solution in Expanded Partnership with SAP***

11 May 2022

IBM and SAP announced the latest milestone in their long-standing partnership as IBM undertakes one of the world's largest corporate transformation projects based on SAP® ERP software, designed to fuel the company's growth and better support its clients.

As part of the expanded partnership, IBM is migrating to SAP S/4HANA®, SAP's next-generation ERP software, to perform work across more than 120 countries, 1,000 legal entities and numerous IBM businesses supporting software, hardware, consulting and finance. The project is focused on improving business processes with RISE with SAP S/4HANA Cloud, private edition, premium supplier option with IBM Consulting, and will ultimately move more than 375 TB of data to IBM Power on Red Hat Enterprise Linux on IBM Cloud. RISE with SAP brings together what businesses need to pursue their digital transformation objectives and accelerate their move to the cloud.

Driven by the need to modernize processes and deliver better insights to support clients running in the cloud, RISE with SAP is helping IBM centralize and standardize data worldwide. With access to the SAP HANA® database, data can be accessed in real time and shared more efficiently among business units and teams. The expanded partnership will also help with improved decision-making supported by AI and automated workflows. Once the transformation is completed, nearly all of IBM's US\$58 billion in revenue will flow through SAP software.

"This expanded partnership will enable IBM to accelerate its business transformation in the cloud and fuel its future growth," said Christian Klein, CEO and Member of the Executive Board of SAP SE. "As a result, IBM will be positioned to provide the highest value of support and flexibility to its clients, allowing them to simplify and accelerate their business transformations while benefitting from the full value of RISE with SAP."

This business transformation will eventually move more than 300 SAP instances and consolidate 500 servers with the RISE with SAP solution on IBM Power on Red Hat Enterprise Linux on IBM Cloud. The migration to SAP S/4HANA is already in progress across the company's software business unit. The initial deployment is focused on IBM's software-as-a-service and billing system and is already benefiting clients and IBM business partners through simplified billing and payment systems while enabling orders and contracts to be processed quickly.

IBM Consulting, with more than 38,000 highly trained SAP consultants, is leading the transformation providing the advisory, implementation, security, industry and technical expertise required to move these complex systems and applications to a digital environment. This is another example of IBM and SAP's accelerated ecosystem strategy, teaming up on both technology and consulting expertise while supporting most any cloud environment to help make it easier for clients to embrace a hybrid cloud approach and move their mission-critical SAP software workloads to the cloud.

"Enterprise clients are seeking increased choice and control as they modernize their mission-critical workloads. Enabled by RISE with SAP, this is a milestone business transformation initiative for both companies due to its complexity and scale," said Arvind Krishna, IBM Chairman and Chief Executive Officer. "With this move, and IBM's experience using RISE with SAP internally, we will be even better

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prepared to support our clients on their hybrid cloud and business transformation journeys."

## ***Expanded Premium Supplier Option for RISE with SAP on IBM Power on Red Hat Enterprise Linux on IBM Cloud***

To provide clients more flexibility and computing power, including those in highly regulated industries, IBM is making the same cloud-based computing power that is underpinning its own migration available to clients. For clients who run RISE with SAP on IBM Cloud, an expansion of the premium supplier option provides an additional choice to run workloads on IBM Power on Red Hat Enterprise Linux on IBM Cloud.

As a premium supplier, IBM was the first cloud provider to offer infrastructure, technical managed services, business transformation and application management services as part of RISE with SAP. With clients increasingly leveraging hybrid cloud strategies to modernize their workloads, IBM and SAP are giving clients running on Power servers the ability to use RISE with SAP S/4HANA on Power infrastructure consistent with the architecture they run on premise. Underpinned exclusively by Red Hat Enterprise Linux, businesses running IBM Power on IBM Cloud will be able to achieve high levels of performance in a cloud environment for their mission-critical workloads, with the flexibility, resiliency and security features delivered by IBM and Red Hat.

## ***IT services giant Centric selects IFS Cloud and Egeep to centralize operations and drive growth***

12 May 2022

IFS, the global cloud enterprise software company, announced that multinational IT services company, Centric has selected IFS Cloud™ to advance its digital transformation and centralise its IT environment. IFS solution partner Egeep, will implement and support the solution and roll it out across Centric's entire operations, encompassing sites across ten European countries.

Following a competitive tender process, Centric chose IFS Cloud due to its ability to offer its customers a one-stop shop for services, backed by a single version of the truth.

By purchasing all the modules within IFS Cloud - from ERP to HR, projects, service management and finance – Centric can coordinate activities across all its business units, streamline its operations and eliminate shadow IT. This will also help Centric deliver a more collaborative customer service effort across all operational areas, reduce total cost of ownership, and ensure it is well positioned for future growth.

Software solution partner Egeep's expert engagement with Centric and knowledge and understanding of the capabilities and benefits of IFS Cloud played a key role in sealing the contract.

Erry-Robbert de Boer, CEO, Egeep, said: "We are extremely proud to be a partner to Centric and that we are going to implement and support the IFS Cloud solution. Centric is a well-known IT services and solution provider across multiple countries and we will enable Centric in the realization of their goals by providing them with our knowledge and expertise. We are looking forward to our collaboration and to roll out the full capability of IFS Cloud across the Centric business."

In the past, Centric operated a decentralised IT operations model. Every country was responsible for its own IT solutions, many of which were legacy, making it difficult to drive through digital transformation and growth. Recently, Centric formulated a new digital strategy, of which a key part was centralising core business IT.

Once implemented, Centric expects there will be 800 full-time users of the IFS Cloud solution, together

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with an additional 4,000 consultant users who will all have some interaction with IFS Cloud modules. These will be across the ten countries including Belgium, Germany, France, Lithuania, Luxembourg, the Netherlands, Norway, Romania, Sweden, and Switzerland. Through the implementation, roll-out and beyond, IFS will continue to engage with Centric through steering committees, quarterly business reviews and regular update meetings.

Patrick Rosengarten, Chief Financial Officer, Centric, said: “Choosing IFS Cloud to centralize our core business IT will enable Centric to better steer our business across the board. Furthermore, it will help us shift focus towards our own digital transformation and future growth.”

Frank Beerlage, General Manager, Benelux at IFS said: “Centric is a long-time partner of IFS and we are thrilled that they have chosen to build on that relationship by purchasing and rolling out IFS Cloud across their business. The use of IFS Cloud will help drive fast time to insight and action at Centric, enabling them to be more agile while accelerating their digital transformation, safe in the knowledge that they are working with one version of the truth across all their operations.”

Nokia Moves HR Functions to Oracle Fusion Cloud HCM

## ***IWT Selects Aras to Advance Data Integrity Through Automation***

11 May 2022

Aras, which provides the most powerful low-code platform with applications to design, build, and operate complex products, announced that IWT, a life science industry leader that specializes in the design, manufacture, and installation of washing systems, has selected the Aras Innovator® platform to manage all manufacturing requirements through a unified workflow. With the Aras PLM platform, IWT will manufacture 45 customized models and manage multiple projects for customers that are fully customized to their specific needs.

“We manage a wide product portfolio with limited production quantities and a high level of customization in a strictly regulated industry,” said Maurizio Cosolo, Technical Director, IWT. “The functionalities we’ve built with Aras have been developed around actual business needs and are immediately effective and efficient. This is one of the main reasons for the success of the project so far, and probably is the element that will give us even higher benefits in the long term.”

When IWT was forced to pivot due to the pandemic, the company was able to make its engineering change order (ECO) release process completely paperless, which enabled those working remotely to continue without interruption. Aras Innovator has been adopted by 80 percent of IWT’s employees and has provided a streamlined approach that enables IWT to process 25,000 parts in a single year with additional product data, increased flexibility, and no increase in workload.

Additional benefits IWT has already realized with Aras include:

- Design activities and production engineering reached normal operations within four weeks of going live.
- ECO state is now constantly monitored, and release priorities are managed based on the business needs, eliminating delays due to poor planning of ECO priorities.
- Revisions to inconsistent data have been almost completely eliminated.

“We’re pleased that IWT has been able to streamline processes through automation and improve data transfer across the business,” said Dante Cislighi, General Manager at Aras Italy. “The power, flexibility, and openness of Aras Innovator have enabled IWT to create a single source of information across its entire business.”

## ***Jøtul Heats up its Future with Infor Cloud ERP***

11 May 2022

Infor, the industry cloud company, announced an agreement with Jøtul, one of the three largest suppliers of fireplaces in Europe. Globally, Jøtul supplies the markets through one of the most far-reaching global networks in the industry, consisting of its own sales companies and distributors. Together with Infor Consulting Services, Jøtul will upgrade its current ERP solution to Infor M3 CloudSuite, which is a standardized industrial manufacturing solution.

“This project provides us with an opportunity to gather more business-critical systems into a modern platform that will function as an engine for digitization and innovation, and for us to deliver more sustainable solutions,” says Kristoffer Rosseth Nebb, Jøtul Group’s IT manager. “Our current ERP solution holds us back, as too many resources have been spent on upgrading in-house developed solutions that no longer solve challenges for our company.”

“For us, the shift is about optimizing the digitization of the entire value chain from factory to store. We must improve collaboration and workflow across the group. Manual processes are replaced with digital tools, and we have points for improvement in automation, production planning and supply chain, while at the same time meeting our strict requirements for operational stability and safety,” Nebb concludes.

“Jøtul has acknowledged that a great deal of the functionality the group needs today already exists in Infor's cloud solution. The industrial manufacturing-oriented solution is competitive with its low operating costs combined with access to the functionality that is at the forefront because production companies all over the world drive the industrial solution forward with new needs and requirements for relevant functionality, reliability and stability,” says Erlend Skaar-Olsen, Infor country manager for Norway.

Infor M3 CloudSuite, powered by Amazon Web Services (AWS), is updated monthly for customers and has a dedicated team to ensure strict requirements for IT security and uptime. In addition, Infor has a strong focus on automating and streamlining business processes using AI.

“Transition to a common multi-tenant cloud-based ERP platform provides far greater business value for Jøtul than keeping the current system where, in addition to a more user-friendly interface with new and relevant functionality, we expect to recoup the investment in the form of better logistics, purchasing and productivity across the group,” Nebb says.

The solution is expected to be live in January 2023.

## ***Lupin goes live with SAP S/4 HANA on HPE GreenLake to drive digital transformation***

9 May 2022

Hewlett Packard Enterprise announced that Lupin Limited (Lupin) has selected the HPE GreenLake edge-to-cloud platform to run its advanced SAP S/4HANA® mission-critical environment to accelerate digitization, transform critical business processes and improve performance.

Lupin is a leading global pharmaceutical company headquartered in Mumbai, India. It has 15 manufacturing sites, seven research centres, and more than 20,000 professionals working globally. Lupin recognized the need to digitize more applications, improve scalability, decrease risk of security breaches and eliminate critical data loss. To successfully transition Lupin's existing SAP ERP Central Component to S/4 HANA, a pay-per-use model with minimal upfront investment was deployed.

“At Lupin, our priority was to transition to a highly scalable and flexible IT infrastructure to manage the

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variable demands from the business and to support new projects and initiatives without compromising data security,” said Sreeji Gopinathan, Chief Information Officer at Lupin. “HPE proposed an entire end-to-end solution with HPE GreenLake to manage our applications from a single platform. With this solution, we retain our mission-critical data and technology within our own data centers and have a solution that delivers the highest levels of availability and security, which are both crucial to our business.”

Lupin selected the HPE GreenLake platform which offers scalability and delivers the cloud experience through a pay-per-use model. With the data stored on-premises, the platform also meets compliance and regulatory requirements. The platform offers a dashboard to monitor and plan the daily consumption of resources and provides complete visibility of IT spend to improve budget planning and forecasting.

“We are excited to partner with Lupin and offer them the HPE GreenLake platform to obtain the best on-premises cloud experience to address their current and future business challenges,” said Som Satsangi, SVP and managing director, Hewlett Packard Enterprise, India. “Customers are increasingly choosing the HPE GreenLake platform to obtain the best cloud experience for their industry-critical workloads.”

The solution, delivered as a cloud service through the HPE GreenLake platform, uses HPE Superdome Flex, for in-memory processing and mission-critical capabilities, resulting in superior performance for SAP S/4 HANA workloads. HPE also delivers much-improved application and data availability with HPE Primera and HPE Service Guard. As SAP is a mission-critical business workload for Lupin, HPE GreenLake management services help Lupin remotely monitor, operate and optimize its infrastructure and applications across the entire environment – from edge to cloud.

### ***Nokia Moves HR Functions to Oracle Fusion Cloud HCM***

12 May 2022

Nokia has selected Oracle Fusion Cloud Human Capital Management (HCM) to consolidate and replace its Human Resources systems in the cloud as part of its global digitalization program. Nokia will use a worldwide deployment of Oracle Cloud HCM to manage all HR processes, including recruitment, compensation, and performance management, for the company’s global workforce in its 130 countries of operation.

In 2021, Nokia launched its ‘One Nokia Digital’ strategy to support the company’s competitiveness by digitalizing its operations. As part of these efforts Nokia will replace its on-premises HR systems with Oracle Cloud HCM. Nokia selected Oracle Cloud HCM for its ability to standardize HR processes on a common data platform, which will enable Nokia to provide a consistent employee experience across teams and more easily manage and scale HR services globally.

“Optimizing employee care and experience is a central part of our people strategy. Our aim is to deliver organizational agility, a seamless employee experience, and efficiency gains that support Nokia’s competitiveness. We are delighted to partner with Oracle because Oracle Cloud HCM provides a strong foundation to build digital experiences with true user-centricity,” said Lisbeth Nielsen, Head of People Experience at Nokia.

“By leveraging best-of-breed solutions like Oracle Cloud HCM, we want to bring Nokia to the next level of digital maturity. The implementation will contribute to increased efficiency and productivity and will provide AI and data capabilities that we can take advantage of to develop business performance and agility,” said Alan Triggs, Nokia Chief Digital Officer.

Oracle Cloud HCM will enable Nokia to connect every process across the employee lifecycle, helping

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improve decision-making and reduce operational costs. With AI-powered technology such as digital assistants and hundreds of new capabilities added each quarter, Oracle Cloud HCM will also enable Nokia to take advantage of the latest innovations and best practices to operate its business more efficiently and better empower Nokia employees, people managers and HR professionals.

“Nokia has a culture of innovation that has enabled it to lead its industry for years, and with Oracle Cloud HCM it now has an integrated platform, powered by the latest emerging technologies, to support its current and future HR needs,” said Cormac Watters, EVP Applications EMEA at Oracle.

## ***Platform Partner Treedis Creates Virtual Solutions using Matterport Digital Twins for ŠKODA AUTO***

5 May 2022

Matterport, Inc., the leading spatial data company driving the digital transformation of the built world, announced that Treedis, a leading Matterport platform partner, is using the Matterport Digital Twin Platform as the foundation of its solutions to create immersive, online experiences and to drive significant business impact for its customers. Treedis’ clients report an average 20 percent conversion lift and 15 percent sales growth. In addition, the company generates more than 100 million monthly visitors to its online spaces, including customers such as ŠKODA AUTO, who saw 96 percent of visitors interact with its content in virtual experiences.

“In the current landscape, every business—from mom-and-pop bakeries to Fortune 500 companies—needs a virtual solution to meet the demands of consumers who have come to rely upon online experiences more than ever,” said Omer Shamay, Co-Founder of Treedis. “Many areas of our lives, both on a private as well as a professional level, can be carried out much more digitally. We are grateful to have a strong partnership with Matterport as we invest in new capabilities to create breakthrough experiences for companies, brands, and audiences around the world.”

The Matterport Digital Twin Platform enables Treedis to create custom solutions for clients across many industries, including real estate, retail, manufacturing, hospitality, and tourism. Using Matterport APIs and SDKs, Treedis integrates additional features within its customers’ digital twins to further enable augmented reality, virtual staging, experience simulations, e-commerce, and analytics, along with games, live video chat, white labeling, lead generation forms, and additional navigation features.

Treedis, whose solutions are available globally and have grown their annual revenue by 450 percent using Matterport, generates more than 100 million visitors to their spaces per month, including more than 70,000 minutes of live chat. For automotive manufacturer ŠKODA AUTO, Treedis created an immersive, virtual showroom that enables car shoppers to embark on a virtual tour, guided by a salesperson through an integrated live video chat on Treedis Hub. ŠKODA AUTO customers spend an average of nine minutes exploring the virtual showroom, with 96 percent of visitors interacting with its content. Read the case study to learn more about how Treedis uses Matterport digital twins.

“Companies across various sectors recognize the value of having high-quality, dimensionally-accurate Matterport digital twins to enhance their business,” said Ethan Goldspiel, Director of Business Development at Matterport. “With the Matterport Digital Twin Platform, Treedis’ customized solutions and add-ons are powering immersive, differentiated experiences while helping to generate revenue and a positive business impact for their customers.”

## ***QARBON AEROSPACE COMPLETES ITS ENTERPRISE-WIDE BUSINESS SYSTEMS TRANSFORMATION WITH DELTEK AND TIP TECHNOLOGIES***

13 May 2022

Deltek the leading global provider of software and solutions for project-based businesses, and Qarbon Aerospace have successfully completed the enterprise-wide business systems transformation from Qarbon Aerospace's legacy solution SAP to Deltek Costpoint. After selecting Deltek and its Marketplace partner TIP Technologies in 2021, Qarbon Aerospace launched 'Project Bulldozer' in July, with the highly ambitious goal of transforming its entire IT infrastructure and business systems prior to the company's first anniversary. Qarbon Aerospace announced that it has successfully achieved the target 'go live' date, crediting the talented and disciplined firms that collaborated on the project.

"The success of this project is a direct result of outstanding teamwork, the coming together of the best talent in the business, a highly disciplined project management plan and a work ethic and commitment from the combined team that will never be surpassed. Congratulations and thank you to the Qarbon Aerospace team, and our partners including Deltek and TIP Technologies. This is an outstanding accomplishment that could only be achieved by a world-class group of people," commented Pete Wick, CEO of Qarbon Aerospace.

With Deltek, Qarbon Aerospace has a proven partner and single vendor providing accounting, finance, procurement, manufacturing, supply chain and cybersecurity – along with its compliance needs. Purpose-built for government contractors and A&D manufacturing firms, Deltek Costpoint allows Qarbon Aerospace to manage its mission critical programs and projects from opportunity to contracts and subcontracts through material planning, production and customer invoicing.

Qarbon Aerospace has implemented the Deltek Costpoint GovCon Cloud Moderate (GCCM) offering to support FedRAMP Moderate, ITAR and Cybersecurity Maturity Model (CMMC) Level 2 requirements. In addition, it has integrated TIPQA and TIPSFE with its Costpoint Shop Floor Time and Costpoint ERP solution to meet complex composite manufacturing requirements.

"The collaboration on this project was evident from the start and we couldn't be more proud of how our teams came together to get this implementation across the finish line. The Deltek team is thrilled to support Qarbon Aerospace's digital transformation efforts and we look forward to partnering with them as they grow their business," said Mike Corkery, Deltek's President & CEO.

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

"The advanced quality features of the TIPQA Quality Management solution will help Qarbon Aerospace set its products apart from the competition," stated Ron Dolan, President, TIP Technologies. "With full visibility into shop floor operations and seamless integration to Deltek Costpoint, Qarbon Aerospace can detect risk early to reduce the cost of quality. The costs and consumption of Qarbon Aerospace's temperature-sensitive carbon components can be controlled to ensure they remain in their intended state during the manufacturing process."

## ***RuffleButts Selects Centric PLM™ as their Product Development Foundation***

13 May 2022

RuffleButts, the kids' swimwear and clothing company, has selected Centric Software®'s Product Lifecycle Management (PLM) solution. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Based in a suburb of Dallas-Fort Worth, Texas, RuffleButts was founded 15 years ago starting with ruffled bloomers for baby girls, hence the name. The company creates joyful clothing for the treasured years of childhood. RuggedButts for boys was added later, offering a full wardrobe for girls and boys all the way into the tween years.

Audrie Garcia, Production & Design Manager at RuffleButts, says, "We're growing quite a bit and adding new product categories, new sizing—and it was just getting to be a lot to manage." She talks about the manual work and duplicate data entry in a typical product development cycle, adding, "We have hundreds of Google sheets for specs alone. Then we have different sheets for our color library, and a SKU creation doc on another sheet."

There were many steps on the creative side as well. Designers would have to copy-paste their designs from Adobe™ Illustrator to a digital project board in the design phase. When the project moves on to development or production, the design gets re-entered into another sheet where tech packs are created and is finally sent to the factory, often via email. Garcia says, "We're entering data in multiple spots. And things just get lost or missed, or someone changes the size in one doc but forgets to change it in another... We want to streamline the process overall."

On top of all that, being in the children's apparel category subjects the company to strict regulations to comply with government safety standards. Garcia says, "There are so many rules, for example, no lead in the thread, zippers, buttons and obviously, flammability. We save that information on our internal shared drive, but you can't access it outside of the office. And it isn't currently linked back to any product. I may know that we have a testing document for certain products and where to go find it, but there's not an easy way for anyone, other than me, to know that this product has been tested."

RuffleButts decided on PLM as a strategy and evaluated a few providers. Much research and several demos took place over the course of a year. One of the most important features Garcia says, is "scalability, because our growth rate right now is phenomenal. I wanted to make sure that whatever company we chose could scale with us. The PLM had to have capabilities beyond just the product team—we may want to bring in more users like marketing, our e-commerce team, or our buyers and planners. During the demos, I eventually noticed that Centric was one of the only companies I saw that allows for that without going through a lot of hoop jumping."

Garcia expects to save a considerable amount of time once they are fully up and running. She states, "I did the math a while ago. Overall, we will save about a week and a half's worth of work per season, just on the product engineering or data information side. On the design side, the Adobe Connect plugin is great to link Adobe Illustrator directly with Centric PLM; designers won't have to leave Illustrator, eliminating many of their repetitive tasks. It'll also help with calendar management and sample status—looking at the Centric home screen, I could have a widget on my dashboard that tells me the status at a glance."

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Chris Groves, President and CEO of Centric says, “We are pleased to be partnering with RuffleButts, a fresh, rapidly growing company in the apparel space. They bring fun and functional clothing to families, and we are thrilled to have been selected as their partner.”

## ***Scania partners with Wipro to transform the digital workplace***

12 May 2022

Wipro Limited, a leading global information technology, consulting and business process services company, newly announced a five-year strategic engagement with Scania, a world leading provider of transport solutions.

Scania currently has 54,000 employees in more than 100 countries. Going forward, Wipro will deliver streamlined support with increased automation and enhanced user experience through personalized services underpinned by real-time analytics to create a future-ready workplace for all Scania employees. This journey will be powered using Wipro’s Live Workspace™ solution for managed services. For Scania, this represents a major step towards digitalization of its services while leveraging the unique capabilities of Wipro’s global ecosystem.

“To achieve speed and flexibility in driving the shift towards sustainable transport solutions, Scania needs a premium and outstanding digital workplace experience, empowering each individual and allowing them to contribute with their full potential”, said Jan Andries Oldenkamp, CIO at Scania.

“For this we need to leverage tools that enable individual and team productivity, nurturing creativity and collaboration, within the company as well as across ecosystems. All this must be with a strong focus on end user needs and value orientation”, said Daniel Lundin, IT Director at Scania.

“Wipro understands the importance of rapid and flexible solutions to stay competitive in an everchanging global market. Through our unique approach to value driven digital workplace services, we ensure that Scania is able to meet and exceed future demands. As the partnership is based on a common foundation in how both companies emphasize sustainability and ethics, it is with great pleasure that we contribute to placing Scania as the leading accelerator of sustainable development of transport solutions”, said Vinay Firake, Senior Vice President & Managing Director – Nordics, Wipro Ltd.

In relation to this partnership, Wipro will leverage its ecosystem of local and global partners to digitalize their services and future-proof Scania’s workplace.

Note: The deal was mentioned in Wipro Limited's financial results announcement press release, dated April 29, 2022, for the quarter and year ended March 31, 2022 (Q4 FY21-22), without naming the customer or detailing the tenure and size of the deal.

## ***TATA TECHNOLOGIES COLLABORATES WITH THE GOVERNMENT OF ASSAM TO TRANSFORM 34 STATE POLYTECHNICS & 43 INDUSTRIAL TRAINING INSTITUTES (ITIS) INTO FUTURISTIC CENTERS OF EXCELLENCE (COES)***

11 May 2022

Tata Technologies, a global engineering, and product development digital services company, today, announced that it has entered into a Memorandum of Agreement (MoA) with the Government of Assam to transform 34 polytechnic and 43 government Industrial Training Institutes (ITIs) across Assam into futuristic Centers of Excellence (COEs). This collaboration is an extension of Tata Technologies’ efforts to support projects of high social impact and complement the nation-building efforts of the Government.

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Post upgradation, these COEs will not only cater to the advanced skill requirements of students aligned to the key industries in Assam, it will also act as a technology & industrial hub for the MSMEs and support entrepreneurship. The total proposed investment under this project would be approx. Rs. 2390 crores.

Digitization is significantly changing the way we work everywhere, whether it's a factory or a tea garden. To seize the opportunities presented by the digital wave in the new normal, we need to upskill our youth while investing in technology. Work 4.0 is happening with the backdrop of Industry 4.0. It is in this convergence of work 4.0 with Industry 4.0, that we have begun to see the need, emergence, and convergence with Education 4.0 to offer students the learning facility to prepare themselves with industry relevant skills and competencies. Through this first-of-its-kind collaborative project with the Government of Assam, we attempt to set a benchmark for technology upgradation of the state polytechnic institutes and Industrial Training Institutes (ITIs) and make them future-ready. The COEs will cover various technical courses related to Industry 4.0, Additive manufacturing (3D printing), EV Product Design & Development, Design for Artisans and Handicrafts, Modern Automotive Maintenance Repair and Overhaul, Battery Electric Vehicle Training, IoT and Digital Instrumentation, Advanced Manufacturing and Prototyping, Industrial Robotics with arc welding, AI-based Virtual Welding & Painting, as well as upskill youth on traditional Assamese industries like Tea Processing, Food Processing, Handicrafts & Textiles to support industries in Assam. The objective is to bridge the gap between academia and industry by a way of establishing CoEs to facilitate innovations & skill development of students and industry professionals who can be eventually absorbed as skilled resources in the industry, and support entrepreneurship. Tata Technologies will collaborate with its global industry partners to implement this project that will also facilitate the adoption of Industry 4.0 technologies by making a skilled workforce available to desirous businesses.

Speaking on the occasion, **Honourable Chief Minister of Assam, Dr. Himanta Biswa Sarma, said,** *“The technology upgradation of polytechnic and ITIs will lead to better employment opportunities for the local youth and transform the state of Assam into a potential investment destination for all those industry players keen on embracing Industry 4.0 and smart technologies for manufacturing. We also believe that this initiative would greatly benefit the MSMEs who cannot afford high-end technological equipment, which will be facilitated for usage at the polytechnic and ITIs. This program would also create a lucrative platform for all those working in industries that form the core of Assam’s occupational strength, such as tea processing, food processing, handicrafts & textiles, etc., to upgrade their skillsets and employment opportunities in accordance with the Industry 4.0-relevant smart operations of the future.”*

Speaking on the occasion, **Mr. Subramanian Ramadorai, Chairman, Tata Technologies Ltd. said,** *“Technology is evolving rapidly and there is huge shortage of skilled manpower. To keep pace with these evolving technological trends, and lateral shift towards Industry 4.0-powered smart business operations, it is imperative to train our youth on latest technologies by upgrading the state polytechnic and ITIs in the country. The upgraded COEs would offer wide variety of courses to upskill youth of Assam on various traditional and new age industries empowering the northeast region of India, a key focus for the Tata Group.”*

Speaking on the occasion, **Mr. Warren Harris, Managing Director and CEO, Tata Technologies Ltd., said,** *“Our vision of Engineering a better world embodies our commitment to skill-building and developing future-ready talent. Through this collaboration with the Assam Government, we will leverage our product engineering expertise and manufacturing domain knowledge to create future-ready courseware and training platform that allows students at polytechnics and ITIs to develop their*

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*skillsets and capabilities in line with the requirements of Industry 4.0 technologies and be part of the rapidly transforming ecosystem.”*

Elaborating further on the collaboration, **Dr. B. K. Chakravarthy, IAS, Principal Secretary to the Govt. of Assam, Skill, Employment, and Entrepreneurship Department, said,** *“This collaboration with Tata Technologies and its global partners will help us provide the best possible technology training ecosystem in Assam. Through this program, which is an extension of the various youth empowerment initiatives undertaken by the Government of Assam, we aim to train, empower, and upgrade the capabilities of the youth of Assam so that they can stay aligned with the skill sets required in the future, innovate new technology solutions in the state, and attract investments from companies into Assam.”*

## ***Tufte Wear Suits Up with Centric PLM™ to Kickstart Digital Transformation to Achieve Company Growth Targets***

12 May 2022

Rapidly growing Norwegian clothing brand Tufte Wear has selected Centric Software’s Product Lifecycle Management (PLM) solution. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Tufte Wear was founded in 2012 by Olaf Tufte, a farmer and Olympic champion from Vestfold, Norway. Tufte’s personal mantra of, “It’s always possible to get better,” inspired him to start making super-soft boxer briefs for working men. The company has since expanded its product offering to include outdoor and active clothing for both men and women.

The company is growing quickly and they need a system to help reduce complexity in the design and manufacturing process, as well as to meet growth targets. Prior to adopting Centric PLM, all product information could only be found in several hundred Excel sheets, spread across a variety of locations, devices, departments, and people.

“We knew that we needed to adopt a PLM system to give the entire organization the tools they needed to create, collect and share necessary information,” says Astrid Volldal, CFO of Tufte Wear, “This will reduce the complexity of our work and the risk of losing important information.”

“We have worked with another PLM software in the past, but during our vendor evaluation we found that Centric PLM has more useful features and a more intuitive interface. We looked at one other competitor, but market insight tells us that Centric Software is best in class,” she continues.

The decision to go with Centric’s cloud-based PLM solution belonged to the Design and Product Department, who will be the key owners of the system. However, the system will benefit several departments throughout the company, especially the Purchase and Logistics teams, but also Sales with price lists and VPI/Master data information for customers.

Volldal explains, “Centric PLM will also help us to provide more correct and professional data to our customers and much faster than ever before. We predict that this will increase our customers’ happiness and help us achieve growth goals.”

Another key benefit for the organization is early access to product drawings and technical specifications, partially for the Marketing department, but also for the Tufte Wear online store. The company anticipates that it will be easier to plan what they will purchase in their supply chain, as well as find key selling points for their products.

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“We expect higher efficiency and fewer errors,” reiterates Volldal, “as well as better time management during the process of designing and creating new collections. We also expect clearer lines of communication for planning with the Sales and Marketing departments.”

Centric PLM will allow the brand to be more sustainable and transparent. Going all-digital means less paperwork and more information sharing on factories, fabrics and more. Using Centric PLM also makes it easier to track and manage raw materials and vendor certifications in Tufte Wear’s supply chain.

“It gives us tremendous satisfaction that our platform can provide the same benefits to smaller brands as it does for larger ones,” says Chris Groves, President & CEO of Centric Software. “Our goal is to grow alongside all our customer partners as they continue to expand and move forward into the future together.”

## ***U.S. FDA Renews Annual DILIsym Software Licenses for 2022***

5 May 2022

Simulations Plus, Inc., a leading provider of modeling and simulation software and services for pharmaceutical safety and efficacy, announced that the U.S. Food and Drug Administration (FDA) has renewed its licenses to the DILIsym<sup>®</sup> software platform, the DILIsym Services division’s flagship quantitative systems toxicology (QST) software for predicting and investigating drug-induced liver injury (DILI). The one-year renewal provides continued DILIsym software access to FDA employees across all FDA divisions at their discretion through an unlimited licensing package.

Dr. Paul B. Watkins, chair of the Scientific Advisory Board of the DILI-sim Initiative, remarked: “DILIsym has been developed over 12 years with input from the pharmaceutical industry and regulators, and the FDA continues to maintain access to the platform. I am aware of many cases of its past and current use for high-profile liver safety projects that are pivotal for the success of large and small pharma companies alike. Interestingly, while there is no formal FDA approval pathway for the use of software like DILIsym in drug development, regulators continue to utilize the software when relevant to the research. By virtue of their continued renewals, the FDA clearly finds DILIsym useful in assessing the liver safety of new drug candidates as they review such cases from sponsors.”

Dr. Scott Q. Siler, Chief Scientific Officer of the DILIsym Services division, added: “We are excited that the FDA has continued access to DILIsym with this license renewal. This will enable them to understand in depth the methods used to develop and utilize DILIsym as well as the resultant simulation results as they need to review simulation results submitted to them.”

DILIsym software results support crucial drug development decisions by predicting potential DILI risk of new drug candidates. The modeling also identifies the biochemical events that lead to DILI caused by a drug and can thereby predict certain subgroups of patients at increased risk for DILI from that drug. The information from DILIsym modeling serves to help guide go/no-go decisions on major drug development projects, potentially avoiding the disastrous financial effects of failed clinical trials, or better, providing assurances that DILI will not be an insurmountable obstacle to regulatory approval. For the past 12 years, the DILIsym Services division has coordinated the DILI-sim Initiative, which is a public-private partnership that has guided development of the DILIsym software package. DILIsym is available to the pharmaceutical and chemical industries for direct use to predict and understand liabilities via membership in the DILI-sim Initiative consortium and/or commercial licenses. The DILIsym Services division also routinely uses DILIsym for comprehensive consulting services on safety-related issues.

## ***Wipro re-engaged by Crédit Agricole CIB to support the company's IT infrastructure transformation***

10 May 2022

Wipro Limited, a leading global information technology, consulting, and business process services company, announced it has extended its strategic agreement with Crédit Agricole CIB, the corporate and investment bank division of Crédit Agricole Group, to fuel Crédit Agricole CIB's next stage of growth.

The engagement builds on Crédit Agricole CIB and Wipro's decade-long relationship and will provide the Bank with a larger team of Wipro experts who will operate a robust and secure infrastructure.

Wipro will enable Crédit Agricole CIB to embrace the latest cloud technologies and agile practices allowing it to achieve faster speed-to-market on new products and services, improving client satisfaction and unlocking new value streams.

Thierry Delaporte, CEO and Managing Director, Wipro Limited said, "This new agreement is an affirmation of our strong relationship with Crédit Agricole CIB. We remain committed to strengthening it and advancing their ongoing transformation. Under the leadership of Graziella Neuvéglise, Wipro's Regional Head for Southern Europe, we will continue to invest in capabilities that will help us deliver higher value and greater innovation to Crédit Agricole CIB, efficiently and sustainably."

Pierre Dulon, Deputy CEO and Head of IT and Operations Services, Crédit Agricole CIB comments, "Wipro shares our vision of the role technology transformation will play in the corporate and investment banking sector, where efficiency, sustainability and innovation will be drivers of success. To realize this vision, we needed a dependable partner who has the strategic insight to co-create solutions to enhance our business agility. Wipro has proven itself to be that partner over the past ten years and will help us prepare for the next stage of our growth."

## **Product News**

### ***Hexagon introduces 3D camera for complete production material monitoring***

11 May 2022

Hexagon's Mining division strengthened its leadership in production material monitoring and measurement by introducing HxGN MineMeasure Detect, a 3D camera hardware, software and data solution. MineMeasure Detect enables real-time optimization for plant production with automated digital-image analysis offering continuous, accurate and rapid measurement of oversize, volume, rock fragmentation and color analysis.

Mines demand consistent, predictable, high-volume production with plants intended to operate 24/7. Changing geologic mineral and structural conditions within mining benches can sometimes mean oversize particles block crushers, chutes and conveyors. Blockages can halt operations, in severe cases resulting in lost operational revenues worth millions of dollars.

MineMeasure Detect minimizes production interruptions and costly downtime with oversize detection of large particles. It enhances production efficiencies and reconciliation by calculating volume, density and tonnage. Advanced detection reveals an aggregate of previously unmeasured ancillary variables, such as material density and hardness, which is essential to throughput maximization and ore liberation.

The solution's fragmentation analysis capabilities enable continuous monitoring and improvement of production throughput while managing costs. Industry-leading research and proven algorithms for direct measurements of particle identification and fines identification set MineMeasure Detect apart for its

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measurement accuracy in mineral processing. It includes the largest set of data availability applied across the international mining industry. Color-analysis data for ore detection empowers operators with additional opportunities to adjust material handling, material blending, clay detection and ore treatment recipes.

“MineMeasure Detect is built on more than 25 years’ experience partnering with international mining operations, allowing systems to be fully integrated with customer technologies,” said James Dampney, VP-MineMeasure, Hexagon’s Mining division. “Combined with our fragmentation tools, the solution’s immediate detection capabilities offer a critical early warning for operators to avoid catastrophic production stoppages.

“With its image-analysis techniques ensuring that fragmentation is managed and optimized, MineMeasure Detect fits seamlessly in the MineMeasure portfolio, which delivers scrutiny and transparency in every step of the ore extraction journey.”

## ***Hexagon’s Intergraph G/Technology now available on Oracle Cloud Infrastructure***

10 May 2022

Hexagon’s Safety, Infrastructure & Geospatial division announced Intergraph G/Technology, Hexagon’s advanced utility geographic information system (GIS), has achieved Powered by Oracle Cloud Expertise and is now available on the Oracle Cloud Marketplace. The new deployment option provides utility operators a scalable, secure and highly available GIS solution with reduced start-up costs and needed infrastructure.

G/Technology enables utility companies to plan, design and document networks. It acts as a definitive source of reliable, location-based information that can be shared with users and systems across an organization. Running G/Technology on Oracle Cloud Infrastructure eases initial system deployment, enhances performance and automates scalability, availability and cybersecurity protection, ensuring the system is always up to date with the latest features and enhancements.

“Today, we are seeing a major trend in the adoption of cloud infrastructure by our customers around the world,” said Maximillian Weber, senior vice president, Global Infrastructure, Hexagon’s Safety, Infrastructure & Geospatial division. “Moving IT solutions from local, on-premises deployments to the cloud is largely being driven by the need for greater cost efficiency, guaranteed system availability and higher security. By leveraging the power of Oracle Cloud Infrastructure, our G/Technology customers can achieve these goals and better meet the changing demands of the utility industry.”

"The cloud represents a huge opportunity for our partner community," said David Hicks, vice-president, Worldwide ISV Cloud Business Development, Oracle. "Hexagon’s commitment to innovation with Oracle Cloud Infrastructure and quality execution can help our mutual customers receive cloud-enabled, advanced utility GIS solutions, ready to meet critical business needs."

G/Technology's development has been guided by over 40 years of experience gained in deploying GIS for communications and utility companies around the world. Powered by Oracle Cloud Expertise recognizes Oracle PartnerNetwork (OPN) members with solutions that run on Oracle Cloud Infrastructure. For partners earning the Powered by Oracle Cloud Expertise, this achievement offers customers confidence that the partner's application is supported by the Oracle Cloud Infrastructure SLA, enabling full access and control over their cloud infrastructure services as well as consistent performance.

Oracle Cloud Marketplace is a one-stop shop for Oracle customers seeking trusted business applications offering unique business solutions, including ones that extend Oracle Cloud Applications. Oracle Cloud

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is an enterprise cloud that delivers massive, non-variable performance and next generation security across a comprehensive portfolio of services including SaaS, application development, application hosting, and business analytics. Customers get access to leading compute, storage, data management, security, integration, HPC, artificial intelligence (AI), and Blockchain services to augment and modernize their critical workloads. Oracle Cloud runs Oracle Autonomous Database, the industry's first and only self-driving database.

## ***LTI Innovation Studio for SAP Business Technology Platform Launched at SAP Sapphire***

11 May 2022

Larsen & Toubro Infotech Ltd., a global technology consulting and digital solutions company, launched its LTI Innovation Studio for SAP Business Technology Platform at the 2022 SAP® Sapphire® conference. The LTI Innovation Studio for SAP Business Technology Platform helps global organizations accelerate their transformation journeys with the RISE with SAP solution and SAP Business Technology Platform (SAP BTP). The studio helps businesses realize the vision of an intelligent enterprise and enables them to amplify value from their digital core investments.

LTI Innovation Studio for SAP Business Technology Platform powers digital transformation with ready-to-deploy industry leading digital apps, microservices and a migration cockpit. It is a set of services and tools that can improve operations by automating business processes, making them smarter, easier to use, and more efficient by utilizing key components of SAP BTP like SAP HANA®, the SAP Analytics Cloud solution, AI, machine learning, enterprise integration APIs and the UX extensibility tools. As organizations advance toward their digital native operating model, it becomes paramount to have rapid digital innovations, connected to the digital core in a clean, composable architecture. LTI Innovation Studio for SAP Business Technology Platform enables such innovation with a curated collection of design-thinking methods, engineering tools and prebuilt industry reference models.

Vineet Moroney, Executive Vice President & Global Head of SAP Practice at LTI, said: “The post-pandemic world has made it critical for every business to operate like a digital native business. Many enterprises have made significant investments in SAP solutions and are now looking to accelerate their digital transformation journeys on top of such investments. LTI has an extraordinary record of innovating with SAP solutions. LTI Innovation Studio for SAP Business Technology Platform is our latest investment that allows businesses to accelerate their digital native transformation.”

Marc Rolfe, Senior Vice President, and Head of Strategic Partners at SAP said: “LTI is a global strategic SAP partner that brings a rich heritage of SAP software-enabled and industry-centric innovations. LTI Innovation Studio for SAP Business Technology Platform in combination with LTI’s portfolio of service offerings for the RISE with SAP solution will help accelerate an organization’s journey to becoming an intelligent enterprise while driving business value with digital innovations built on SAP BTP.”

LTI solutions built on SAP BTP are already helping many global organizations harness their unique competitive advantage. For example, LTI has partnered with a multi-national industrial conglomerate to reimagine its business across 63 entities by deploying seven digital innovations built on SAP BTP. By combining its deep industry expertise and advanced digital engineering, LTI used SAP BTP to create several SAP-certified, award-winning industry cloud solutions that are now available to organizations worldwide through the SAP Store. These solutions span multiple industries, such as engineering and construction, manufacturing, life sciences and others. For example, Paychain is an application developed

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for the construction industry that can streamline the vendor, contractor and subcontractor payment process which has traditionally been a manual, error-prone administrative process. Additionally, LTI also recently achieved certification for T-cell therapy and Controlled Drug Compliance solutions for the life sciences industry.

## ***SAP Delivers Innovation to Address Customers' Most Pressing Needs***

11 May 2022

At the SAP Sapphire conference in Orlando, Florida, SAP SE is announcing new innovations that deliver business value for customers in four critical areas: supply chain resilience, sustainability, business process transformation and no-code application development.

According to a recent survey from Boston Consulting Group, while 80% of companies are turning to digital solutions to navigate current business challenges, only about 30% are successfully achieving a true digital transformation of their business. The innovations announced today will help SAP customers accelerate their transformation journey with cloud-based solutions that provide the end-to-end business process support customers most need. The announcements come on the first day of SAP Sapphire, SAP's global customer and partner conference, taking place in person and virtually May 10–12, 2022.

“For 50 years, SAP's mission-critical solutions and deep industry expertise have helped businesses around the world run their best,” said Christian Klein, CEO and member of the Executive Board of SAP SE. “We're uniquely positioned to continue enabling our customers' success in a rapidly evolving world by driving cloud-based digital transformation that solves customers' most pressing challenges, from supply chain resilience to sustainability.”

### **Resilient Supply Chains and Intelligent Business Networks**

SAP innovations improve supply chain efficiency and transparency, enabling improved performance and resilience. Through its ongoing partnership with Apple to transform the way people work on iPhone and iPad, SAP is announcing today a new suite of apps that streamline the digital supply chain and empower workers with intuitive tools. The first two of these mobile apps – SAP Warehouse Operator and SAP Direct Distribution – launched today and are available now in the Apple App Store.

In addition, the new SAP Digital Manufacturing Cloud solution brings together the latest analytics, edge computing, automation and state-of-the-art innovations supporting manufacturing processes end to end to help customers optimize manufacturing performance. SAP Business Network also continues to evolve as the world's largest business network, and with the planned integration of Taulia software customers can unlock the value tied up in their working capital.

### **Moving Businesses from Talk to Action on Sustainability**

The increase in number of SAP solutions for sustainability uniquely positions the software to help companies move from well-meaning talk to meaningful action. New innovations out today include new capabilities in the SAP Cloud for Sustainable Enterprises solution to help companies innovate across key areas of sustainability management. The enhanced SAP Product Footprint Management solution helps customers reduce product carbon footprints at scale with live connectivity with SAP S/4HANA Cloud, including transport and travel capabilities.

### **Enabling Business Process Transformation**

Customers continue to adopt the RISE with SAP solution to redesign their end-to-end business processes and transition to a modular, agile ERP in the cloud. Several customers will be on stage at SAP Sapphire to showcase how they use RISE with SAP to deliver business innovation. Partners are also helping our

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customers scale these innovations through best practices and bespoke solutions: RISE with SAP and SOAR with Accenture now integrate and deliver what businesses need for a cloud-based transformation, including cloud infrastructure management, application management and operations services. The latest release of the SAP Service Cloud solution includes new dynamic case management and case modelling capabilities. The solution supports native integration with Qualtrics XM Discover and Microsoft Teams to improve organizations' ability to deliver on their brand promise with better visibility, greater accountability and faster time to resolution.

## **Accelerating Innovation with No-Code and Low-Code Development, Process Automation, Data and AI**

SAP AppGyver, a leading no-code, low code development environment for enterprise applications, now includes native integration with the SAP Service Cloud solution and is available as part of the free tier model for SAP Business Technology Platform (SAP BTP). The SAP Process Automation solution, also part of the free tier model for SAP BTP, has been enhanced for no-code workflow management and robotic process automation (RPA).

SAP AI solutions deliver AI-powered innovations to optimize intelligently business processes end to end, including lead-to-cash, design-to-operate, recruit-to-retire and source-to-pay. SAP provides free access for all academic students to tailored learning resources and experiences in the “student zone” of the SAP Learning portal. To support the growing need for accelerated app development by nontechnical users, SAP is launching additional free learning journeys, including an enhanced learning journey that prepares for new certifications in low-code/no-code skills.

## ***What's New in OpenBOM – May 2022?***

12 May 2022

On May 10, Oleg Shilovitsky announced the newest update to OpenBOM in a blog post. The new features include improvements to: Revisions Management, Currency Imports, Link Properties, and integrations to Solidworks and Altium.

To read the full post please go to the OpenBOM blog: <https://www.openbom.com/blog/whats-new-in-openbom-may-2022>