

Contents

<i>CIMdata News</i>	3
Autodesk University 2022: Forging Their Cloud Future - a CIMdata Commentary.....	3
Babcock Ranch: How Sustainability Survived Hurricane Ian.....	7
CIMdata to Join a Webinar on How Combining Data Science & Multiphysics Simulation Can Lead To More Accurate Digital Twins.....	7
CIMdata to Participate in a Webinar that Will Address the use of Advanced Digital Engineering Technologies.....	8
Free Webinar on CIMdata’s Critical Dozen for Digital Transformation.....	9
<i>Acquisitions</i>	9
Ansys to Add Thermal Desktop to Portfolio Through Acquisition of C&R Technologies.....	9
CAPGEMINI ACQUIRES QUORSUS TO REINFORCE ITS CAPITAL MARKETS SERVICE OFFERINGS.....	10
JDM Technology Group Acquires AerieHub, a Cloud-Based Building Information App.....	11
Sage acquires Spherics to help SMBs measure and cut their carbon emissions.....	11
<i>Company News</i>	12
Accenture and Google Cloud Expand Partnership to Accelerate Value from Technology, Data and AI.....	12
AVEVA Announces European and North America Winners of its Chemical Engineering Student-Focused Annual Process Simulation Competition.....	14
Bricsys Partners with CADprofi to Offer 2D Standard Parts Library for Fast, Design-Compliant Workflow.....	15
Cadence and Google Cloud Collaborate to Advance the Electronic System and Semiconductor Design Ecosystem.....	16
CAPGEMINI AND MICROSOFT COLLABORATE TO OFFER CLOUD-NATIVE DIGITAL TWIN SOLUTION TO HELP ORGANIZATIONS RETHINK THEIR OPERATIONS.....	17
CENIT APPOINTS AXELLE MAZÉ AS CFO.....	18
Christopher Cantrell Joins ASME as Senior Managing Director Overseeing Standards and Conformity Assessment.....	18
DXC Technology Rolls Out Global Initiative to Support Neurodiversity in the Workplace.....	19
HCLTech Celebrates 14 Years Of Progress In Mexico.....	20
HCLTech To Scale-Up Brazil Operations With New Next-Gen Technology Center.....	21
IFS announces winners of the 2022 Partner of the Year Awards.....	21
IFS appoints David Spencer as Regional President IFS North America.....	23
Infor Expands India Footprint with New Development Campus in Hyderabad.....	24
iPoint systems gmbh joins CIRPASS to lay the ground for the deployment of European Digital Product Passports.....	25
Logility Announces a Global Alliance with Wipro Ltd.....	26
Rockwell Automation Names Robin Saitz Chief Marketing Officer.....	27
Siemens and Desktop Metal join forces to accelerate sustainable Additive Manufacturing at scale.....	28
Trimble Changes Headquarters to Westminster, Colorado.....	29
<i>Event News</i>	29
CGS Executives Tapped to Moderate Panels at Augmented Enterprise Summit.....	29
Lectra Hosts 2022 ideation On the Road Conference; Heading to Major North America Cities.....	30
Sage puts focus on customer success as it kicks off Sage Transform 2022.....	31

CIMdata PLM Industry Summary

Financial News	34
Continued Demand Drives Strong Growth for TCS in Q2	34
Informatica to Report Third Quarter Fiscal 2022 Financial Results on October 26, 2022	39
Infosys announces results for the second quarter ended September 30, 2022 on Thursday, October 13, 2022.	40
PROS Holdings, Inc. Announces Date of Third Quarter 2022 Financial Results Release, Conference Call, and Webcast.....	42
PTC to Announce Fiscal Q4'22 Results on Wednesday, November 2nd, 2022	42
Wipro announces second quarter results, delivers growth of 4.1% QoQ	42
Implementation Investments	45
Finnish limestone producer Nordkalk selects IFS Cloud for operational optimization.....	45
FUKUI COMPUTER Partners with Bentley Systems to Promote Digital Transformation in Japan’s Infrastructure Field	46
Maison Stella & Suzie Selects Centric PLM™ to Transform Retail Development	47
Product News	48
Corecon Now Offers OCR with Document AI Functionality to Quickly Convert Vendor Invoices to Bills..	48
Ganister v2.8 is released !.....	49
IFS announces Free IFS assyst licenses throughout 2023	50
IFS delivers connected operations for global enterprises with October 2022 release of IFS Cloud.....	50
IFS helps customers drive towards ESG goals with IFS Cloud October 2022 release.....	52
KeyCreator 2023 Software Release Focused on Improved Drafting.....	52
New Cadence Certus Delivers Up to 10X Faster Concurrent Full-Chip Optimization and Signoff	53
New version of the visual search engine 3Dfindit.com impresses with many innovative features & new user interface	55
OpenText Teams with NetScaler to Deliver Advanced Web Application Protection	56
Procore Expands Digital Twin Partnerships Through Integration with Willow.....	57
Propel Introduces Composable Architecture to PLM and QMS to Accelerate Enterprise Product Collaboration	57
Rockwell Automation Speeds Time to Market for New Industrial Automation Design, Launches FactoryTalk Design Hub.....	58
Sage announces new product integrations with Microsoft to make life easier for SMBs	60
Sensera Systems Introduces SiteCloud Analytics.....	61
Siemens boosts collaboration and performance with Solid Edge 2023	63
Simulations Plus Releases GastroPlus® Version 9.8.3	64
STREAMLINE SOLUTIONS LAUNCHES ELEMENTS V3.5.1 FOR AUTOMOTIVE CFD DESIGN	64
Tecsys’ End-to-End Elite™ Healthcare Supply Chain Software Offering Adds Receiving Functionality; In a League of Its Own	65
VariSuite 4.0 Released.....	66

CIMdata News

Autodesk University 2022: Forging Their Cloud Future - a CIMdata Commentary

13 October 2022

Paving new paths with the Autodesk Platform

Key takeaways:

- For the first time since 2019, Autodesk University 2022 was held as an in-person event, and the 9,000+ in attendance were as excited to be there in person as Autodesk itself.
- As planned, its Forge initiative yielded a platform, now known as the Autodesk Platform, that is leveraged by their Architecture, Engineering, and Construction (AEC), Media & Entertainment (M&E), and Design & Manufacturing (D&M) business segments in their own industry-focused “clouds.”
- Their Design & Manufacturing cloud, now known as Autodesk Fusion, blazed the trail for their efforts and continues to expand to leverage more and more of Autodesk’s substantial intellectual property (IP) portfolio, as well as extending their capabilities through new partnerships.

CIMdata attended the first in-person Autodesk University (AU) since 2019, held in New Orleans, LA on 27-29 September 2022. Over 9,000 people attended in-person, with thousands more expected to attend virtually around the world.[\[1\]](#)

After some rousing walk-on music played live by a New Orleans marching band, Autodesk President and CEO, Mr. Andrew Anagnost, led the first keynote and expressed his excitement to be back in person, a sentiment that was clearly shared by those in the conference venue. As in past AU keynotes, Mr. Anagnost peppered his remarks by short visits from customers during his session. His first guest was Ms. Meagan Williams, the Storm Water Program Manager for the City of New Orleans. Ms. Williams experienced Hurricane Katrina at 16 and never dreamed about a career planning her home city’s defenses against their water-rich environs. Their approach, successful in other areas, is about creating green infrastructure that catches the water where it falls, holding it, and strategically releasing it into the water system. Ms. Williams was clearly proud to involve the community deeply in projects, as opposed to the past where projects were done to them. These approaches are critical in the Eastern United States to deal with ever more extreme weather events and rising coastal waters.

Mr. Anagnost echoed the need to make our cities and people more resilient. He rightfully stated that we need to be willing to change how things are done. Of course, he tied this directly to the data and processes needed to support collaboration, such as in greater New Orleans. Keynotes generally include some big announcements and AU 2022 was no exception. The company started their Forge initiative in 2015, declaring their intent to put data at the center of a new services-oriented platform, supported by a major developer program and an investment fund to help “deliver innovative solutions and services on or connected to the Forge Platform.”[\[2\]](#) The goal from the beginning was to develop a common platform-as-a-service to power the solutions delivered in their major business segments: AEC, D&M, and M&E. The D&M segment was the first to benefit, with Forge helping to better integrate their varied solutions, and providing a path for both on-premises and cloud offerings to benefit through their combination. For example, Autodesk has invested a lot in generative design, with some impressive demonstration projects with the likes of Airbus and other major corporations. Those artificial intelligence (AI) powered capabilities are native to the cloud, while the Autodesk tools leveraging them can be in the cloud or on-premises. Many of their capabilities are now available as services to other

CIMdata PLM Industry Summary

solutions, like IP from their PowerMILL offerings, strong players in the Computer-Aided Manufacturing (CAM) market, now being available in Fusion 360.

At AU 2022, Mr. Anagnost announced the Autodesk Platform that enables three industry-focused clouds:[\[3\]](#)

- Autodesk Forma, the industry cloud for AEC
- Autodesk Flow, the industry cloud for M&E
- Autodesk Fusion, the industry cloud for D&M

Forge, now known as Autodesk Platform Services (APS), underpins the Autodesk Platform.[\[4\]](#) APS offers an evolving set of application programming interfaces (APIs) from both Autodesk and their partners through an application marketplace. CIMdata believes this is an important feature of Autodesk's efforts, giving their partners a place to shine with their respective wares. It also helps Autodesk extend the digital thread, stated Mr. Anagnost, from the top floor to the shop floor, an oft-used but still important metaphor. He stated Autodesk's intent to bring Autodesk Fusion to the shop floor using mobile devices. This is something Autodesk stated as early as 2013 and CIMdata is glad to see their renewed interest. In our opinion, while mobile and tablet form factors offer promise for the "deskless," a term Autodesk used at the time, no one has the "killer app" in product lifecycle management (PLM) for the consumption of lifecycle-related data in the field. Maybe APS will help deliver it.

Mr. Anagnost stated that their first Autodesk Forma offering will "reimagine early-stage design," enabled by technology from Spacemaker, a 2020 Autodesk acquisition known for AI-powered generative design approaches in the AEC space.[\[5\]](#) In his remarks around M&E and Autodesk Flow, he was joined on the stage by Mr. Eric Iverson, Head of Product Strategy for Amazon Studios. He is responsible for their original TV series and films that are exclusively on Prime Video in over 240 countries worldwide. As an example, Mr. Iverson spoke of their work on the new series based on the Lord of the Rings, which 25 million people watched on its first day of release. The scale and global scope of the project pushed them to the limit, claimed Mr. Iverson. Just as manufacturing pushed concurrent engineering, with the lifecycle stages increasingly overlapping, M&E customer Amazon Studios now can have pre-production, production, post-production, and release happening at the same time. They need the cloud to quickly share the massive digital assets produced and used by global teams of collaborators across the extended enterprise. (Think of all of the names in the end credits for today's CGI-intensive blockbusters.) The digital dailies can be almost instantly shared around the globe, helping to collapse the timeline to help meet the massive demands from ever-more streaming product. This is one reason why an early focus of Autodesk Forma is on digital asset management to help make Mr. Iverson's vision of the next generation studio—socially responsible by design, globally cloud connected, and smart—a reality.

Not surprisingly, Mr. Anagnost believes that open standards are critical. Things like APS are much less powerful if they cannot support heterogeneous tools running in hybrid cloud environments as customers are increasingly demanding. This will be even more important for larger customers who may rely on more powerful solutions, such as from Ansys, the global leader in the simulation and analysis (S&A) market,[\[6\]](#) and other leading tool providers in other PLM segments. In this case, Autodesk's expanding partnership with Ansys helps address this concern. In a later private session, Mr. Anagnost acknowledged that as Autodesk is adopted more in larger companies, those larger competitors that may be incumbents might not remain as open to integration. But Mr. Anagnost stated that there is more than enough business outside of the largest concerns for Autodesk to meet their strategic objectives.

CIMdata PLM Industry Summary

He closed his remarks by positioning Autodesk as the customer's partner on their digital transformation journey. But he emphasized that Autodesk was not interested in paving old roads to enable that journey. Their early start with Forge and the realization of the Autodesk Platform and their industry clouds is clearly offering a new cloud-centric path for all three key business segments.

In a private media and analyst session, it was inevitable that the topic of Revit and the open letters came up. In 2020, a large number of Revit customers from leading architecture firms wrote an open letter to the company about a range of concerns they had about their perceived lack of investment in Revit, a market leading product in the AEC market.^[7] A second letter was sent more recently.^[8] Mr. Anagnost addressed the topic head on, in a way that reflected his earlier "paving old roads" comments. The company believes that while they can rearchitect Revit it is not enough and they need something different. There is always this tension between generations of technology, supporting existing customers adequately while also investing in the future. While Revit will never be a cloud-native application, stated Mr. Anagnost, they do not plan to duplicate its functionality, looking instead to create a new paradigm on Autodesk Forma. But users should not be concerned as there is at least ten years of runway for Revit, stated Mr. Anagnost in response to an analyst's question. Another analyst asked "why three clouds?" Mr. Anagnost stated that if you want to create a "from-to" path, the best way is to have three. This makes sense, in that each industry has its own applications, use cases, workflows, and terminology. They believe that having just one end point, one cloud solution, for all three business segments would make it harder to get people to move. CIMdata agrees. He did discuss one constraint in their cloud future. While in theory cloud resources can be sourced from anywhere, many countries and regions have restrictions on where their data lives. One journalist from Mexico raised the topic but it is a global issue. Mr. Anagnost claimed that reshoring and near shoring are strong market drivers and all cloud-centric providers will have to deal with this issue.

While the new and renamed platform offerings were the highlight, it is about more than just the ASP. There is a cloud information model underlying their platforms. Mr. Anagnost stated that files are a "dead thing working." File formats are not the future. Granular data stored in the cloud that can be mixed and matched is. That is why Autodesk Fusion is farther ahead than Forma and Flow. They have been working on that part of the cloud information model for about 12 years stated Mr. Anagnost. Using this approach, Fusion has absorbed a lot of capabilities, from electronic computer-aided design (ECAD) from their Eagle CAD acquisition, to Delcam technology integrated with Fusion 360.

As with most user conferences, there is much more content than could possibly be discussed in a single commentary. CIMdata has tried to focus on a strategy update and the Autodesk Platform related announcements. But one other new partnership that, just like the first speaking guest in Mr. Anagnost's keynote, is focused on the importance of the environment. Autodesk also announced a partnership with Makersite, an innovative, Germany-based provider of an AI-powered digital twin software-as-a-service platform for product and supply chain decision making. A core part of its solution provides Lifecycle Assessment (LCA), a key tool for reducing the environmental impacts of products.^[9] In this new link-up, with the new Makersite plug-in, Fusion 360 users will be able to transmit bills of materials (BOMs) to Makersite to calculate the environmental and cost impacts of their design at the push of a button. Figure 1 shows how their solution fits in with a customer's information technology landscape.

CIMdata PLM Industry Summary

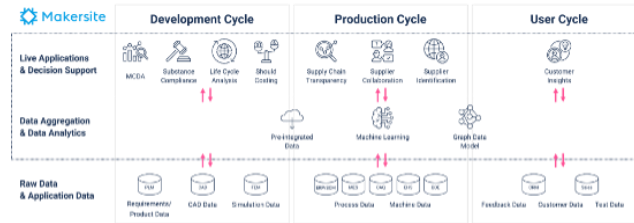


Figure 1--Makersite SaaS Platform for LCA
(Courtesy of Makersite)

Since their founding in 2018, Makersite has compiled an impressive roster of global customers, including Philips, P&G, and Microsoft. Accurate LCAs are increasingly moving from a nice to have to a business requirement, often being pushed by government and industry regulations. In a recent briefing to CIMdata, Makersite claimed to have conducted over 8 million LCAs in their brief history, a significant achievement in such a short time, and with impressive clients. CIMdata applauds the move by Autodesk and is wondering just how long such a remarkable solution and company like Makersite might remain independent.

In conclusion, Autodesk University 2022 was a celebration of their user community and the energy in the crowd was palpable as everyone was happy to be together in real life. Autodesk's announcements did not disappoint, as the Autodesk Platform is the culmination of over a decade of hard work to support their major business segments. But this is just the beginning of their platform journey which will in reality never be completed. But they will be paving new roads and, at least to some of us, putting a bounce in our collective steps with New Orleans Dixieland jazz.

[1] Travel and/or other expenses related to this commentary were provided by Autodesk.

[2] <https://investors.autodesk.com/news-releases/news-release-details/autodesk-unveils-cloud-based-forge-initiative-transform-how>

[3] <https://investors.autodesk.com/news-releases/news-release-details/autodesk-paves-path-digital-transformation-cloud>

[4] <https://forge.autodesk.com/blog/autodesk-forge-becoming-autodesk-platform-services>

[5] <https://adsknews.autodesk.com/pressrelease/autodesk-acquires-spacemaker>

[6] Based on CIMdata's market research on S&A market revenues.

[7] <https://aecmag.com/bim/letter-to-autodesk-aec-customers-demand-better-value>

[8] <https://aecmag.com/bim/a-tale-of-two-open-letters/>

[9] <https://makersite.io/makersite-autodesk-partnership/>

Babcock Ranch: How Sustainability Survived Hurricane Ian

11 October 2022

Written by [Mark Reisig](#)



As a former resident of Florida for 15 years with much of my extended family still there, including Fort Myers, my heart goes out to everyone. My daughter brought to my attention the town of [Babcock Ranch](#), just 12 miles northeast of Fort Myers with 5,000 residents, which survived hurricane Ian with no loss of power, no loss of water, no flooding, not a single shingle missing, and only minimal damage—a traffic light and a few signs and palm trees down. This, of course, was not by accident.

Back in 2004, my family had to endure Charley, Frances, and Jeanne, all hitting us in quick succession. Fortunately, Ivan missed us. From my rooftop on a hill, I surveyed homes as far as the eye could see with blue tarps, plywood, gaping holes, most of the trees gone, and flooding impacting many, including my immediate neighbors. We knew friends that went without power and water for many weeks, which seemed unusual as we were in the same small town with a Florida Power & Light Power Plant.

This was nothing compared to the devastation Ian delivered, and a year or two from now, when the destruction is not in the news, I can tell you it will still be a wreck. So, how did Babcock Ranch survive?

Babcock Ranch was built with sustainability in mind. Babcock Ranch is primarily a solar community powered by 650,000 photovoltaic panels operated by Florida Power & Light, with the power plant and grid located within the town. It can deliver power to 50,000 people living in 19,500 homes and six million square feet of commercial space. Excess capacity feeds back into the grid to power surrounding communities. At night, natural gas generators fill the gap.

Another interesting aspect of Babcock Ranch is it's not an exclusive gated community but a real town with parks, trails, native plants (as a former Floridian, I'd lose the grass), a downtown, and over half the population are young families. The Babcock Ranch community appears to be a good footprint for future developments. This is a lesson for all of us in our rush to innovate and get things done. Are we building products with sustainability in mind? Babcock Ranch certainly did.

Read more about the Babcock Ranch here: [CNN, 2022](#)

Let me know what you think!

Mark

CIMdata to Join a Webinar on How Combining Data Science & Multiphysics Simulation Can Lead To More Accurate Digital Twins



CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that its Practice Director for Simulation-Driven Systems Development, Don Tolle, will participate in a webinar, “A Cloud-Native, Low Code Environment for Engineering Workflow Automation and Collaboration.” The webinar, sponsored by DATADVANCE, takes place on Wednesday, 9 November, at 11:00 AM EST.

Dealing with the design complexity of cyber-physical products and smart interconnected systems of systems is driving the need for increased use of advanced digital modeling, simulation, and multi-disciplinary analysis and optimization (MDAO) augmented with AI/Machine Learning predictive

CIMdata PLM Industry Summary

analytics technologies.

Industry leaders use MDAO and process automation to enable design innovation, reduce overall product design costs, minimize rework and manufacturing defects, and optimize in-service operational performance and costs. Engineers can now define and apply multi-disciplinary MDAO and data analytics starting earlier in the conceptual design and development phase, as well as applied in manufacturing and in-service operations to enable combined physics and ML-based “hybrid digital twins.”

This webinar will review how a low code collaboration environment enables the capture, automation, and continuous refinement of best practices for performance simulation and collaborative design optimization.

In addition to CIMdata’s Don Tolle, webinar panelists include Sergio Sousa, a Senior Product Manager – Digital Field Solver at Halliburton, and Laurent Chec, Vice President of Global Sales, DATADVANCE.

Learn more and register at <https://www.datadvance.net/blog/events/2022/webinar-cimdata-low-code-environment-for-engineering-workflow-automation-and-collaboration.html>.

CIMdata to Participate in a Webinar that Will Address the use of Advanced Digital Engineering Technologies

11 October 2022

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that its Practice Director for Simulation-Driven Systems Development, Don Tolle, will participate in a webinar, “New Ways For Manufacturers To Accelerate Your Product Design, Development & Market Launch.” The webinar, sponsored by UberCloud, takes place on Wednesday, 2 November, at 11:00 AM EDT.

Digital transformation has become a major business imperative. Dealing with the design complexity of cyber-physical products is driving the need for increased use of advanced digital modeling, multi-physics performance simulation, and multi-disciplinary design optimization augmented using AI/Machine Learning technologies.

Industry leaders are increasing the use of physics-based simulation, data analytics, Cloud, and high-performance computing (HPC) environments to enable design innovation; reduce overall product design costs; minimize rework and manufacturing defects; reduce maintenance cycle times, and optimize in-service operational performance and costs.

In this webinar, CIMdata’s Don Tolle will provide a high-level overview of the key industry trends related to using advanced digital engineering technologies. His overview will be followed by information about a novel engineering simulation platform and unique high-performance containers with huge benefits for corporate decision-makers, IT, and engineering. Finally, Johan Mikkela, Product Life Cycle domain architect at FLSmidth, a Danish multinational engineering company, will explain how the company moved its complex simulation workflows from an aged on-premise HPC system to an agile HPC Cloud environment.

Learn more and register at <https://info.theubercloud.com/new-ways-to-accelerate-your-product-design-development-and-market-launch>.

CIMdata PLM Industry Summary

Free Webinar on CIMdata's Critical Dozen for Digital Transformation

12 October 2022

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, "CIMdata's Critical Dozen: The Top 12 Trends & Enablers for Digital Transformation." The webinar will take place on Thursday, 10 November 2022, at 11:00 a.m. (EST) and will last for one hour.

Many digital transformations fail because one or more of the necessary elements are overlooked or only partially enabled. For a digital transformation to succeed, all elements must be understood and addressed appropriately, from end-to-end connectivity to digital skills transformation. The critical elements of digital transformation have evolved over the years, and we expect this to continue in the months and years to come. This webinar will focus on digital transformation's critical dozen elements that all digital transformation programs need to master.

According to Peter Bilello, CIMdata's President & CEO and the host for this webinar, "As PLM professionals, we have been at the core of digital transformation for decades, but in many cases, we are still trying to push a wet rope uphill. Some organizations see digital transformation as a journey, but most see it as a project, not a true business transformation. Companies need to take a broader look and understand and address an extensive set of digital transformation elements to get it right. Without doing so holistically, digital transformations will continue to fail to reach their true potential."

Peter Bilello has over 35 years of experience developing business-enabling IT solutions for research, engineering, and manufacturing organizations worldwide. He has participated in PLM analysis, selection, implementation, and training; CAD/CAM/CAE/CIM implementation and management; synchronous and lean manufacturing consulting; software engineering; and general data management strategy development and support. He has authored numerous papers and research reports on PLM and related topics, and his articles, commentaries, and perspectives have appeared in publications throughout the Americas, Europe, and Asia.

This webinar will be useful to a broad audience, including executives, directors, and managers responsible for PLM initiatives, those responsible for digital transformation, PLM professionals, digital strategists, solution providers, and anyone else who wants to understand the role of digital transformation in the business.

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-cimdata-s-critical-dozen-the-top-12-trends-enablers-for-digital-transformation>. To register for this webinar, please visit <https://register.gotowebinar.com/register/3496974061560702735>.

Acquisitions

Ansys to Add Thermal Desktop to Portfolio Through Acquisition of C&R Technologies

11 October 2022

Ansys announced it has signed a definitive agreement to acquire Thermal Desktop maker Cullimore and Ring Technologies, Inc. a/k/a C&R Technologies, the leading provider of orbital thermal analysis. Once integrated into Ansys' existing portfolio, this acquisition will further position Ansys as the industry leader of A&D and NewSpace simulation solutions. The acquisition is not expected to have a material impact on Ansys' consolidated financial statements in 2022.

CIMdata PLM Industry Summary

The design of many engineering systems in A&D, NewSpace, and other industries requires a thorough understanding of the thermal behavior for a wide range of environmental conditions, including accounting for transient situations such as start-up and shutdown. Thermal behavior must be fully understood to ensure successful missions. Thermal Desktop's thermal-centric modeling approach provides fast and effective system-level simulation capabilities to meet this need and can be used in combination with Ansys' physics solvers to provide customers with the fidelity required at every stage of thermal system design and optimization.

The acquisition complements Ansys' suite of 3D thermal, fluid flow, and mission simulation tools to provide more efficient and accurate design, analysis, and optimization of the thermal behavior of systems and networks of interacting components. The agreement expands on Ansys and C&R Technologies' existing collaboration and enables customers to combine Thermal Desktop's system-level thermal modeling with the Ansys family of multiphysics analysis software — including Ansys' structures, fluids, space, and optical simulation portfolios.

"Innovations in NewSpace, launch vehicles and satellites are advancing at a tremendous pace," said Shane Emswiler, senior vice president of products at Ansys. "By bringing together best-in-class technologies from two industry leaders we can capitalize on this growing market while delivering efficiency and fidelity improvements to our customers."

"Beyond complementing Ansys' portfolio with our thermal simulations focused on thermal-centric modeling and system-level analysis for design and optimization, C&R Technologies is also committed to providing engineers and researchers with an open platform for maximum flexibility and software customization," said Brent Cullimore, President at C&R Technologies. "Our team is elated to join Ansys and deliver best-in-class advanced thermal solutions to the industry."

CAPGEMINI ACQUIRES QUORSUS TO REINFORCE ITS CAPITAL MARKETS SERVICE OFFERINGS

10 October 2022

Capgemini announced the acquisition of Quorsus, a UK-based firm specializing in consultancy services to financial institutions in post-trade technologies, operations, regulatory solutions, and market infrastructure. Its specific industry focus and expertise will allow Capgemini to further support its capital markets clients in addressing not only increasing regulatory requirements, but the need for strategic yet efficient operations across the trading lifecycle.

Headquartered in London, the team at Quorsus works across the financial ecosystem, applying their extensive post-trade capital markets knowledge and delivery capabilities to support clients in regulatory reporting, financial market infrastructure and securities processing. Since its inception in 2019, demand for its services has seen Quorsus achieve rapid growth across a broad portfolio of clients that includes some of the largest, and most prominent, global market participants, market infrastructure providers and industry associations within capital markets.

"While the landscape for financial institutions is re-shaping rapidly due to consolidations, new technologies, and changing operating models, compliance continues to be key. The acquisition of Quorsus brings to our team a set of in-demand specialist expertise to reinforce our capital markets services for financial institutions," said Anirban Bose, CEO of Capgemini's Financial Services Strategic Business Unit and Group Executive Board Member. *"With Quorsus we are strengthening further our ability to deliver end-to-end business transformation to clients in financial services."*

Comments Ryan Baccus, CEO of Quorsus, *"We are very much looking forward to being part of the*

CIMdata PLM Industry Summary

Capgemini Group. Our current clients will benefit from the Group's global scale and breadth of services, which we believe will be critical to ensure our clients can meet both their strategic transformation and regulatory driven change requirements. Our team members will also benefit from the career opportunities that come with joining a global leader."

JDM Technology Group Acquires AerieHub, a Cloud-Based Building Information App

11 October 2022

JDM Technology Group, a leading global software business of best-in-class software providers, has acquired Greenville, SC based AerieHub. AerieHub makes award winning facility management software that provides secure, fast access to critical information to improve maintenance efficiency and strengthen building safety. The transaction closed on September 29, 2022, with approval from owner Lori Morton.

Founded in 1998, Aerie has served facility owners through its patented software, AerieHub, a customizable building information app which allows users to quickly search, view, and share important documents like facility drawings, equipment information, space management data, compliance status, and more. Its intuitive cloud-based solution is used by North American clients across numerous sectors including healthcare, education, manufacturing, and transportation.

"I am thrilled for AerieHub to become a member of the JDM Technology Group," said Morton in a statement. "Our passion for value-driven software and service aligns nicely with JDM's customer-focused approach. For a long time, we felt the information we store in AerieHub would pair nicely with a like-minded CMMS application. After years of searching, we can now give our customers what they so desperately need; an integrated asset / information management system to simplify their world. We are fortunate to be a part of a company whose expertise and global resources will help ensure the growth and long-term success of AerieHub for many years to come."

JDM Technology Group is known for its commitment and attention to their customers, creating exceptional software solutions for architecture, engineering, construction, and operations industries. As a private, family business, the company focuses on long term growth. A unique aspect of JDM's strategy is to never 'end-of-life' their software so that its customers can always choose their preferred solution.

"JDM has always invested in robust building technology that helps customers succeed. Acquiring AerieHub strengthens our existing facility management portfolio and broadens our product offering to our customers," said JDM CEO Jim McFarlane. "We look forward to working with the AerieHub team and continuing its long-standing tradition of innovation, respect, and integrity."

AerieHub joins CMMS providers, EPAC, MicroMain Corporation, MPulse Software, and TeamWORKS as part of JDM's facility management software group.

The company will continue to operate as a separate brand with its existing staff, based in Greenville, SC.

Sage acquires Spherics to help SMBs measure and cut their carbon emissions

12 October 2022

Sage, the leader in accounting, financial, HR and payroll technology for small and mid-sized businesses (SMBs), announces that it has completed the acquisition of Spherics, a carbon accounting solution to help businesses easily understand and reduce their environmental impact.

The acquisition reinforces Sage's commitment to sustainability, in line with its purpose of knocking

CIMdata PLM Industry Summary

down barriers so everyone can thrive. Sage has pledged to fight climate change and help protect the planet, by halving its own emissions by 2030 and becoming net zero by 2040, by supporting SMBs to get to net zero, and by advocating for policy and regulatory frameworks to support the transition to a low carbon economy.

Spherics automates the process of calculating emissions by ingesting data from a customer's accounting software and matching transactions to emission factors to create an initial estimate of their carbon footprint. The software then guides the customer to refine this estimate by submitting further data for a more accurate calculation – supporting SMBs on their journey to net zero.

Spherics also helps SMBs apply carbon emission factors to procurement categories (such as delivery, accommodation, electricity, and travel) to estimate the associated carbon footprint of a transaction. This approach supports customers with spend-based analysis and aligns with the Greenhouse Gas Protocol, the globally agreed standard for measuring carbon emissions.

“We know that SMBs care about the impact they have on the environment, and our research shows that they want to work with suppliers and partners that can help them understand and address it,” said Amaya Suarez, EVP Cloud Operations, Sage. “The acquisition of Spherics represents an important milestone in our sustainability strategy. By combining Spherics’ innovative software with Sage's digital network, we are connecting businesses with their customer and supplier emissions data, enabling easy and collaborative climate action across value chains which helps to reduce carbon.”

“Our vision and mission align very much with Sage’s core values, and we are excited to embark on this new journey to help SMBs knock down barriers to a more sustainable future. Global emissions are still rising fast, and we need immediate and meaningful climate action across the world,” said George Sandilands, CEO & Co-founder, Spherics. “Together with Sage we can help make a global impact on greenhouse gas emissions by supporting SMBs on their journey to net zero.”

“A company’s ability to integrate sustainability metrics into its growth strategy and to demonstrate its sustainability credentials transparently is becoming a strong differentiator globally,” said Mickey North Rizza, Group Vice President, Enterprise Software, IDC. “We see companies moving towards more integrated, outcome-driven ways of incorporating sustainability into every step of the business life cycle, and our studies show that organisations are investing in many application areas directly related to sustainability and ESG initiatives. In particular, the applications of supply chain, finance, and ERP are at the top of this investment with some of the largest benefits of elevated productivity, increased profitability, and decreased costs.”

Headquartered in Bristol, United Kingdom, Spherics will continue to be available as a market solution that integrates with Sage and other accounting software providers in the UK.

Company News

Accenture and Google Cloud Expand Partnership to Accelerate Value from Technology, Data and AI

11 October 2022

Accenture and Google Cloud announced an expansion of their global partnership through a renewed commitment to growing their respective talent, increasing their joint capabilities, developing new solutions using data and AI, and providing enhanced support to help clients build a strong digital core and reinvent their enterprises on the cloud.

CIMdata PLM Industry Summary

Today, more than 13,000 skilled Accenture cloud professionals with over 5,000 Google Cloud certifications are helping companies shape, move and operate their business on Google Cloud. Moving forward and to build on years of successful partnership, Accenture and Google Cloud will invest more resources to help clients operate cloud-first organizations and deliver value under compressed timelines.

“Large, global organizations require highly trained business transformation experts to execute their digital transformations and to quickly generate business value from their cloud investments,” said Thomas Kurian, CEO at Google Cloud. “This next phase of our partnership with Accenture will significantly scale the professional services and implementation support available to customers globally and deliver new solutions to help businesses and public sector organizations benefit from Google Cloud’s capabilities in AI, ML, data analytics, cybersecurity and more.”

“Cloud offers boundless opportunities for companies to be more innovative and resilient, but the real world is full of barriers to value,” said Karthik Narain, global lead of Accenture Cloud First. “Our expanded partnership with Google Cloud is designed to help clients build a strong digital core utilizing Google Cloud infrastructure and products in areas like cybersecurity, data analytics, application modernization and more. A strong digital core helps companies respond to change and shifting dynamics within their industry. By working with Google Cloud to expand talent and pre-build industry-specific, productized solutions, we will accelerate time to value for clients on Google Cloud, from public to edge and everything in between.”

Proven Success with Clients

CNA Insurance, Lendlease and Origin Energy are examples of the leading companies that have selected Accenture and Google Cloud to be part of their digital transformations. Recently, Accenture and Google Cloud helped Sydney-based international real estate group Lendlease launch a one-of-a-kind software platform — Podium Property Insights — for workplace managers and real estate owners to optimize space utilization and cost savings within buildings that support employers in improving the employee experience. The software aims to promote safer and healthier buildings through tracking real-time data analytics and predictive and immediate action recommendations, with goals to decrease employee complaints by up to 30% and increase workplace productivity by up to 12%.

New Partnership Investments

Accenture and Google Cloud will help companies utilize the full power of cloud and data, which include:

- **Google Cloud Talent Creation:** Accenture will expand to 15,000 Google Cloud certifications in areas such as application modernization, data analytics and AI, mainframe migration, cybersecurity and sustainability.
- **New Solutions Powered by Google Cloud:** Accenture and Google Cloud will develop solutions and accelerators for specialized industry use cases, such as customer transformation, sales and marketing optimization, smart analytics, visual inspection and more.
- **New Global Innovation Hubs:** Accenture and Google Cloud will invest further in new joint Innovation Hubs in Dublin and other global sites to rapidly iterate, pilot and deploy innovative solutions on Google Cloud. A joint engineering center of excellence will address specialized technical use cases for data analytics, AI, ML, application modernization, infrastructure, security and SAP.
- **ai.RETAIL Optimized for Google Cloud:** Accenture’s integrated retail platform, ai.RETAIL, will be optimized to harness Google Cloud’s Product Discovery and Vertex AI capabilities to help companies improve consumer engagement and conversions and make their supply chain

more sustainable.

Google Cloud's 2021 Global Services Partner of the Year

Google Cloud named Accenture its Global Services Partner of the Year for 2021, recognizing Accenture's innovative thinking, exceptional customer service and best-in-class use of Google Cloud products and services. The recognition also acknowledges the incredible people who share a commitment to fundamentally improve business at the world's largest companies.

Since its inception in 2018, the Accenture Google Cloud Business Group has migrated more than three million users to Google Workspace. Accenture has been a Google Cloud Partner Award winner 14 times.

Today's news follows recent industry recognition pointing to Accenture as a Leader in Everest Group's PEAK Matrix for Google Cloud Platform System Integrators 2021. Accenture has also boosted its Google Cloud resources through recent acquisitions including Sentia, Wabion, among others.

AVEVA Announces European and North America Winners of its Chemical Engineering Student-Focused Annual Process Simulation Competition

5 October 2022

AVEVA, a global leader in industrial software, driving digital transformation and sustainability, has announced the European and North American winners of its fourth annual Process Simulation Competition. This year's contest sought to address energy storage, widely viewed as one of the biggest challenges of transitioning to sustainable energy sources around the world. The competition asked participants to explore the process design choices that must be analyzed to store energy in the form of methanol. This year's best project was won by Italy's Davide Perico, who received the highest scores from the judges for his innovative idea that stood out amongst all the entries.

The 2022 competition winners are:

- Best Overall – Davide Perico, Politecnico Di Milano, Italy
- Best Steady State – Aritz Fraga and Aimar Martín, Euskal Herriko Unibertsitatea, Spain
- Best Steady State - Matthew Cochran and Jose Pena, Texas A&M, USA
- Best Economics – Maximilian Jacob, Hochschule Mannheim, Germany
- Best Dynamics – Sebastian Pichler, Stefan Lindhuber, Friedrich Alexander Universität, Germany and Michael Mirkes, Technical University Munich

Andrew McCloskey, Executive Vice President of R&D, AVEVA, commented, “This academic competition enables us to harness the creativity and inspiration of young engineers and coders just completing their studies and getting ready for the real world of innovation. It's great for us because we get access to truly fresh thinking and creativity and great for them as they can build their portfolio and get a taste of real-world product development thinking. AVEVA is delighted to be supporting the young coding engineers of the future!”

Mihaela Hahne, Senior Director, Industry Segment, Academia at AVEVA said, “On behalf of AVEVA, I congratulate all the participants of this year's Process Simulation Competition. We saw a fantastic response to the challenge, as well as many insightful submissions that offer hope for a future underpinned by sustainable energy. Picking the groups of winners from all the quality submissions has been a particular challenge, however I'm pleased with the final choices, and offer them my best wishes for the future.”

CIMdata PLM Industry Summary

The competition, first launched in 2018, is a platform for chemical engineering students to develop their process simulation skills. Students are invited to tackle the challenge by utilizing AVEVA Process Simulation, an innovative integrated platform covering the complete engineering lifecycle of design, simulation and training. The easy-to-learn software was developed expressly to empower the next generation of engineers, so students with no prior experience were encouraged to participate in the competition.

Entrants were judged on different criteria including the quality, completeness, and precision of their project entry, as well as their process engineering and simulation abilities. The first place ‘Best Overall’ winner receives either \$3,000 or is eligible for an internship at AVEVA’s offices in California. Second, third and fourth place go to ‘Best Steady State’, ‘Best Economics Optimization’ and ‘Best Dynamics’ respectively. All three categories receive \$1,000.

“The competition is a great way for outstanding young talent to build academic credibility and experience. It enables students to demonstrate original thinking and apply their knowledge in a real-world environment. The competition also gives them hands-on experience with AVEVA’s powerful Process Simulation software, all of which better prepares them for life after graduation,” Hahne added.

The 2022 competition was split into three segments, with deadlines in February, March, and April. The modular approach enabled students to enter the competition multiple times, while supporting their academic coursework, thus allowing keen participants to tackle a different project challenge each time. The 2022 competition was announced in November 2021.

Bricsys Partners with CADprofi to Offer 2D Standard Parts Library for Fast, Design-Compliant Workflow

13 October 2022

Global provider of design software Bricsys[®], part of Hexagon, today announced a strategic partnership with CADprofi[®], a leading developer of CAD design applications.

The alliance will provide BricsCAD[®] Mechanical users with an integrated 2D standard library of over 50,000 feature-rich design tools and 500 national and international standards, vastly accelerating design work on the platform.

This collection of design assets will grow with annual updates, fulfilling Bricsys’ open and interoperable principle for users to access the latest tools and add to their future workflows. The combined, multi-language solution makes it easy for multiple users in different locations to interact with data on drawing and plans.

With AI-driven tools purpose-built to optimize design creation and editing workflows, this 2D library functions as “*smart-content*” inserted at any stage of the detailing process. This additional data provides a simple way to ensure that the final drawings are complete and compliant with the applied production standards.

Additionally, the user-friendly interface in CADprofi[®] works seamlessly within the BricsCAD Mechanical environment. Intuitive by design, all users within a project’s workflow can access the full capabilities from the design features without extensive software training.

Cliff Brown, Executive Product Manager at Bricsys[®], says: “*BricsCAD[®] is all about choice, and some users choose to design in 2D, rather than 3D mechanical design. Our collaboration with CADProfi helps us quickly deliver on any content and design tool requests and is yet another exciting development of our user-centric solutions.*”

CIMdata PLM Industry Summary

Krzysztof Aranowski, Key Account Manager at CADprofi® says: *“The cooperation between Bricys® and CADProfi gives users more innovative possibilities for their design projects whilst preserving full compatibility with BricsCAD®.”*

Notes to editors:

From October 31st, 2022, until 30th April 2023, Bricys® users can freely access the CADprofi® integration, when purchasing BricsCAD® Mechanical or Ultimate with maintenance, or as a subscription.

CP-Symbols Mechanical 2D standard parts add-on for BricsCAD Mechanical Version 23 users is available to purchase from BricsCAD® resellers or in the CADprofi® eStore, accessible from the Bricys® Application catalog.

Cadence and Google Cloud Collaborate to Advance the Electronic System and Semiconductor Design Ecosystem

11 October 2022

Cadence Design Systems, Inc. announced a collaboration with Google Cloud that accelerates system and semiconductor design with cloud-ready tools included in the Cadence® Cloud Passport that have been certified for use with Google Cloud. This collaboration provides engineers with up to 10X improvement in design and verification throughput, accelerating time to market. Cadence tools have been tested and benchmarked on Google Cloud with performance improvements of up to 25% on Google Cloud C2D instances compared with an on-prem infrastructure.

Several customers using the Cadence Cloud Passport on Google Cloud have already realized significant benefits, such as:

- Scale and Elasticity: Delivering unprecedented capability and flexibility to meet customers’ peak demands
- State-of-the-art compute: Access to the latest state-of-the-art high-performance computing (HPC) infrastructure and tools
- Start-up time efficiency: Lowering barriers to entry and speeding up time to solution by enabling their global engineering teams where they work

“Through our work with Cadence and Google Cloud, we have access to a broad set of Cadence tools and IP via GCP that has provided us with optimal compute elasticity to complete our Vision Inference Silicon,” said R.K. Anand, chief product officer at Recogni. “We were able to get our deployment up and running quickly, scale compute on demand, achieve our design goals and dramatically accelerate our project timelines by a factor of 25%. This approach helped us significantly during the peak of the pandemic when we were all remote and needed to complete our design running all the tools in the cloud.”

Google silicon teams have used Cadence cloud-ready tools for verification, implementation, and system analysis workloads on Google Cloud, leveraging flexible consumption models by Cadence. The Google silicon teams successfully developed the Tensor system-on-chip (SoC) and Tensor Processing Units (TPUs) using Cadence cloud-ready tools running on the Google Cloud GCP HPC-optimized infrastructure. Google silicon teams also used the Cadence Jasper™ Formal Verification platform in the cloud to improve the reliability of TPU designs significantly.

“We’re excited to collaborate with Cadence to bring their modeling and simulation software to Google Cloud customers,” said Sachin Gupta, VP and GM of Infrastructure, Google Cloud. “Together we bring

CIMdata PLM Industry Summary

unprecedented functionality, scale, and access, which will enable the next wave of innovative industry products in the electronic design and computer-aided engineering market segments.”

“By furthering our collaboration with Google Cloud, we’re helping customers leverage the massive scalability of the cloud and improve overall design productivity,” said Nimish Modi, senior vice president and general manager, Strategy and New Ventures at Cadence. “Combining the power of our computational software with Google Cloud high-performance compute gives our customers access to a proven solution that provides a competitive advantage.”

The Cadence Cloud Passport is part of the broader Cadence Cloud Portfolio, which offers customers flexible access to Cadence tools in the cloud. The Cadence Cloud Passport and Cadence Cloud Portfolio align with the company’s Intelligent System Design™ strategy, enabling SoC design excellence.

CAPGEMINI AND MICROSOFT COLLABORATE TO OFFER CLOUD-NATIVE DIGITAL TWIN SOLUTION TO HELP ORGANIZATIONS RETHINK THEIR OPERATIONS

12 October 2022

Capgemini announced that it is collaborating with Microsoft to deliver a first-of-its kind, cloud-native, serverless Azure-based digital twin platform, called Reflect^{10D}. This secure, highly scalable platform will leverage best-in-class architecture and technological components from the Azure suite to help transform an organization’s operations and maintenance efficiency, enabling intelligent industry and driving sustainable business value. It will also enable enterprises to meet the ever-growing needs of standardized brownfields management[1] throughout their life cycle and across ecosystems.

In an organization’s life cycle, enormous amounts of data are produced by different assets in a variety of formats and by different actors. These are also often hosted in different IT silos. It is therefore difficult for industrial players to quickly access the right data and have a 360° view of their assets to optimize operations, maintenance and asset availability. Reflect^{10D} addresses this problem by federating data from multiple systems and formats, such as 1D to 3D, Point cloud[1], Geographical information, OT and IoT data[2], and more[3], into a unique referential – the asset digital twin. It is built on an evolutive data model which can be customized for different industries or organizations, leveraging Azure Digital Twins and Azure IoT, while also offering value added services to improve operations and maintenance. This holistic view of the assets enables data-centric collaboration and alignment between teams across multiple geographies, improves overall-decision making and enables the creation of new services.

Jean-Pierre Petit, Digital Manufacturing and Supply Chain Group Offer Leader at Capgemini said, “*Incremental use-cases and a data-driven approach are key to successfully deploying digital twins in the field. Scalable and configurable by design, the deployment of this new platform will make it possible to drive sustainable business value for organizations by delivering shorter turnaround times, breaking down silos within an organization and improving operational efficiency. Together with Microsoft’s cloud expertise, we’re confident in enabling organizations to rethink their operations and shape the manufacturing and business ecosystem of tomorrow.*”

“*Our collaboration with Capgemini offers a seamless opportunity for operators to capture and derive more value from data created across the full asset lifecycle. By leveraging cloud services and the power of digital twins, manufacturers can move from systems of record to systems of reality, driving unique and accelerated competitive advantage at scale,*” said Çağlayan Arkan, Vice President, Global Strategy and Sales Lead, Manufacturing and Supply Chain, Microsoft

Capgemini’s Digital Engineering and Manufacturing teams help shape smart factories, buildings and

infrastructure towards a more sustainable future.

[1] This refers to the operations of an already built building or infrastructure as opposed to a Greenfield, or new asset to be constructed.

[2] A set of data points in space

[3] Operational Technology and Internet of Things

[4] Including Enterprise Resource Planning, Product Lifecycle Management and Enterprise Asset Management

CENIT APPOINTS AXELLE MAZÉ AS CFO

12 October 2022

Axelle Mazé will take over the position of Chief Financial Officer (CFO) from mid-October 2022, succeeding Dr. Markus Wesel. Axelle Mazé, a French native, has been working for the CENIT Group for eight years in the position of CFO of the French subsidiary KEONYS in Paris.

Rainer Koppitz, Chairman of the Supervisory Board of CENIT AG, comments on the change: "With Axel Mazé, we are able to appoint an internal successor who is already deeply familiar with the company's solutions segments and has close ties to the operating business in the core markets of France and DACH. In addition, Axelle Mazé has already contributed significantly to the acquisitions in the M&A field of CENIT AG, so that now an already experienced Management Board team will drive CENIT's growth forward in a strengthened way. In her new role, Axelle Mazé will also play a key role at board level in strengthening the partnership relations with the strategic partner Dassault Systèmes in Paris."

The current CFO, Dr. Markus Wesel, will pursue a new professional challenge, in the course of which he has offered to make the change possible before his contract expires. He will be ending his mandate by best mutual agreement with effect from October 15, 2022. The Supervisory Board thanks Dr. Markus Wesel for this gesture and for his commitment and contribution in recent years.

Christopher Cantrell Joins ASME as Senior Managing Director Overseeing Standards and Conformity Assessment

5 October 2022

The American Society of Mechanical Engineers (ASME) announced that Christopher Cantrell will join the society in the newly created position of senior managing director of standards and engineering services, effective October 17. In this new role, Cantrell will oversee all aspects of ASME's standards development, conformity assessment, and standards research operations. Cantrell joins ASME from the state of Nebraska where he held the position of chief boiler inspector for 15 years, and as both the state fire marshal and chief boiler inspector for the past four years.

"Chris brings to ASME deep experience as a state chief, as chair of the Board of Trustees of the National Board of Boiler and Pressure Vessel Inspectors, as an inspector for Hartford Steam Boiler, our largest authorized inspection agency, and as an ASME committee volunteer," says ASME Chief Operating Officer Jeff Patterson. "Just as important, while in state government, Chris led in the introduction of digital platforms that have enabled his teams to work more efficiently. His familiarity with our volunteers and staff, our standards development and conformity assessment processes, and the systems that support them, plus his accomplishments in organizational transformation, make him the

CIMdata PLM Industry Summary

ideal executive to lead our standards and engineering services team into the future.”

“I am honored to have been selected by ASME to take on this new and important role,” says Cantrell. “For over 140 years, ASME has been the worldwide leader in promoting engineering as a profession and in codes and standards development. Under the leadership of CEO Tom Costabile and COO Jeff Patterson, the society continues to grow and thrive in today’s rapidly changing business and regulatory environment. I am eager to get to work and to be a part of the ASME team.”

Cantrell began his work with pressure equipment in his teens, working summers at his father’s oil well pressure testing company. After high school, he transitioned to an operational role when he enlisted in the U.S. Navy and spent six years as a naval nuclear propulsion plant operator. When his service was complete in 1998, he began his inspection career with Hartford Steam Boiler as an authorized inspector, authorized inspector supervisor, authorized nuclear inspector, and authorized nuclear in-service inspector, and eventually traveled the U.S. performing inspection work for steam generator replacements and pressurizer weld overlays. In 2007, he began working with the state of Nebraska as chief boiler inspector. During his time in this role, he served on the ASME Section XI standards committee for three years, was elected four times to the Board of Trustees of the National Board of Boiler and Pressure Vessel Inspectors, and eventually became the chair. In 2018, while requesting to retain the chief boiler inspector position, Cantrell was appointed by Nebraska Governor Pete Ricketts to also serve as the state fire marshal, a cabinet-level position.

DXC Technology Rolls Out Global Initiative to Support Neurodiversity in the Workplace

12 October 2022

DXC Technology a leading Fortune 500 global technology services provider, is expanding the DXC Dandelion Program which helps neurodivergent individuals with autism, ADHD, dyslexia and other neurological conditions to build careers in the IT industry.

Following the success of the program in Australia and New Zealand, DXC is now launching the initiative across European and Asia Pacific countries. The United Kingdom will be first to launch, building on a 12-month pilot, with Bulgaria, Poland and the Philippines to follow.

Recruitment is now open across the new locations with employment opportunities in various fields including data analytics, software automation, user experience and cybersecurity.

The DXC Dandelion Program was launched in 2014 in Australia with a focus on creating employment pathways and careers for neurodivergent individuals within the IT industry. With no prior professional experience required to participate, DXC has made the program available to individuals of all abilities with the motivation to work in technology. In addition to offering employment, DXC provides participants with technical and vocational training plus professional support by specialised consultants.

Michael Fieldhouse, Social Impact Practice Leader at DXC Technology APAC, who is responsible for the DXC Dandelion Program, emphasizes that “neurodivergent individuals often have an extraordinary ability to think visually and to care for details. These are valuable skills, especially in areas of IT such as cybersecurity and data analytics. By creating an equitable and positive working environment, and by providing the right support framework, we are giving participants of DXC Dandelion the best chance to succeed.”

DXC Dandelion Program in Numbers:

- Employment opportunities created for more than 200 individuals to date

CIMdata PLM Industry Summary

- 92% employment retention rate
- 30-40% increase in the overall productivity of teams which participate in the program
- Recognized by industry organizations globally, winning 17 international awards for its contribution to the development of socially beneficial initiatives
- Recognized in the Top-Scoring Companies list by the Global Disability Equality Index, achieving a score of 100% for the company's disability and inclusion achievements in the last three years
- A pilot of the program began in UK in 2021, providing 15 neurodivergent individuals with employment opportunities
- Participants have the opportunity to work on customer projects. For example, the UK's Department of Health and Social Care (DHSC), where 4 individuals are working on software testing and User Experience (UX) as part of DXC's contract to support the Information Management Services 4 (IMS4) program.

Chris Halbard, President of DXC Technology, EMEA, added "As we continue to grow, it's important that we invest in the communities where we do business and recognize the positive impact of diversity in the workplace. That's why we are extending DXC Dandelion across Europe and worldwide, helping neurodivergent individuals unlock their unique talents and bring success to themselves, DXC and our customers."

Cooperation with NGOs

DXC Technology cooperates with non-governmental organizations, foundations and educational institutions which help to expand the reach and impact of the DXC Dandelion Program and supports identifying and selecting participants who could benefit.

"Disparities in employment participation rates for neurodivergent individuals is a global issue that merits our concerted attention," said Professor of Disability Studies, Academic Director, Susanne Bruyere, Yang-Tan Institute on Employment and Disability, Cornell University ILR School. "Cornell University is pleased to partner with DXC Technology as it further moves the DXC Dandelion Program globally to make information about these targeted neurodiversity hiring initiatives more broadly available through a partnership for an online portal that shares related program information."

HCLTech Celebrates 14 Years Of Progress In Mexico

7 October 2022

HCLTech, a leading global technology company, announced expansion plans in Mexico at its 14-year anniversary celebration in Guadalajara. The company expects to hire 1,300 people in the next two years to strengthen its current employee base of 2,400 people in the country.

HCLTech, a certified top employer in Mexico, will also be opening its sixth technology center in Guadalajara. The new center will significantly expand its presence to serve its growing local and international client base across industries and will focus on creating next-generation digital solutions. In line with the company's hybrid operating model, the center will embrace an agile workplace.

"We are fortunate to have strong partnerships with our clients and partners as we commit to expanding in Mexico," said Ajay Bahl, Corporate Vice President, Americas and Executive Sponsor, Mexico, HCLTech. "This strong network with local ecosystem – along with our investments in cutting-edge delivery centers and a talented workforce – powers our mission of supercharging progress with technological breakthroughs for the industry and the region."

CIMdata PLM Industry Summary

“We are very proud of the work our Mexico teams have accomplished,” said Pablo Gallegos, Country Head, Mexico, HCLTech. “By delivering differentiated services and solutions to our clients, HCLTech is committed to becoming the chosen digital partner for enterprises operating in Mexico and across the globe. We are also committed to developing local talent through our training programs and academic partnership in the region.”

The company recently announced a digital transformation partnership with Cemex, a global construction materials company and an integrated IT Services partnership with Neoris, a leading global digital accelerator.

HCLTech To Scale-Up Brazil Operations With New Next-Gen Technology Center

4 October 2022

HCLTech, a leading global technology company, announced its plan to hire 1,000 people in Brazil in the next two years and will also open a new technology center in Campinas.

HCLTech, a certified top employer in Brazil, is scaling up its operations to serve its growing local and global client base across industries. The company will hire local IT talent to develop and deliver next-generation technology solutions and services across digital, engineering and cloud. In line with its hybrid operating model, HCLTech will embrace an agile workplace.

“We are committed to delivering technology-driven differentiated solutions to our clients’ increasing demands for digital transformation,” said Anil Ganjoo, Chief Growth Officer, Americas and Executive Sponsor, Brazil, HCLTech. “Our commitment to Brazil is part of our long-term strategic plan in the country, which includes supercharging progress for our clients, partners, people and communities in this region of significant importance.”

“We are excited to continue expanding our presence and bringing new economic opportunities to Brazil,” said Fabiano Funari, Country Head, Brazil, HCLTech. “We’re committed to becoming the preferred digital partner for clients in Brazil by delivering the best technology solutions to help our local and global clients on their technology journeys. We are also committed to developing the new generation of technology talent.”

IFS announces winners of the 2022 Partner of the Year Awards

11 October 2022

IFS, the global cloud enterprise software company, is announcing the winners of its Partner of the Year Awards. The annual event recognizes partners’ continued dedication to the IFS Partner Program, commitment to excellence in the service(s) delivered to mutual customers, and expertise in leveraging innovation to extend the capabilities of IFS’s solution. The announcement is taking place this year at the IFS global partner event, IFS Unleashed (Miami Beach Convention Center (MBCC), Miami, Florida, United States, October 10-14, 2022).

The 2022 IFS Partner of the Year Awards comprises twelve categories that recognize the tremendous achievements of IFS’s partner ecosystem and considers partners across all industries, countries, and market segments.

Merlin Knott, Global Head, Partner and Channels, IFS, said: “The aim of the Partner of the Year awards is to commend our partners for their continued commitment to excellence within the global IFS partner ecosystem. What we have seen from the entries we received, and especially the winners we have selected, is a spirit of resilience and determination to succeed despite the challenges and deliver for

CIMdata PLM Industry Summary

customers at that critical Moment of Service™.

“That spirit translates into the great results we are achieving on the ground,” added Knott. “So far in 2022, the total number of deals we have conducted involving a partner is up 14% Year on Year (YoY), while we have also completed just under 1000 new certifications. In addition, we have seen the overall number of deals closed Year to Date (YTD) rise by 25% YoY. These figures, and our awards, bear witness to just how important our partner ecosystem is to us.”

As with previous years, an internal steering committee of global and regional IFS representatives reviewed nominations for the merit-based categories of the awards. Added to that, a panel of veteran industry analysts, Mickey North Rizza (IDC), Daniel Newman (Futurum), and Adam Holtby (Omdia), led on judging nominations for the Innovative and Services categories, drawing on their broad experiences to judge a particularly competitive pool of entries. The awards also featured a Customers’ Choice Partner of the Year category, which was nominated by IFS customers.

Michael Ouissi, Chief Customer Officer, IFS, said: “These awards bear witness to the ongoing efforts and achievements of all our partners through these testing times. Their performance over the past calendar year has been outstanding, and their ongoing commitment to working with us to deliver choice, innovation, and business value to our customers deserves to be warmly commended.

“We continue to see the value of our partner ecosystem as it grows with +1,255 additional certified partners and consultants compared to 2020. The benefits of which were reflected in our revenue figures for the Financial Year 2021 (FY21), as Partner contribution to License Revenue reached 28%. While the overall contribution of partners has increased by 50% YoY. These awards are a celebration of the vital contribution our partners are making to our business.”

The full list of winners is as follows:

Global System Integrator Partner of the Year – Accenture

Finalists: Capgemini and Infosys

A merit-based award, this category recognized those that demonstrated a significant contribution to the continued growth of the IFS ecosystem on a global scale through new customer acquisition, while also delivering unmatched support services to customers.

Regional System Integrator Partner of the Year – Baker Tilly Digital

Finalists: IBM and Tietoenvy

A merit-based award, this category recognized those that demonstrated a significant contribution to the continued growth of the IFS ecosystem in the region through new customer acquisition, while also delivering unmatched support services to customers.

IFS Foundation Partner of the Year – HOIST

This category awards partners on demonstrating true commitment to continued business growth and building a strong partnership together.

IFS Spirit Award – Cooper Software

This category recognizes partners who showed a significant commitment to a “One IFS” mentality, collaborating as a team to create opportunities, deliver successful projects, increase customer satisfaction and market awareness across all IFS solutions.

Customers’ Choice Partner of the Year – InfoConsulting

Finalists: Nayo Technologies and Xitricon

Nominated by IFS customers, this award celebrates the contribution of organizations that have demonstrated their dedication to a genuinely customer-centric approach.

CIMdata PLM Industry Summary

Innovative Partner of the Year – Cedar Bay

Finalists: Baker Tilly Digital and Enterprise Analytics

This award recognizes partners for demonstrating excellence in consistent innovation and implementation of customer solutions, leading to a positive and sustainable impact on their businesses.

Services Partner of the Year – Enterprise – Infosys

Finalists – Capgemini and HOIST

This nomination-based award recognized the IFS partners, whose expertise in implementation methodology, breadth of knowledge of IFS solutions, and superior customer service mentality was instrumental in delivering a multitude of successful projects in record-time - driving exponential ROI for customers.

Services Partner of the Year – Mid-Market – Enterprise Analytics

Finalists – RutterKey and Addovation

This award recognizes partners who provide exceptional delivery of services to mid-market customers supported by expert advice and guidance. This partner displays the value of innovation to mid-sized businesses, solving immediate business challenges and forming the foundation for future transformation.

Channel Partner of the Year – Novacura

Finalists: NEC and InfoConsulting

This merit-based award honors the partner who has demonstrated exceptional efforts in new business development, thought leadership, and products and services that promote IFS in emerging markets.

Growth Partner of the Year – Arcwide

Finalists – Capgemini and Accenture

A merit-based award, this category recognized those partners that, in the past 24 months, exemplified accelerated growth and rapid implementation, having onboarded at minimum one new customer in the past 24 months and demonstrated a true commitment to continued business growth together.

Technology Alliances Partner of the Year – Microsoft

Finalists – Boomi and HERE

This merit-based award recognized the IFS partners that provided exponential value to IFS customers through the delivery of innovative add-on technology; demonstrated ability to respond to ever-changing business circumstances, and contributed to the adoption of IFS solutions within new customer bases to drive pipeline/revenue growth.

Emerging Markets – Tech Mahindra

Finalists - Kurumsal Bilgi Sistemleri and Technodyn

This merit-based award honors the partner who has demonstrated exceptional efforts in new business development, thought leadership, and products and services that promote IFS in emerging markets.

IFS appoints David Spencer as Regional President IFS North America

10 October 2022

IFS, the global cloud enterprise applications provider, announces the appointment of David Spencer as Regional President North America. IFS's current USA lead Cindy Jaudon will extend her responsibilities and move to a global role as Chief Operating Officer for the company's Global Customer Organization. The appointments follow several consecutive years of considerable growth in the region, and will see Jaudon's leadership, operational, and best-practice know-how drive success with IFS's customers, employees and partners communities globally.

As President for IFS North America, David Spencer will focus on further scaling IFS's performance in

CIMdata PLM Industry Summary

the region. Spencer joins IFS from data management software provider, Syniti, where the company experienced significant growth under his leadership and stretched its reach into enterprise-size customers while building a significantly stronger ecosystem. Prior to Syniti, Spencer held several executive roles at SAP, including COO for North America.

IFS's Chief Revenue Officer, **Simon Niesler**, commented: "North America is a hugely significant market for us and we are committed to investing in all areas of the organization. I am therefore, delighted to have David join my team and accelerate our growth in the region." Niesler continued: "I am equally delighted to have the opportunity to bring Cindy Jaudon into a global role; nurturing and investing in our own talent is key value at IFS, and in her new role Cindy will add value to the broader organization through her years of learnings which will directly benefit customers and partners.

Commenting on his new appointment as Regional President for North America, **David Spencer** said: "I am excited to join IFS at an important time in the company's growth journey. We have all the ingredients we need to succeed: a differentiated and compelling proposition, advanced product capabilities, and a strong team. I believe my experience, approach, and ambitions are well aligned to enable us to capitalize on the opportunity that lies ahead of us in North America. I also want to recognize the strength of the business Cindy is handing over, which, together with the team, I am committed to taking to the next level."

Cindy Jaudon, Chief Operating Officer for IFS's Global Customer Organization, added: "I am hugely proud of the achievements of the North American organization over the years I've had the honor to lead the team. I am excited for David to be joining and look forward to working with him as we continue to grow our footprint. With more and more of our customers being truly global organizations, it is natural for us to organize accordingly. I am committed to further advancing IFS's global customer organization so that we can effectively serve our customers as they themselves grow and scale."

The appointments of Spencer and Jaudon follow last week's appointment of Silicon Valley based John Walsh as a non-executive Board director of IFS.

Infor Expands India Footprint with New Development Campus in Hyderabad

12 October 2022

Infor®, the industry cloud company, today announced the expansion of its India operations with the opening of a new development center (DC) in Hitech City, Hyderabad, one of India's top destinations for technology and business. The new multi-storey state-of-the-art development center is spread over 350,000 square feet with capacity for 3,500 employees. The development center was inaugurated by Shri Jayesh Ranjan, principal secretary of the Industries & Commerce (I&C) and Information Technology (IT) Departments of the Telangana government, and Kevin Samuelson, chief executive officer of Infor.

Infor's India DC is among the company's two largest locations in the world, with over 3,700 employees in the country. This investment will allow Infor to continue to pioneer digital technologies such as cloud, mobility, data analytics, artificial intelligence, and IoT to deliver new industry-specific features and functions specialized for industries. With this expansion, Infor aims to leverage India's diverse and skilled talent pool to drive digital innovation through expanded teams that span various functions, including engineering, operations, and research & development.

"Hyderabad is fast emerging as a preferred IT hub for technology companies on the backbone of a thriving environment for the local talent pool. We welcome strategic investments by global companies to drive growth opportunities and provide a platform for talent to hone their skills," said Shri KT Rama

CIMdata PLM Industry Summary

Rao, minister for information technology, Municipal Administration & Urban Development, Industries & Commerce of Telangana. "We are thrilled that several leading technology companies like Infor are deepening their investments in our people and economy. Infor's expansion is an ideal example of fostering a collaborative approach to strengthen businesses and cement Hyderabad's position on the global stage."

"We congratulate Infor on their strategic expansion of the new development campus in Hyderabad. It is truly delightful to witness some of the new-age technology innovations being developed out of Infor's Hyderabad Development Center with the Indian talent getting an opportunity to shape the future of industries," said Shri Jayesh Ranjan, principal secretary of the Industries & Commerce (I&C) and Information Technology (IT) Departments of the Telangana government. "Our constant endeavor is to make Telangana an attractive destination for investment, and we will continue with our effort to collaborate with global companies like Infor to attract the best talent in spearheading breakthrough innovations."

"India is the strategic hub for skilled talents and global technology development for Infor. Over the past decade, we have harnessed the true potential of the immense talent pool in the region, and the expansion of our new development center in Hyderabad excites us to further strengthen our global efforts toward cloud innovation, engineering and research," said Infor CEO Samuelson. "We are confident that the new center will play a pivotal role in sharpening our focus on developing breakthrough technologies that solve business challenges with industry-specific functionality to shape the future of enterprise software, and help world-class companies such as Larson and Toubro, Godrej Industries, Spykar, Plant Lipids and DB Schenker drive business transformations to achieve superior outcomes."

iPoint systems gmbh joins CIRPASS to lay the ground for the deployment of European Digital Product Passports

13 October 2022

iPoint systems gmbh joins the CIRPASS consortium, bringing together a core network of leading organisations in building the European vision for a unified Digital Product Passport (DPP) approach across multiple value chains. Funded by the European Commission under the Digital Europe Programme, CIRPASS aims to prepare the ground for the gradual piloting and deployment of the DPPs from 2023 onwards, with an initial focus on the electronics, batteries, and textile sectors.

On 5 October, the new CIRPASS (Collaborative Initiative for a Standards-based Digital Product Passport for Stakeholder-Specific Sharing of Product Data for a Circular Economy) project officially kicked off with a hybrid meeting taking place in Brussels. With 30 partners representing thousands of industrial, digital, international, standards and regulatory organisations and NGOs across Europe, the 18-month project will respond to the European Commission's call on creating a clear concept of the DPP, defining a cross-sectoral product data model with demonstrated benefits for the circular economy as well as developing roadmaps for its deployment.

DPPs are crucial for enabling the EU's transition to a circular economy

The circular economy will replace wasteful linear economies by 2029, according to the 2019 Garner study. To get there requires turning around the linear supply chain system to create a whole circular ecosystem. Through the DPP, CIRPASS helps in laying the foundation for such an ecosystem across value chains in three sectors batteries, electronics, and textiles, based on common rules, principles, taxonomy, and standards. In specific, the project aims to deliver at least three DPP prototypes for the three sectors as well as reaching agreements on key data for circularity and sustainability. The

CIMdata PLM Industry Summary

consortium partners will also work together to provide recommendations for a data exchange protocol and system architecture, making sure that the product information contained in the DPP will be standardised and machine-readable.

By enabling a successful rollout of the DPPs in critical sectors, CIRPASS contributes to giving the European industry the possibility to implement the circular business model on a large scale and in a resilient way.

Building a balanced and open community dedicated to the roll-out of the DPPs and beyond

To ensure a cross-sectoral approach, CIRPASS unites leading European Research and Technology organisations, supported by three standardisation organisations, an experienced pool of circular economy and sustainability consultancies, several large European industrial associations, digital technologies, and web experts as well as selected digital solution providers. Thanks to this community of expertise and knowledge sharing, the project will build consensus around the DPP concept and contribute to the development of common principles, prototypes, and roadmaps for the deployment of DPPs across value chains, sectors, and market participants.

Besides the collaboration of project partners, stakeholder engagement is a crucial part of CIRPASS's action plan. An ecosystem for stakeholder engagement will be set up. Various activities to activate companies and organisations from across Europe will be announced throughout the project, including joining Expert and Stakeholder groups, participating in CIRPASS's workshops and public events, responding to consultations, and much more.

Joining the CIRPASS consortium, iPoint systems gmbh contributes to the analysis of battery stakeholders' perspectives, technical needs, and requirements. It supports identifying relevant data and DPP-oriented reference architectures. With iPoint's expertise in developing software solutions to collect and analyze data to assess and report the environmental, social, and economic impacts of products it provides input to battery product data standards and formats.

Logility Announces a Global Alliance with Wipro Ltd.

13 October 2022

Logility, Inc., a leader in supply chain innovation powering the sustainable and resilient enterprise, announced that it has formed a strategic alliance with Wipro Limited, a leading technology services and consulting company.

The alliance includes the portfolios of Demand Planning, Resource Planning, Inventory Management, S&OP and Integrated Business Planning capabilities to deliver innovative SCM transformation solutions. Both companies will work closely with clients across the globe to help them resolve pain points along their supply chain.

Advancements in modern technologies like artificial intelligence, machine learning, blockchain, and connected devices/IoT are enabling organizations to reimagine nearly every aspect of their business, making them more connected, data-driven, and efficient. This is especially true for supply chains. There is continuous strain on reducing costs while trying to ensure shorter delivery turnaround time for better customer satisfaction. Companies are relying on digital solutions that enable efficient sales planning, demand planning, resource planning and operations planning. Businesses are employing these advanced technologies to build intelligent supply chains that can use data more efficiently to increase transparency, forecasting, and efficiency from end to end.

Wipro's expertise in business transformation will help clients maximize the robust capabilities of the

CIMdata PLM Industry Summary

Logility® Digital Supply Chain Platform. The robust platform will facilitate digital transformation by providing better insights to help leaders with decision-making.

“We are very excited about this alliance. Our industry-leading digital supply chain platform, together with Wipro’s vast supply chain business transformation experience, will provide clients with a powerful combination that delivers exceptional value and results,” says Allan Dow, President, Logility, Inc.

Gopi Krishnan, Vice President and Managing Partner – Consumer Domain & Consulting, Wipro Limited, said, “Wipro is delivering digital transformations across the globe for various clients and Logility’s alliance allows us to address clients’ next-gen supply chain challenges and helps accelerate time-to-value. Supply chains across the world are going through unprecedented volatility; this alliance will enable Wipro to deliver high impact solutions through market leading technologies.”

Rockwell Automation Names Robin Saitz Chief Marketing Officer

3 October 2022

Rockwell Automation, Inc., the world’s largest company dedicated to industrial automation and digital transformation, announced that Robin Saitz has been promoted to vice president, Global Marketing and Chief Marketing Officer. She reports to Scott Genereux, senior vice president and Chief Revenue Officer.

In her new role, Saitz has global responsibility to lead marketing of Rockwell’s full portfolio. With a focus on driving demand and building the brand globally, she oversees industry strategy, marketing communications, analyst relations, demand generation, and commercial marketing.

Saitz joined Rockwell as part of the company’s acquisition of Plex Systems, completed in September 2021. Most recently, Robin led marketing for software as a service in Rockwell’s Software & Control business segment as the Plex & Fiix Chief Marketing Officer. Fiix was acquired by Rockwell in January 2021. The SaaS and Rockwell marketing teams will come together under Saitz’s leadership.

“Robin is an engineer turned marketer with a deep expertise in marketing across multiple industries,” Genereux said. “With her outside-in thinking and customer focus, she will build on the strong foundation we have to further elevate our go-to-market approach and make Rockwell the first choice in industrial automation and information solutions.”

“Rockwell is at the center of so many important industry initiatives including digital transformation, cybersecurity, and sustainability. Our solutions are critical to delivering successful business outcomes for our customers,” Saitz said. “This is why I am honored and excited to lead marketing for such a well-respected company.”

Prior to joining Plex, Saitz held CMO roles at Avecto, a cybersecurity solutions provider (acquired by BeyondTrust), and Brainshark, a sales enablement software company. Robin spent more than 20 years at PTC, including her role as senior vice president of Global Marketing and Operations. She started her career as an engineer in packaging design.

Saitz earned a bachelor’s degree in engineering from Trinity College in Hartford, Conn., and a master’s degree in engineering management from Northeastern University in Boston.

Siemens and Desktop Metal join forces to accelerate sustainable Additive Manufacturing at scale

11 October 2022

Siemens and Desktop Metal, Inc., global leaders in digitalization and additive manufacturing technologies, announced a multi-faceted partnership aimed at accelerating the adoption of additive manufacturing (AM) for production applications with a focus on the world's largest manufacturers.

The sweeping collaboration will touch many aspects of the Desktop Metal business and benefit end-users in a variety of ways:

- Increased integration of Siemens technology in Desktop Metal's AM 2.0 systems, including operational technology, information technology, and automation.
- Desktop Metal solutions will be fully integrated into Siemens simulation and planning tools for machine and factory design. For example, Siemens Digital Twin tools are now used for designing some machines and Siemens Advanta can simulate all levels of the binder jetting process and global plant planning, enabling fast and reliable decisions for factory planning.
- The two companies will also be working on specific industrial-scale projects involving data handling and environmental, health and safety topics.
- Siemens and Desktop Metal will work together to promote the benefits of AM 2.0 technologies, with a focus on binder jet 3D printing as a key technology solution that can reduce waste, produce more, and build more resilient supply chains.

"Additive Manufacturing plays a crucial role as horizontal technology for many industries on their way to improved material efficiency and decarbonization," stated Tim Bell, head of the Siemens Additive Manufacturing business in the United States. Bell continues, "We are very excited about this partnership with Desktop Metal. Combining our digital twin concept for planning and simulation as well as the automation of the production systems with the technology of Desktop Metal will accelerate the transformation to scale. As additive manufacturing continues its path to industrialization, collaborations like this will drive additive manufacturing to greater levels of quality and throughput only traditional manufacturing methods profit from today."

"We're proud to partner with Siemens to improve the integration of Desktop Metal solutions into existing trusted Siemens manufacturing infrastructures, which can help manufacturers prove out their manufacturing resources and concepts prior to the purchase of full work cells," said Ric Fulop, Founder and CEO of Desktop Metal. "Enabling customers to simulate different task-time scenarios for the full binder jetting process can help customers plan before they purchase any equipment. As our technology continues to make inroads toward high-volume production, we believe Siemens technology will be of increasing value to our customers."

Siemens Digital Industries (DI) is an innovation leader in automation and digitalization. Closely collaborating with partners and customers, DI drives the digital transformation in the process and discrete industries. With its Digital Enterprise portfolio, DI provides companies of all sizes with an end-to-end set of products, solutions and services to integrate and digitalize the entire value chain. Optimized for the specific needs of each industry, DI's unique portfolio supports customers to achieve greater productivity and flexibility. DI is constantly adding innovations to its portfolio to integrate cutting-edge future technologies. Siemens Digital Industries has its global headquarters in Nuremberg, Germany, and currently employs approximately 75,000 people internationally.

Trimble Changes Headquarters to Westminster, Colorado

6 October 2022

Trimble announced that the company has changed its headquarters from Sunnyvale, California to Westminster, Colorado.

Westminster is Trimble's largest employment center in the U.S. and serves as a central business hub for several of Trimble's core market segments including agriculture, construction and geospatial. In addition, Trimble's CEO, CFO, a number of its senior business leaders, and more than 1,000 employees are located in Westminster.

"Colorado has proven to be a strategic location in our U.S. operations since we opened our initial Westminster office in 2000," said Rob Painter, Trimble's president and CEO. "The area attracts a desirable, diverse and growing pool of tech talent and provides an attractive quality of life for our employees."

Trimble's Sunnyvale presence in Silicon Valley is linked to the company's rich history and has been a center of innovation since Trimble was founded in 1978. Sunnyvale will continue to be a strategic hub for Trimble and has been designated as the Silicon Valley Center for Innovation and Operations.

Trimble's Sunnyvale core business functions include engineering, legal, operations and sustainability, corporate accounting and tax. No other changes are associated with the new headquarters designation.

"Sunnyvale will continue to be the center for technology development across a range of areas critical to Trimble's success going forward. Our presence is strategically important for the company," said Painter. "In addition, the Silicon Valley talent pool plays an important role in recruiting experienced high-tech employees for our local operations."

The headquarters change will have no material impact on Trimble management, employees or customers.

Trimble Westminster

Trimble opened its operations with 40 employees located at the Church Ranch Office Center in Westminster in September 2000. The initial focus for the location included the strategic development of the architecture, engineering, construction (AEC) and mapping and geographic information systems (GIS) markets. The two-building campus, which was built using Trimble's advanced construction technologies, is LEED Gold and Silver certified, and is over 240,000 square feet on 15 acres located at 10368 Westmoor Drive. To advance sustainability, the buildings were designed to achieve energy costs savings, and reduce overall environmental impacts. In addition, the campus is installing on-site solar as a renewable energy source. With the evolution of the campus, the focus expanded to include marketing, testing and applications engineering. The campus also includes an outdoor technology development and testing center.

Event News

CGS Executives Tapped to Moderate Panels at Augmented Enterprise Summit

11 October 2022

CGS, a global provider of business applications, enterprise learning and outsourcing services, announced two of its executives will moderate panel sessions at the upcoming Augmented Enterprise Summit being held October 18-20, 2022 in San Diego's Town and Country Hotel.

CIMdata PLM Industry Summary

The leading event for enterprise virtual reality, augmented reality and mixed reality (XR), Augmented Enterprise Summit is the longest-running and most comprehensive event dedicated to the business and industrial applications of XR, wearables, and other emerging technologies, including body-worn sensors, exoskeletons, digital twins, and more.

Based on their depth of industry knowledge and extensive experience in XR enterprise learning, strategy, and platform development of TeamworkAR by CGS, executives Doug Stephen, president of the learning division and Micah White, vice president of research and development, were selected to moderate panels on adoption of AR, VR and XR in the enterprise and its integration with other IoT technologies.

“As the global XR market reaches an anticipated \$300B by 2024, businesses need first-hand, trusted knowledge on how these technologies are evolving and impacting their workforce. This is why Augmented Enterprise Summit is the ‘can’t miss’ event of the year,” said Doug Stephen. “We’re honored to be recognized for our expertise and ability to facilitate meaningful discussions about the current state of emerging technologies and the use cases for how businesses can take advantage of them.”

Stephen will moderate a panel on “Getting Started – A Roadmap for Successful Adoption of XR,” being held on Tuesday, October 18th at 11:15 a.m. He will be joined by industry experts from Amerisource Bergen, Johnson & Johnson, American Electric Power, and Avery Dennison. Panelists will address the steps businesses need to take to successfully introduce XR into their organization, including evaluating, piloting and measuring the impact of XR at work.

Micah will moderate the panel, “The Connected Workplace: Integrating XR with Other IoT Technologies in the Enterprise” being held on Wednesday, October 19th at 4:45 p.m. White will lead the discussion on the ways XR is becoming even more transformational, opening up new business models and unlocking greater value. Specifically, panelists from Altria, Chevron, Walmart, and SWM International will discuss building a fully connected workplace and workforce using technologies including Artificial Intelligence (AI), Machine Learning (ML), Digital Twins, Automation/Robotics, Drones, 3D Printing, Cloud and Edge Computing, and Blockchain.

Lectra Hosts 2022 ideation On the Road Conference; Heading to Major North America Cities

11 October 2022

Innovation leader Lectra announced that the annual ideation Conference will be on the road for the first year since acquiring Gerber Technology. As the industry faces macroeconomic issues from supply chain disruption to rising inflation, ideation will make way for expert insights and commentary that can shape the ideas and strategies, for digital transformation that will fuel the industry forward.

For over 20 years, ideation has been bringing together the Fashion industry to discuss and showcase how technology is shaping the future. In 2021 ideation was held virtually with a live fashion show event in the Lectra Innovation Center and gathered over 2,200 industry professionals. This year, the conference will be back in person and touring major cities coast to coast, beginning in New York on November 9th and 10th, followed by Los Angeles on December 8th, Mexico on November 17th, and Atlanta in January 2023.

"Today, more than ever, the fashion industry relies on digital transformation to keep pace with consumer demand and manage the ever-evolving supply chain challenges we face globally," said Leonard Marano, President of Americas at Lectra. *"Lectra continues to lead the*

CIMdata PLM Industry Summary

conversation surrounding industry 4.0 technology and its potential to disrupt, innovate, and improve our industry – ideation is the perfect place to have that discussion."

Since Lectra's 2021 acquisition of Gerber Technology, this year's ideation event will highlight the unified brands, the current interoperability and what's coming in the future. Ideation attracts leading companies including platinum sponsors Kornit and Greentex, as well as sponsors SPESA, DXM, Twine, Fashion Snoops and Coresight Research.

Through ideation on the road, there will be more opportunities that feature industry-leading discussions including:

- Keynote given by Bill McRaith, industry veteran and former executive at PVH, Walmart, and Victoria's Secret
- Industry panels
- Informative breakout sessions
- Demonstrations of solutions via interactive studios
- Invite-only executive forum
- Live fashion show (in select cities)

With the dramatic shift towards e-commerce, social media and even live-streamed selling, brands, retailers, and manufacturers have had to rethink the way they sell, develop, and manufacture their collections in a new direct-to-consumer approach.

Lectra's solution, Retviews, will be showcased at the ideation, highlighting how brands can easily assess their market and better gauge supply chain issues, to offer consumers what they want while predicting the market's available stocks and prices. The platform monitors over 5,000 brands globally, curating the data onto the Retviews platform allowing users to easily visualize it through easy-to-digest reports. In addition to Retviews, this year's ideation event will include On Demand and optimized cutting room solutions that will showcase the initial design to the final product. Through Lectra's solutions, such as Fashion On Demand by Lectra, Kubix Link, Gerber AccuMark, and Quick and Flex Offer by Lectra, merchandisers and eCommerce managers will gain insight into how to succeed in a world where planning is facing headwinds. Special announcements and the latest product releases will also be shared, including the new Gerber AccuMark v15.1, Kubix Link, Gerber YuniquePLM and Cloud Nesting.

To learn more about ideation or to register, please visit <https://www.lectra.com/en/ideation-on-the-road-rebuilding-the-industrys-future-together>.

Sage puts focus on customer success as it kicks off Sage Transform 2022

10 October 2022

Sage, the leader in accounting, financial, HR and payroll technology for small and mid-sized businesses (SMBs), announced the winners of the annual Sage Intacct Customer Success Awards as it kicks off the Sage Transform 2022 conference. The hybrid event, taking place this week in Orlando and online, will focus on how Sage is helping SMBs knock down barriers and enabling them to thrive.

As a lead-in to this year's conference, now in its 15th year, Sage revealed the winners of the 2022 Sage Intacct Customer Hero and Industry Awards. These awards recognize organizations that have used the innovative functionality within Sage Intacct software to dramatically improve their business and financial operations.

This year's top customer award, the **Sage Intacct Customer Hero** award, goes to Vitamin Angels.

CIMdata PLM Industry Summary

Vitamin Angels is a public health nonprofit working to improve nutrition and health outcomes in low-resource settings worldwide. They strengthen, extend, and amplify the impact of their partner organizations working to reach the most nutritionally vulnerable groups – pregnant women, infants, and children – who are underserved by existing systems. Until recently, the organization used many manual, paper-based processes to manage its finances. The team wanted a new more advanced system along with a better user interface and flexible reporting capabilities.

As a result, the team not only improved accounts payables efficiency by 60% and eliminated accounts receivables and revenue data entry, but also helped increase restricted revenue by \$14 million dollars over three years. Additional key results using Sage Intacct include:

- Freed up \$200,000 in logistics costs, helping serve an additional 800,000 women and children
- Saved 10 hours per month in AR data entry

In addition, six other Industry Customer Success Award winners were announced:

Financial Services Customer Success – Haversine Funding

Formed in 2018, Haversine Funding helps asset-based lenders, inventory, equipment, and real estate lenders fill funding gaps by providing participation options, as well as senior and junior lender finance lines. Haversine used Sage Intacct's report writing tools to provide more efficient and timely reporting to internal and external investors. Other highlights include:

- Handled significant growth in portfolio size without increase in headcount
- Provided better financial reporting to external investors and internal managers
- Shortened monthly and annual reporting timelines

General Business Customer Success – Sprague Pest Solutions

Sprague has been solving pest problems in the western United States for over 90 years and is the second largest commercial pest management company in the country. As a result of using Sage Intacct, Sprague was able to:

- Improve visibility into real-time cost and people management
- Implement additional workflows within a single system to improve accuracy and internal control structure
- Save \$25K in annual license fees in consolidating to a single software product

Healthcare Customer Success – Verida

Verida is a leading Non-Emergency Medical Transportation Management Company that touches the lives of millions of Medicare and Medicaid members annually. Verida's results using Sage Intacct include:

- Simplifying numerous internal processes
- Automating the allocations process, which saved the company hours of time
- Increasing the accuracy of the allocation process, which provided more financial insight across the businesses' entities

Hospitality Customer Success – One Table Restaurant Brands

One Table Restaurant Brands own and operate 46 locations across California and Arizona for both Tender Greens and Tocaya Restaurant brands. By switching to Sage Intacct, One Table Restaurant Brands was able to:

- Save approximately \$300K by bringing all outsourced accounting in-house

CIMdata PLM Industry Summary

- Reduce accounting overhead by 21% amid 90% business growth
- Increase accuracy and speed monthly close by 20%

Professional Services Customer Success – Worksighted

Worksighted is a fast-growing Managed IT services provider based in Michigan, serving customers in many states. Sage Intacct has given them the tools that allow the Worksighted team to import large amounts of transactions using the import feature. With Intacct, Worksighted was able to:

- Reduce invoice importing time to 15 minutes, instead of several days a month
- Remove tedious manual data entry work
- Improve reporting, and access to data in order to get actionable data intelligence

Software/SaaS Customer Success – Springbuk

Springbuk is a leading health data analytics SaaS solution provider which empowers employers and benefits advisors to sharpen their health benefits strategy, advance employee health, and contain costs. Intacct products helped Springbuk:

- Shorten close time to as few as five business days, a 73% improvement
- Scale amid 4x growth in contract volume
- Reduce churn by 7% through automated renewals and upsells

“The companies recognized with this year’s Sage Intacct Customer Success Awards, showcase the immense power of our innovative technology to knock down barriers and create true success for our customers.” said Dan Miller, Sage’s EVP of Sage Intacct. “The streamlined processes and improved insights that these companies experience using Sage Intacct allow them to thrive, even in today’s challenging business environment. At the end of the day, Sage’s success will always be defined by the satisfaction and achievement of our customers.”

Knocking Down Barriers for SMBs

During the week, conference attendees can expect incredible learning opportunities via nearly 200 sessions which include a mix of hands-on labs, roundtable discussions, industry thought leadership, and customer-led sessions. The activities at Sage Transform are designed to empower members of the Sage Intacct customer and partner communities to:

- maximize their use of Sage products
- gain greater industry insights
- connect with peers, as well as industry and product experts
- learn about solutions to expand their use of Sage’s platform

The event includes a mix of keynotes and breakout sessions focused on the latest best practices, vertical-specific industry insights, and breakthrough technology innovation for finance teams. There is also customer pre-conference training, a CFO Summit for top finance leaders, and a Partner Town Hall for Sage Intacct value-added resellers and members of the Sage Intacct Accountants Program.

Sage Transform Marketplace Expo

Transform 2022 attendees will also enjoy access to the largest-ever Sage Intacct Marketplace Expo. With nearly 75 exhibiting or participating sponsors, this expo will showcase a broad array of Sage partners, all under one roof, offering pre-integrated solutions that extend Sage Intacct’s award-winning financial management solutions.

This year’s **Titanium Sponsor** is: PwC

CIMdata PLM Industry Summary

PwC is a community of solvers combining human ingenuity, experience, and technology innovation to deliver sustained outcomes and build trust. PwC is in the business of transformation and known for its focus on and commitment to achieving results.

This year's **Diamond Sponsor** is: Expensify

Expensify is a payments superapp that helps individuals and businesses around the world simplify the way they manage money. More than 10 million people use Expensify's free features, which include corporate cards, expense tracking, next-day reimbursement, invoicing, bill pay, and travel booking in one app.

Alliance Partners: Amazon Web Services and Microsoft

Platinum Sponsors: ADP, APS, Bill.com, Blackline, Emburse, FloQast, HighRadius, Tipalti, VersaPay, Workforce Go!, and Yooz.

Gold Sponsors: Accrualify, Airbase, Armanino, Auditoria.ai, AvidXchange, Baker Tilly Digital, CData Software, Chargebee, Cross Country Consulting, EbizCharge, FISSPAN, Gaviti, GCPay, Kantata, Martus Solutions, MineralTree, Nectari Software, North49, Paystand, Prophix Software, Quadient Financial Automation, Ramp, Repay, Solver, Teampay, Tesorio, Trintech, Venn Technology, Vision33, and Wipfli.

Silver Sponsors: The AICPA, Altec, APIWorx, Avalara, Bitwave, Bluesnap, CertiPro, CPA.com, Databasics, Fyle Inc., Globalization Partners, Greenshades, Greytrix, Inova Payroll, Jirav, LeaseQuery, Limelight, Lockstep, MISys, Pacifictech, Paya, Phocas Software, Procure, Rippling, Routable, Sanco Software, TrueCommerce, Virtuuous, Zap Data Hub, and Zenwork.

Financial News

Continued Demand Drives Strong Growth for TCS in Q2

10 October 2022

Tata Consultancy Services reported its consolidated financial results according to Ind AS and IFRS, for the quarter ending September 30, 2022.

Highlights of the Quarter Ended September 30, 2022

- Revenue at **\$6,877** million, +**8.6%** YoY | Constant Currency growth: +**15.4%** YoY
- Order Book at **\$8.1** billion | Book to Bill at **1.2**
- Operating Margin at **24%**; contraction of **1.6%** YoY
- Net Income at **\$1,298** million, flat YoY | Net Margin at **18.9%**
- Net Cash from Operations at **\$1,327 million** ie **102.3%** of Net Income
- Net headcount addition of **9,840** | Workforce strength: **616,171**
- Diverse and inclusive workplace: Women in the workforce: **35.7%** | **157** Nationalities
- Building a G&T workforce: **11.7 million** learning hours clocked | **1.5 million** competencies acquired
- LTM IT Services attrition rate at **21.5%**
- Dividend per share: ` 8.00 | Record date 18/10/2022 | Payment date 07/11/2022

Rajesh Gopinathan, Chief Executive Officer and Managing Director, said: *“Demand for our services continues to be very strong. We registered strong, profitable growth across all our industry*

CIMdata PLM Industry Summary

verticals and in all our major markets. Our order book is holding up well, with a healthy mix of growth and transformation initiatives, cloud migration and outsourcing engagements. As clients prepare for a more challenging environment ahead, technologies like cloud that have been embraced now have to be fully leveraged to realize the promised value. TCS has the combination of contextual knowledge, technology expertise and execution rigor to deliver on this imperative.”

N Ganapathy Subramaniam, Chief Operating Officer and Executive Director, said: *“This was another quarter of excellent execution that saw us delivering several transformational projects like the largest migration of 2.3 million policies to our TCS Insurance platform in one go in the UK, or the trading platform at the Gift City. Our delivery leadership congregated during the quarter and are raising the bar further on execution excellence with frameworks like Rigor in Transformation. We are pleased that our office facilities are becoming once again the place of buzz with more and more of our employees and clients celebrating togetherness to realize their full potential.”*

Samir Seksaria, Chief Financial Officer, said: *“We are steadily making our way towards achieving our operating margin priority for the year, aided by leverage from good growth, the flattening of the workforce pyramid, steadily improving productivity and currency support. Very importantly, the headwinds from the supply-side challenges are abating, so that sets us up well for the seasonally weak second half of the year.”*

Milind Lakkad, Chief HR Officer, said: *“Reflecting our culture of being committed to our employees, we have honored all the job offers we had made. Our investments in capacity building and organic talent development have allowed us to substantially grow our business ahead of headcount addition this quarter. We believe our quarterly annualized attrition has peaked in Q2 and should see it taper down from this point, while compensation expectations of experienced professionals moderate.”*

Q2 Segment Highlights**

Industries: Growth was led by Retail and CPG (**22.9%**), Communications & Media (**+18.7%**), and Technology & Services (**+15.9%**). Manufacturing as well as Life Sciences & Healthcare verticals grew **+14.5%**, while BFSI grew **+13.1%**.

Markets: Among major markets, North America led with **+17.6%** growth; Continental Europe grew **+14.1%** and UK grew **+14.8%**. In emerging markets, India grew **+16.7%**, Latin America grew **+19%**, Middle East & Africa grew **+8.2%** and Asia Pacific grew **+7%**.

Services: There was strong, broad-based growth for all services in Q2, led by Cloud, Enterprise Application Services, and Cyber Security.

- **Consulting & Services Integration:** We continue to be the thought leaders for clients for programs of high strategic relevance. Growth for the quarter was led by M&A, cloud strategy and transformation, and enterprise agility consulting services.
- **Cloud Platform Services:** Demand for cloud modernization services continued across all hyperscaler cloud services to drive scalability, reliability, and business transformations in all industry verticals. Hybrid cloud strategy continues to be the preferred approach for most enterprises, as it offers the right balance across the IT and business spectrum.
- **Digital Transformation Services:** Cloud ERP, customer experience, connected services and managed security are the themes that drove the growth in Q2. There was strong traction across areas like intelligent products, software defined vehicles, connected services, sustainability and energy transition. TCS Neural Manufacturing solutions are being adopted by customers in their

CIMdata PLM Industry Summary

‘Factory of the Future’ initiatives. Demand for cybersecurity services continued to be robust as clients focus on protecting critical infrastructure; there is greater adoption of TCS Cyber Defence Suite for operations, monitoring, GRC and reporting. There was strong demand for cloud ERP transformation and M&A integration leveraging TCS Enterprise Navigator™ consulting-led transformation framework and preconfigured industry solutions built on TCS Crystallus™. There was also increased cloud adoption across sales & service channels, supply chain, human capital, and analytics to drive business value by transforming the customer experience and providing better insights and decisioning.

- **Cognitive Business Operations:** There were multiple large deal wins for digital transformation of operations in data center and network, digital workspace, and customer experience. TCS’ deep domain and contextual knowledge coupled with differentiated value propositions underpinned by MFDM™, ignio™ and Cognix™ are helping capture opportunities. Areas which saw most growth in Q2 include digital F&A, agile supply chain and human capital management services.

** Year on Year Growth in Constant Currency terms

Key Highlights

- **Sainsbury’s**, a leading supermarket retailer in UK, has selected TCS as its transformation partner to build business agility and flexibility. TCS will modernize Sainsbury’s infrastructure landscape using TCS Enterprise Cloud™. Additionally, TCS will provide end-to-end managed services for application support, information security, modern workplace services, and network connectivity. The new flexible and scalable digital core will help Sainsbury’s provide better value for customers through innovation and lower cost to serve; drive growth with data-led, machine-first core operations; and meet its net zero goals.
- **Catalent, Inc. (Catalent Pharma Solutions)**, an S&P 500® company, has selected TCS to transform to next gen operating model led by Machine First approach for its global infrastructure services. TCS’ transformative and automation led solution will deliver enhanced user experience, resilient, stable, and mature operations to support Catalent’s business growth globally.
- Selected by **PostNord**, a European postal services company, as the strategic partner to transform and manage critical business applications. TCS engagement scope includes Agile development, Cloud ERP/CRM, Datacenter services, and Network services.
- Selected by **Bane Nor**, a European railway infrastructure operator and provider, to transform their Identity and Access Management (IAM) landscape with TCS Cyber Defense Suite.
- Selected by **Northern Powergrid**, a large UK-based power distribution company, as the partner for Smart Utility Solutions. TCS will implement Distribution System Analysis Tools, which support long term planning, advanced power systems analysis, real-time network analytics and automated operations. This will ensure flexibility and resilience of their entire distribution system.
- Selected by **Prorail**, the Dutch Government organization responsible for management of the national rail infrastructure, to manage and transform its core traffic management portfolio of applications. TCS has been selected for its rich railway domain experience and proven delivery capabilities in Netherlands. TCS will accelerate Agile and DevSecOps adoption across the portfolio and establish best in class practices to make operations safer.
- A leading oil and gas MNC, has renewed its partnership with TCS for business transformation and generating value through digital technologies. TCS will help reimagine and transform the

CIMdata PLM Industry Summary

organization's workplace thereby improving digital experience for its workforce across 70+ countries. TCS will also leverage its products and solutions like ignio for neural automation and Digilocker to help modernise operations and support the delivery of their long-term strategy..

- **TAP Air Portugal (TAP)**, the flag carrier of Portugal has selected TCS as a strategic partner to accelerate its digital transformation roadmap and drive innovation as part of its post-pandemic business strategy. TCS will leverage its rich global airline experience combined with its Portugal-centric delivery model to help TAP develop and execute the airline's digital strategy.
- Chosen by a North America based air carrier as the core transformation partner on a multi-year Cloud Migration/ Modernization program spanning applications across technology and core business functions. This will help in business agility, enhance travel experience and improve operational efficiency.
- Selected by a leading European pharmaceuticals manufacturer to provide quality and compliance services globally, and drive digital transformation. TCS will leverage agile practices, automation controls and processes for accelerating product development.
- Chosen by a UK supermarket chain to drive Finance and HR process transformation. TCS will leverage TCS Cognix for Finance powered by MFD, analytics and AI/ML to re-engineer processes, make them fit for purpose and drive TCO optimization.
- Selected by a UK-based semiconductor technology company as the strategic partner to transform its enterprise IT operating model. TCS will leverage its contextual knowledge to deploy a synergized operating model across applications and infrastructure services enabling the customer's growth journey.
- Selected by a European healthcare equipment manufacturer for building a digital core leveraging a leading ERP solution on a hyperscaler platform to enable a standardized scalable business model for its carved-out entity. The new platform will create capability for growth and expansion into new markets.
- **Boots**, a leading health and beauty retailer and pharmacy chain, selects TCS to reimagine its supplier funding – to automate, redefine, simplify and standardize supplier promotion funding processes. The scope includes blueprinting and development of a supplier funding application to enable and improve supplier promotion funding set up and approval process.
- A large UK bank has selected TCS for developing an enterprise data fabric architecture that enables advanced analytics at scale. TCS proposed this solution leveraging its deep contextual knowledge, portfolio of tools and accelerators and hyperscaler cloud expertise. This will help the bank drive more personalized products and services, understanding customer's financial needs at various life stages and deepening relationships with customers thereby propelling growth for the bank.

Customer Speak

“In our first year of partnership, TCS’ Cognitive Business Operations and our Xerox Centers of Excellence embarked on multiple transformation initiatives across various business functions to drive process improvement and business value. In particular, we leveraged TCS Cognix powered advanced analytics solution alongside business contextual knowledge to provide growth and transformation. We are encouraged for the future as this transformation initiative helped us realize a positive impact in cash flow.”

– **Xavier Heiss**, Chief Financial Officer, Xerox

CIMdata PLM Industry Summary

“TCS has been a valuable partner in delivering a transformed platform to drive our integrated enterprise growth strategy,” said. “We look forward to strengthening our relationship with TCS as we adopt cloud and enable continuous innovation to become a digital-first healthcare enterprise.”

– **Pankaj Tiwari**, EVP and Chief Information Officer, Penumbra Inc

“TCS’ transformation readiness-led approach helped us prepare, plan and successfully deliver our HR transformation programme and improve the employee experience. TCS has a deep understanding of M&S’s business, and this helped us to meet the business objectives of our HR transformation,” said

– **Mark Dickson**, CTO, M&S.

“TCS’ Cognitive Business Operations (CBO) has helped Telstra reimagine the order-to-activate operations covering onboarding and the retention value chain to enhance customer experience. They leveraged the concepts of Integrated Operations, Machine First™, Agile methodology, and Process reengineering coupled with their deep contextual and industry knowledge, resulting in management of peak order volumes and enablement of value-added services. The transformation helped improve the NPS by 16.1 points...”

– **Rhonda Rumler**, Principal, Mass Market Operations, Telstra

“TCS is a key enabler in supporting Nokia’s digitalization and transformation. We look forward to strengthening our relationship with TCS as we transform our HR tools and practices and improve employee experience for our teams around the world.”

– **Alan Triggs**, Chief Digital Officer, Nokia.

Research and Innovation

As on **September 30, 2022**, the company had applied for **6,922** patents, including **170** applied during the quarter, and been granted **2,560** patents.

Human Resources

TCS’ workforce was at **616,171** as on September 30, 2022, a net addition of **9,840** during the quarter. The workforce continues to be very diverse, comprising **157** nationalities and with women making up **35.7%** of the base.

TCS has been meeting demand for services around new technologies by continually investing in organic talent development. In Q2, TCSers clocked **11.7 million** learning hours, resulting in the acquisition of **1.5 million** competencies.

IT services attrition was **21.5%** on the last twelve months’ basis. With normalizing wage expectations and talent supply catching up across the industry, the company expects attrition to start to taper down in H2.

Awards and Recognition

Business Leadership:

- TCS brand **ranked #4** overall and **#1** among all technology firms in the **2022 FutureBrand Index** for innovation, good customer service, contented workforce and strong management.
- Ranked as the **most valuable Indian brand** by **Kantar BrandZ India**; TCS’ brand value rose 212% from 2020 to 2022.
- Recognized with the **2021 Best Practices Company of the Year Award** for its visionary innovation, market-leading performance, and unmatched customer impact in the **GCC’s Business Process Outsourcing Industry** by **Frost and Sullivan**.

CIMdata PLM Industry Summary

- Won the **CXO Tech Innovation Award** for digital innovation in smart collaboration at the **CXO Tech Awards 2022**.
- Won **32 Brandon Hall awards** (21 Golds, 7 Silvers and 4 Bronzes) and **13 Stevie awards** (5 Golds, 5 Silvers and 3 Bronzes) across various functions in HR.
- Won **4 Golds** and **1 Silver** at the **ET HR Future Skills** awards for best learning teams.
- Recognized among the **Most Preferred Workplaces 2022** by Team Marksmen in collaboration with India Today Television.

Innovation and IP

- **Quartz™** recognized as an **Industry Special Leader** and ranked **#1 Fraud Management solution** in the **IBS Intelligence Sales League Tables** for 2022.
- **TCS BaNCST™** ranked **# 1** in the **Investment and Fund Management** category for the third consecutive year, and **#2** in the **InsurTech** category in the **IBS Intelligence Sales League Tables** for 2022.
- TCS products and solutions won **2 Gold, 3 Silver** and **1 Bronze** Stevies at the **Stevie International Business Awards® 2022**: 1 Gold in the Project Management Solution category for **TCS Allocation Reimagination**, 1 Gold in the Software Defined Infrastructure category for **TCS Infrastructure as Code**; 2 Silvers in the Artificial Intelligence/ Machine Learning Solution category for **TCS Optumera™** and **TCS OmniStore™**; 1 Silver Stevie in the Event Management Solution category for **TCS Prime Events** and 1 Bronze in the Collaboration/Social Networking Solution category for **TCS Enterprise Social Collaboration**.

Partner

- Named **APJ Global System Integrator Partner of the year 2021** at **Software AG 2021 PartnerConnect Partner Awards**.
- Named to the **Microsoft Business Applications 2022/2023 Inner Circle**, for the third consecutive year. This is based on TCS' sales achievements that place it in the top echelons of Microsoft Business Applications' global network of partners.
- Won the **Consulting Partner** award in **Manufacturing and Energy** at the **Salesforce 2022 Partner Innovation Awards**.
- Won the **GSI Partner of the Year** award at the **AWS Summit**, Bogota, Colombia.

Informatica to Report Third Quarter Fiscal 2022 Financial Results on October 26, 2022

10 October 2022

Informatica, an enterprise cloud data management leader, announced it will report financial results for the third quarter of fiscal year 2022, which ended September 30, 2022, following the close of the U.S. markets on Wednesday, October 26, 2022. Informatica will hold a conference call on the same day at 1:30 p.m. Pacific Time (4:30 p.m. Eastern Time) to discuss its quarterly financial results.

The conference call can be accessed by dialing (844) 200-6205 from the United States or (929) 526-1599 internationally with access code 619433.

A live webcast and replay of the conference call can be accessed from the investor relations page of Informatica's company website at <https://investors.informatica.com>.

CIMdata PLM Industry Summary

Infosys announces results for the second quarter ended September 30, 2022 on Thursday, October 13, 2022.

13 October 2022

Infosys, a global leader in next-generation digital services and consulting, reported strong Q2 performance with year-on-year growth at 18.8% and sequential growth at 4.0% in constant currency. Year-on-year growth was in double digits across all business segments in constant currency terms. Digital comprised 61.8% of overall revenues and grew at 31.2% in constant currency. Operating margin for the quarter increased sequentially by 150 bps to 21.5%. Large deal TCV for the quarter was robust at \$2.7 bn, highest in last 7 quarters. FY 23 revenue guidance is revised to 15%-16%; operating margin guidance is also revised to 21%-22%.

"Our strong large deal wins and steady all-round growth in Q2 reflect the deep relevance and differentiation of our digital and cloud solutions for clients as they navigate their business transformation," said **Salil Parekh, CEO and MD**. "While concerns around the economic outlook persist, our demand pipeline is strong as clients remain confident in our ability to deliver the value they seek, both on the growth and efficiency of their businesses. This is reflected in our revised revenue guidance of 15%-16% for FY 23," he added.

	18.8% YoY	21.5%	11.5% YoY	
31.2% YoY	4.0% QoQ	Operating	Increase in	\$2.7 bn
CC Digital	CC Revenue	margin	EPS	Large deal
growth	growth	(in \$ terms)	(₹ terms)	TCV

1. Key highlights:

For the quarter ended September 30, 2022

- Revenues in CC terms grew by 18.8% YoY and 4.0% QoQ
- Reported revenues at \$4,555 million, growth of 13.9% YoY
- Digital revenues at 61.8% of total revenues, YoY CC growth of 31.2%
- Operating margin at 21.5%, decline of 2.1% YoY and increase of 1.5% QoQ
- Basic EPS at \$0.18, growth of 2.5% YoY
- FCF at \$589 million, decline of 17.3% YoY; FCF conversion at 78.6% of net profit

For six months ended September 30, 2022

- Revenues in CC terms grew by 20.1% YoY
- Reported revenues at \$8,999 million, growth of 15.7% YoY
- Digital revenues at 61.4% of total revenues, YoY CC growth of 34.5%
- Operating margin at 20.7%, decline of 2.9% YoY
- Basic EPS at \$0.34, growth of 0.8% YoY
- FCF at \$1,245 million, decline of 21.0% YoY; FCF conversion at 86.6% of net profit

CIMdata PLM Industry Summary

"Operating margins in Q2 expanded sequentially by 150 bps, helped by our operational rigor. While supply side challenges are gradually abating as reflected in the reducing attrition rates, they continue to exert pressure on our cost structure," said **Nilanjan Roy, Chief Financial Officer**. "In line with the capital allocation policy, the Board has announced an interim dividend of ₹16.50 per share, an increase of 10% over FY 22 interim dividend and an open market share buyback of ₹9,300 crores," he added.

2. Capital allocation

The Board in its meeting held today approved the following:

- Buyback of Equity Shares, from the open market route through the Indian stock exchanges, amounting to ₹9,300 crore (Maximum Buyback Size, excluding buyback tax) (app. \$1.13 bn*) at a price not exceeding ₹1,850 per share (Maximum Buyback Price), subject to shareholders' approval.
- Interim dividend of ₹16.50 per share (app. \$0.20 per ADS*) vs. FY 22 interim dividend of ₹15. The total amount of interim dividend will be app. ₹6,940 crores (app. \$0.85 bn*).

**USD-INR rate of 82.00*

3. Client wins and Testimonials

- Currys plc entered into a strategic collaboration with Infosys for technology and business process services, to help accelerate profitable growth of their business across key UK and European markets. "As part of our ongoing transformation, Infosys will help us design and deliver a next-generation Group Business Services capability. This collaboration will give us access to world-class digital operations across UK, Europe and India, benefitting our colleagues and customers with best-in-class technology, systems, and processes; and new sources of competitive advantage for our core business," said **Bruce Marsh, Group CFO, Currys plc**.
- Infosys Cyber Next platform and Palo Alto Networks strengthened Bpost's security posture as part of the cloud transformation journey. **Rony Monnaie, CISO, Bpost**, said, "While we embarked on our cloud transformation journey, Infosys drove several well-considered cybersecurity initiatives to protect our environment and improve Bpost's overall security posture. Today, both our employees and customers benefit from the secure foundation we now have to deliver and track both mail and parcels."
- Spirit AeroSystems entered into a five-year collaboration with Infosys to co-innovate Aerostructure and Systems Engineering Services by leveraging Infosys' next-gen technologies. "At Spirit AeroSystems, we believe our ability to continuously advance our offering at design and engineering levels is one of our competitive differentiators. Our longstanding collaboration with Infosys means we are well-positioned to co-innovate on critical stages of product development, ensuring we continue to pursue the highest standards in quality and airworthiness. This strategic agreement further reinforces our strengths and will leverage mutual synergies to accelerate the development of world-class, sustainable aerostructures and services across our commercial and aftermarket business segments," said, **Dr. Sean Black, Senior Vice President and Chief Engineer, Engineering and Technology, Spirit AeroSystems**.
- Infosys collaborated with Telenor Norway to accelerate their IT modernization and establish Telenor as a product-based organization through a co-managed model. Commenting on this collaboration, **Birgitte Engebretsen, CEO, Telenor Norway**, said, "In current times, it is imperative for an organization like Telenor Norway to stay ahead of the curve and ensure that our customers are provided with superior service. To do this, we have to be future-ready. Staying

CIMdata PLM Industry Summary

true to our strategy of 'Beyond Connectivity', combined with our powerful collaboration with Infosys, we are excited to embark on this modernization journey that will empower us to serve our customers better."

- "Infosys has been our technology partner for more than 5 years. Infosys has helped us transform not only our technology landscape, but also how we engage with students and colleagues helping us to develop new digital solutions and build new data platforms to gain real value and insights to better inform our decision-making," said **Judi Turnbull, Director for Information Technology at Open University**.

PROS Holdings, Inc. Announces Date of Third Quarter 2022 Financial Results Release, Conference Call, and Webcast

11 October 2022

[PROS](#)®, the CFO's best-kept secret for profitable growth, will release its financial results for the third quarter 2022 ended September 30, 2022 after the U.S. financial markets close on Tuesday, November 1, 2022.

PROS Holdings, Inc. will host a conference call on Tuesday, November 1, 2022, at 4:45 p.m. ET to discuss the company's financial results and business outlook. To access this call, dial 1-877-407-9039 (toll-free) or 1-201-689-8470.

The live and archived webcasts of this call can be accessed under the "Investor Relations" section of the Company's website at www.pros.com. A telephone replay will be available until Tuesday, November 15, 2022, 11:59 PM ET at 1-844-512-2921 (toll-free) or 1-412-317-6671 using the pass code 13733111.

PTC to Announce Fiscal Q4'22 Results on Wednesday, November 2nd, 2022

12 October 2022

[PTC](#) will release its fiscal 2022 fourth quarter and full year results on Wednesday, November 2nd after the stock market closes. Senior management will host a live webcast and conference call to review the results on Wednesday, November 2nd at 5pm Eastern Time. The earnings press release, accompanying earnings presentation, and financial data tables will be accessible prior to the conference call and webcast on the Investor Relations section of the Company's website at [PTC Investor Relations](#).

Wipro announces second quarter results, delivers growth of 4.1% QoQ

12 October 2022

Wipro Limited, a leading technology services and consulting company, announced financial results under International Financial Reporting Standards (IFRS) for the quarter ended September 30, 2022.

Highlights of the Results

Results for the Quarter ended September 30, 2022:

- Gross Revenue was ₹225.4 billion (\$2.8 billion¹), an increase of 14.6% YoY
- IT Services Segment Revenue was at \$2,797.7 million, an increase of 8.4% YoY
- Non-GAAP² constant currency IT Services segment revenue increased by 4.1% QoQ and 12.9% YoY
- IT Services Operating Margin³ for the quarter was at 15.1%, an increase of 16 bps QoQ
- Net Income for the quarter was ₹26.6 billion (\$326.8 million¹) and Earnings Per Share for the

CIMdata PLM Industry Summary

quarter was at ₹4.86 (\$0.06¹)

- Operating Cash Flows at 180.6% of Net Income for the quarter was at ₹48.0 billion (\$590.0 million¹), an increase of 101.0% YoY
- Our closing employee count in IT Services increased to 259,179
- Voluntary attrition⁴ measured in trailing twelve months for the quarter was at 23.0%, a moderation of 30 bps from the previous quarter
- Our top 5 clients grew 19% YoY and top 10 clients grew 17% YoY in constant currency terms

1. For the convenience of the readers, the amounts in Indian Rupees in this release have been translated into United States Dollars at the certified foreign exchange rate of US\$1 = ₹81.37, as published by the Federal Reserve Board of Governors on September 30, 2022. However, the realized exchange rate in our IT Services business segment for the quarter ended September 30, 2022 was US\$1= ₹79.93
2. Constant currency revenue for a period is the product of volumes in that period times the average actual exchange rate of the corresponding comparative period
3. IT Services Operating Margin refers to Segment Results Total as reflected in IFRS financials
4. Voluntary attrition is at IT Services excluding DOP measured in trailing twelve months for the quarter
5. Large deal bookings constitute of deals greater than or equal to \$30 million in Total contract value terms

Performance for the Quarter ended September 30, 2022

Thierry Delaporte, CEO and Managing Director, said, “Our strong performance in the quarter is further proof that our strategy is yielding the intended results. The solid growth in our bookings, large deal signings, and revenues underscore our improved market competitiveness and enhanced value proposition.

Our ongoing investments in high-growth strategic areas have allowed us to steadily increase our win rate and enhance the quality of our pipeline. As a result of these efforts and our sharp focus on operational excellence, we are now seeing an improvement in our margins.

We continue to invest in and upskill our talent to stay ahead of our clients’ evolving needs. In the second quarter, we promoted more than 10,000 colleagues and increased salaries across bands. We are pleased to report that we recorded a third consecutive quarter of moderation in attrition.

As the market conditions evolve, I believe our comprehensive portfolio of differentiated offerings position us extremely well to serve the changing needs of our clients and help them face the challenges of an uncertain macro environment with confidence.”

Jatin Dalal, Chief Financial Officer, said, “We achieved margins of 15.1% in Q2 after absorbing the impact of salary increases and promotions. Our margin improvement was led by better price realisations and strong operational improvements in automation-led productivity. Our Operating Cash Flows was robust and at 181% of our Net Income for the quarter.”

Outlook for the Quarter ending December 31, 2022

We expect Revenue from our IT Services business to be in the range of \$2,811 million to \$2,853 million*. This translates to a sequential growth of 0.5% to 2.0%. *Outlook is based on the following

CIMdata PLM Industry Summary

exchange rates: GBP/USD at 1.18, Euro/USD at 1.01, AUD/USD at 0.68, USD/INR at 79.47 and CAD/USD at 0.75

IT Services – Large deals

Wipro continued its momentum in winning large deals with our customers as described below: –

- A US-based technology company has selected Wipro as their preferred transformation partner for engineering services to modernize their advertising-technology suite of products as well as the underlying enterprise-wide infrastructure. Wipro will help the customer migrate their workloads to the cloud and provide these services from four global locations in an agile POD-based delivery model.
- A global chemicals company has selected Wipro to deliver Service Desk, Field Services and Service Integration & Management for its employees across 63 countries. This strategic partnership will consolidate multiple vendors into one single provider and standardize processes to improve efficiency.
- A large, US-based healthcare plan has selected Wipro as its strategic partner to help expand its self-funded small group business. Wipro will be using its proprietary healthcare payer digital platform for processing claims and providing member services, ensuring cost efficiencies.
- A global technology company has selected Wipro for the consolidation and transformation of its quality engineering services for their flagship products. Wipro will accelerate the time-to-market and improve overall productivity and ensure the highest standards of excellence.
- Wipro has signed a multi-year deal with a large Europe-based facilities management and professional services company. Wipro will help drive automation and digitalisation of business processes to create value for their business.

IT Services - Digital services deals

We continue to see increasing traction in digital oriented and other strategic deals as illustrated below:

- Designit is supporting one of Europe's largest home appliances manufacturers to define a brand neutral and sustainable design vision for laundry care. Designit will conceptualize and outline the innovative new machine architecture and sustainable product story, including design of the product, the experience, and relevant digital touchpoints. The visionary washing machine concept will act as a lighthouse and will be setting the direction for future sustainable products in this segment.
- A US-based automotive component manufacturer has selected Wipro for the comprehensive development of next generation in-vehicle infotainment applications, cloud enablement, device testing and validation. Wipro will deploy a large team of engineers, in a Center of Excellence model, to significantly improve device and platform integration across multiple vehicle programs.
- Wipro has been awarded a contract by a US-based water utilities company to modernize their customer care and billing platform. Through this program, Wipro FullStride Cloud Services will help the client improve its meter-to-cash and field services management capabilities in the cloud.
- A global pharmaceutical and medical devices company has selected Wipro to automate their complaint management process leveraging Wipro Digital Operations Platform and Services. Wipro will help the client address complaints related to medical devices from patients, physicians and nurses in a timely manner and ensure compliance to regulatory requirements.

CIMdata PLM Industry Summary

IT Products

- IT Products segment revenue for the quarter was ₹1.2 billion (\$15.3 million)
- IT Products segment results for the quarter was a loss of ₹0.10 billion (\$1.27 million)

India business from State Run Enterprises (ISRE)

- India SRE segment revenue for the quarter was ₹1.6 billion (\$19.4 million)
- India SRE segment results for the quarter was a profit of ₹0.15 billion (\$1.79 million)

Please refer to the table on page 11 for reconciliation between IFRS IT Services Revenue and IT Services Revenue on a non-GAAP constant currency basis.

Quarterly Conference Call

We will hold an earnings conference call today at 07:30 p.m. Indian Standard Time (10:00 a.m. U.S. Eastern Time) to discuss our performance for the quarter. The audio from the conference call will be available online through a web-cast and can be accessed at the following

link- <https://links.ccwebcast.com/?EventId=WIP121022>

An audio recording of the management discussions and the question-and-answer session will be available online and will be accessible in the Investor Relations section of our website at www.wipro.com

Implementation Investments

Finnish limestone producer Nordkalk selects IFS Cloud for operational optimization

7 October 2022

IFS, the global cloud enterprise software company, announced that Nordkalk Oy Ab, the leading producer of limestone and limestone-based solutions headquartered in Finland, has purchased IFS Cloud™ to increase visibility of international operations and transform organizational efficiency.

The agility IFS Cloud will deliver is especially important given the ongoing disruptions to supply chains in Europe following the pandemic and the resulting fluctuations in demand for products. Mining and quarrying are capital intensive and complex activities that require detailed long-term planning as well as the ability to react to sudden changes and short-term variables such as stone and ore quality, regulations, and new customer requirements.

Using IFS Cloud, Nordkalk will achieve a new centralized overview of its business operations across five countries, harmonizing its IT architecture to drive greater efficiency in production, maintenance, finance, HR, procurement, sales, and operations planning, while supporting sustainability and safer working initiatives. The limestone producer will deploy IFS Cloud to transform its manufacturing processes, increasing operational flexibility and improving consistency of product quality.

The roll out of IFS Cloud covers 750 users across Finland, Sweden, Poland, Estonia, and Germany. The deal was concluded after a competitive process, continuing a relationship with IFS which began in 1991.

“We needed to modernize our business system platform to increase efficiency and achieve the centralized oversight of operations we were lacking. This is essential so we can meet the expectations of our broad range of customers in 10 countries around the Baltic Sea and Central Europe,” said Tita Nurmi, Chief Information Officer, Nordkalk. “The IFS team has the commitment and the solutions that will help us adapt so we can meet our goals and fulfil our ambitions. It is also important for our sustainability initiatives. Without insight into the company, it is not possible to have insight into

environmental impact.”

Implementation of IFS Cloud for Nordkalk has already started. Prior to securing the agreement, IFS conducted a business value assessment examining where the solution could secure gains for the company. The output revealed a clear and quantified view of benefits over time that could be tracked throughout the deployment phase. This helped convince Nordkalk decision-makers that the IFS Cloud was the right choice.

“Nordkalk trusts IFS and its roadmap for IFS Cloud as well as the competence of our local team to deliver,” said Bjarne Baarman, IFS Country Manager, Finland. “IFS Cloud will give Nordkalk the centralized business platform backbone they need, with the flexibility to adapt and add additional B2B components where required. It will give them the improved overview they need to stay competitive.”

FUKUI COMPUTER Partners with Bentley Systems to Promote Digital Transformation in Japan’s Infrastructure Field

6 October 2022

FUKUI COMPUTER, Inc (Head Office: Sakai City, Fukui Prefecture; President: Tadashi Sugita), *the CAD vendor for the construction industry*, has entered into a strategic partnership with Bentley Systems (Head Office: Exton, Pennsylvania, USA; CEO: Greg Bentley), *the infrastructure engineering software company*, to accelerate the adoption of digital workflows in the Japanese construction industry and support the promotion of digital transformation (DX) in the infrastructure field.

In Japan, there are concerns about the increasing shortage of labor in the infrastructure field, which is impacting the ability to take measures to mitigate aging infrastructure. This situation is further aggravated by the intensification and frequent occurrence of natural disasters. To help combat this, FUKUI COMPUTER will leverage the Bentley iTwin platform to augment its cloud-based data sharing service CIMPHONY Plus with 3D/4D visualization, simulation, and digital twin capabilities. The company will launch a digital solution that supports the entire infrastructure lifecycle, spanning project management, design, construction, and maintenance. FUKUI COMPUTER will also launch TREND ROAD Designer for road design, a new 3D application that will leverage Bentley’s OpenRoads Designer, an industry standard for road concept, design, construction, and operations.

By entering into this strategic partnership, FUKUI COMPUTER will provide solutions for digital transformation (DX) in the infrastructure field promoted by the Ministry of Land, Infrastructure, Transport and Tourism (MLIT), leveraging Bentley’s cutting-edge digital technology. The partnership aims to contribute to the improvement of productivity in the construction industry by introducing and utilizing 3D and digital twin solutions in the design, construction, and maintenance management sectors under the i-Construction and BIM/CIM strategy promoted by MLIT.

Carsten Gerke, senior vice president of strategic channels with Bentley Systems, said, “Collaborating with FUKUI COMPUTER benefits all parties. End users will benefit from cutting-edge, world-class digital technology and trusted local expertise. Bentley will address the demanding Japanese infrastructure market and i-Construction regulations through the market leader in Japan, while FUKUI COMPUTER will provide the most innovative digital twin solutions to dramatically improve the construction industry in Japan.”

Tadashi Sugita, president of FUKUI COMPUTER, said, “The strategic partnership with Bentley Systems will allow us to introduce cutting-edge digital technology to the ICT field in the construction industry in Japan. As a software company being trusted by the construction companies who support the

infrastructure in local communities, we will strive to contribute to society by providing useful products and valuable support services.”

Maison Stella & Suzie Selects Centric PLM™ to Transform Retail Development

10 October 2022

Maison Stella & Suzie, an elegant French brand of women’s ready-to-wear clothing, has selected Centric Software’s Product Lifecycle Management (PLM) solution to power their digital transformation. Centric Software® provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Created in 2017 by Margaux Minguez Lahana, Stella & Suzie is a young & fresh ready-to-wear brand, driven by the ambition to offer a complete women’s wardrobe that mixes strong core pieces, accessories, swimwear & home wear with bohemian chic accents. At the beginning, this digitally-native brand distributed products only through their proprietary e-shop. Since then, they have established a corner at Printemps Haussmann in Paris and opened a new boutique in Toulouse.

Stella & Suzie is experiencing very strong growth and needed a comprehensive PLM solution to save time, streamline the development of their product offering and optimize the production process in order to increase product margins. After careful consideration, the company chose Centric Software, the industry leader in PLM solutions for fashion brands, both small and large. Centric’s greatest assets for Stella & Suzie included deep knowledge of the fashion industry, and similarities between other fashion brands that also use Centric to develop similar products.

Besides the clear benefits of Centric’s PLM platform, Romy André-Corbé, product manager for Maison Stella & Suzie, had already used Centric PLM in her previous positions at Naf Naf, a long-time Centric Software customer, and was already familiar with the advantages. Finally, the quality of the customer support offered by Centric was a key determining factor.

“This digital turnaround is essential. We currently have about 30 employees and should have 100 within four years. Building a solid infrastructure from the start of our growth, without waiting until it’s too late, is therefore crucial,” says Romy André-Corbé.

The style and purchasing teams will be the first to use the solution. André-Corbé points out its advantages, “Until now, we used about twenty Excel files. With Centric PLM, the style and purchasing teams will have a unified and up-to-date source of information. Our managers will be able to consult the data in a timely manner, obtain an overview of the final collection, status, prototypes, ‘OK for production’, validation of themes and colors, before entrusting communication, shootings, etc. to the marketing teams.”

She adds, “The financial teams will have direct access to the costs associated with the different collections and to the product margin calculations.”

Maison Stella & Suzie also intends to use the PLM solution to support its environmental objectives: in particular via the analysis of materials (Oeko-Tex) in order to obtain the GOATS label.

“We are delighted that Maison Stella & Suzie has chosen Centric as an ambassador for their cutting-edge and highly differentiated style,” said Chris Groves, president and CEO of Centric Software. “With Centric PLM, Stella & Suzie has taken another step in its development in France and internationally. We look forward to deepening this promising partnership.”

Product News

Corecon Now Offers OCR with Document AI Functionality to Quickly Convert Vendor Invoices to Bills

11 October 2022

Corecon Technologies, Inc., a leading provider of cloud-based estimating, project management and job-cost construction software, now offers OCR functionality as part of Corecon's Procurement Module. For use by Corecon subscribers, as well as outside team members via Corecon's TeamLink Portal, this new tool quickly extracts text from an invoice received in a PDF, PNG or JPEG format and converts it to a draft bill.

"Construction is a fast-paced industry, where every minute counts," says Mid-Atlantic Building Services Office Manager Shawn Peterson. "Our company offers construction services to building owners and property managers in Hampton Roads, requiring manual data entry of approximately 200 vendor invoices per month into Corecon. The new OCR with document AI tool will streamline our accounting process, saving considerable time which we can devote to other processes."

Taking typical OCR to the next level, this new tool uses artificial intelligence (AI) to analyze the invoice format and identifies fields on the form such as invoice number, supplier and line items. It also uses machine learning to detect patterns in the invoice related to a previously scanned document, making it easier to use in the future.

If a purchase order (PO) is referenced on the scanned document, Corecon has built-in workflow logic to show the PO to Bill Wizard so that the finalized bill will be linked back to the original PO. In addition, any missing information that may be required by Corecon, such as cost code references on line items, can be updated prior to finalizing the bill.

"We are always searching for ways to increase efficiency in construction operations, and this new feature is a tremendous timesaver," says Corecon Technologies President Norman Wendl. "It is not uncommon for a construction company to have at least 100 vendor invoices per month requiring manual data entry into Corecon, especially if they self-perform work and have a lot of material-related transactions. With this new add-on tool, vendor invoices can be converted to bills almost instantaneously, saving considerable time, minimizing mistakes and eliminating duplicate data entry."

Corecon Announces New OCR Feature

Existing Corecon subscribers can take advantage of the OCR with document AI add-on immediately, and pricing is based on the number of scans:

- < 20 Scans / Month = \$5/mo.
- < 50 Scans / Month = \$10/mo.
- < 100 Scans / Month = \$18/mo.
- < 200 Scans / Month = \$35/mo.
- < 500 Scans / Month = \$85/mo.
- < 1000 Scans / Month = \$150/mo.
- < 1500 Scans / Month = \$225/mo.
- < 2000 Scans / Month = \$300/mo.

Ganister v2.8 is released !

11 October 2022

Mostly UX improvements for the main client and G-config !

Relationship Creation

We made several improvements on the client side mainly from customers feedback. One that we particularly like is the one about creating new relationships in a relatedObject tab. We kind of used the same user experience we saw in other solutions. One issue was that in the selection window, if you double click on a line, it adds it as a relationship. If you click the validate checkmark, it also adds it. So, many times we add users complaining that they were adding twice a line against there will. We ended up removing the validate checkmark unless you are selecting multiple rows at the same time which prevents you from doing a double click.

Great Performance improvement

We added a last minute improvement which was meant for v2.9 but we push hard on test and validation to have it ready as soon as possible. In a nodeform, we use to preload tabs so that you can tell how many objects are in each tab. We have customers with too many tabs and it creates a lot of unnecessary queries to the server, slowing down navigations if you don't have a great connection. We fixed it and we can fetch the relationship count without loading the tabs themselves. The more tabs you have, the more improvement you will notice.

G-Config

We re-styled G-config. The design did not change much, but it didn't change for a long time so we wanted it to be refreshed. We also improved bits of user experiences. Things which were fine for a tech person but were annoying for non-tech persons. We hope you will like it.

Change Log

- [Main Client] Change relationship modal height for displaying more results
- [Main Client] Fix lifecycle promotions loading when promotion array is empty
- [Main Client] Enhance filtering experience in complex grids
- [Main Client] Add node information on node over in where use popup
- [Main Client] Add confirmation popup when deleting a relationship in a related object tab
- [Main Client] Remove the validation button in relationship selection if one row is selected
- [Main Client] Enable range selection in most grids
- [Main Client] allow / disallow to show superseded nodes
- [Main Client] save grid group expanded state on refresh
- [Ganister Server] Fix displaying the commit reference for support purpose
- [Ganister Server] Update third party libraries to latest request versions
- [Ganister Server] Stringify values to check if they're the same to prevent useless modification saved in user's history
- [Ganister Server] Fix getting token expiration date back from webservice
- [Ganister Server] fix custom graph subqueries
- [G-Config] Enhance Tab translation user experience

CIMdata PLM Industry Summary

- [G-Config] Add default group for new properties
- [G-Config] Default Hidden Lifecycle
- [G-Config] Quick style update on g-config
- [G-Config] Add color and customized image to g-config jumbo and login
- [Upgrade] Remove categories translations from core translations to prevent overwrite during upgrade
- [Reporting Engine] Update report engine version

Looking forward

We are progressively preparing v3 of Ganister. We haven't decided yet when it will be released but it is a sum of many improvements mainly server side for better flexibility better performance and better preparation for the future of javascript. We will also progressively replace our client technology with React components. Christmas might be great this year :)

IFS announces Free IFS assyst licenses throughout 2023

10 October 2022

IFS, the global cloud enterprise software company, announced that it will offer a free year on IFS assyst, its flagship service management solution. Launched at IFS Unleashed, the “Free for 23” initiative enables customers to implement business critical automation spanning Enterprise Service Management (ESM), IT Service Management (ITSM), and IT Operations Management (ITOM).

Digitizing essential processes and workflows is key to every digital transformation initiative, but achieving this across the entire enterprise has often been complex and expensive. With this free IFS assyst offer, users will be able to experience how effective service management capabilities can help them standardize, improve, and automate workflows across all devices simply and easily.

“In today’s hyper-connected digital landscape, providing employees and customers with high quality services is essential to create a competitive advantage,” said Martin Schirmer, President, Enterprise Service Management business unit. “By offering IFS assyst free of charge, we’re advancing our mission to democratize service management, reducing barriers to entry when it comes to cost. With our best-of-breed capabilities, organizations can streamline workflows and deliver rich omnichannel digital experiences anytime, anywhere.”

As part of the initiative, IFS customers will be able to leverage all the assyst modules, including ITSM, ITOM and ESM. No credit card is required to sign up and an enterprise-grade version of IFS assyst is available from the get-go with a 3-year business transformation commitment.

IFS delivers connected operations for global enterprises with October 2022 release of IFS Cloud

12 October 2022

IFS, the global cloud enterprise software company, has announced the October 2022 release of its cloud-based solution, IFS Cloud. In this second communication from its global community event, IFS UNLEASHED, the company details new capabilities that will help global companies connect operations across sites, functions, people, and assets. The 2022 autumn release is the second in IFS's bi-annual release cycle and brings to customers new features and capabilities that further strengthen their ability to compete and scale globally.

CIMdata PLM Industry Summary

As companies face pressures to reduce complexity and operate consistently across their entire business, they need capabilities that help them serve customers faster, reduce downtime, and meet compliance requirements.

Highlights of the new capabilities include:

Visualize global transactions: Manage and visualize operations across multiple currency rates. Improve productivity in currency exchange tasks with the ability to import currency rates automatically to save time in currency exchange. [Finance]

Manage global absence limitations: Set and manage absence limits based on each country's absence requirements, providing HR teams with a full absence view from multiple countries. [Human Capital Management]

Secondment for work tasks: Define employees in the record of one company and make them available as employees and resources in other companies. Allow joint ventures, subsidiaries, and inter-company processing to reduce HR administration and simplify technician task reporting. [Enterprise Asset Management]

Reduce the risk of contract start delays: Initiate the procurement process for parts in one legal entity and conclude it in another. The cost of part replenishment transfers from the asset-owning company to a different company. Enable Maintenance and Procurement Managers to prepare for operations in new legal entities earlier by managing the transition between contracts. [Enterprise Asset Management]

Deliver service more efficiently: Manage a portfolio of repeatable installed products and assets of increasing complexity. Deliver service efficiently in high-volume asset and product service scenarios. [Service Management]

Expand shift planning capabilities: Ensure the right resources, with the right skills, are available for scheduling, including on-call scenarios, with enhancements to the dispatch console for managing in-flight work. [Service Management]

Reallocate field technician jobs: Let dispatchers locate and communicate with the field technicians more easily to reallocate jobs when needed. Identify and resolve any issues to ensure service levels are achieved. [Service Management]

Reduce aircraft turn-around-time: Reduce turn-around time with the introduction of a new solution for MRO Service Providers performing third-party line maintenance and other customers that have aircraft requiring maintenance. Reduce the time of aircraft maintenance work and increase compliance in line with customer requirements. [Aviation Maintenance]

In combination, these new capabilities offer organizations increased operational efficiency and process optimization, which is crucial to global enterprises' growth.

Christian Pedersen, Chief Product Officer, IFS, commented: "As businesses grow and branch out into new international markets, they face a range of new challenges around regulation, market practices, and operating approaches. Our October release of IFS Cloud provides businesses with the capabilities they need to navigate these challenges and thrive on the global stage." **Pedersen continued:** "Through our IFS Cloud solution, we deliver software that can flex and evolve to meet the growing needs of our customers both today and long into the future. This autumn release is the latest evidence of exactly what we can provide to the modern global enterprise."

IFS helps customers drive towards ESG goals with IFS Cloud October 2022 release

13 October 2022

IFS, the global cloud enterprise software company, has announced the latest enhancements to IFS Cloud™. The October 2022 release, part of a twice-annual release cycle of the software, contains numerous enhancements designed to help customers meet their environmental, social and governance (ESG) goals.

Of the new capabilities in the latest release of IFS Cloud, many features are aimed at making it easier and faster for customers to collect, manage and record key data that provides visibility into their environmental performance. These enhancements include:

- New functionality to track indirect greenhouse gas emissions to assess an organization's overall carbon footprint in accordance with the Greenhouse Gas Protocol. [Sustainability Hub]
- The ability to help company and project teams connect and extract data from various sources and assess their performance in Scope 1 and 2 of the Sustainability Hub. [Sustainability Hub]
- A new feature, enabling organizations to record vehicle usage and environmental costs in the planning and scheduling optimization (PSO) process, allowing companies to capture data around the performance of different vehicle types and compare the results, while also enabling report generation to support ESG initiatives. [Planning and Scheduling Optimization]
- Reduce spare part inventory and increase refurbishment by empowering mobile service technicians to manage the return of unused inventory and uninstalled components easily and accurately, thereby reducing waste. [Service Management]

Christian Pedersen, Chief Product Officer, IFS, said: "IFS has come a long way in a short time in its ability to understand and track customers' ESG performance and support them on their journey to sustainability. We have concentrated on the element that represents the biggest challenge: data. Understanding data and being able to collect and interpret it is ultimately fundamental to any strategy. We are focused on making this easier and simpler for every organization to achieve."

Pedersen continued: "Your organization's environmental, social, and governance goals are in the spotlight. IFS tools and innovations provide the data to help drive towards your aims, show progress against commitments, and demonstrate accountability and transparency. Our message to our customers is: 'Stay focused on ESG goals and making an impact on the planet.'"

IFS's twice-annual release cycle, of which the October 2022 update is the latest example, allows customers to constantly evolve their solution without the need for major upgrades or migrations, clearing their road to focus on business transformation.

KeyCreator 2023 Software Release Focused on Improved Drafting

4 October 2022

Kubotek Kosmos announced the release of KeyCreator 2023 which provides expanded and updated drafting capabilities, productivity enhancements to various functions, and extensive updates to CAD translators. Kubotek Kosmos, a leader in engineering and manufacturing geometric software technology, today announced the availability of the 2023 release of the KeyCreator CAD software product line. The primary improvements for users include:

- Improvements to match international drafting standards
- Productivity enhancements

CIMdata PLM Industry Summary

- Updated translators and new formats supported, including latest CATIA format

Matching International Drafting Standards — The updates to KeyCreator drafting capabilities include many improvements to match international drafting standards. A Reference tolerance specification and a user-customizable system for defining ISO Fit tolerances allow both types of new tolerance options to be added to associative dimension entities. ASME Y14.5 support for geometric tolerance feature control frames has been updated to provide additional placement options and match the latest edition of the standard including the new dynamic profile modifier. Support for the Japanese JIS standard has also been expanded to include additional types of surface texture symbol modifiers and improve text position and justification.

Productivity Enhancements Focused on Detailing — General productivity enhancements in the 2023 release answer many customer requests and also mainly focus on detailing. These include a new set of snap positions on text, dimensioning lines, and detail symbols to support associative connection of various entities to locations around dimensions and annotations. Creation of associative auxiliary views in drawing layouts has been made easier by a new label in view lists to easily identify stored custom views which are associative to model geometry. To further support KeyCreator’s ability to easily dimension models in 3D, radial-type dimensions can now be associative directly to cylindrical faces.

Increased Translator Support — Translators to support data from nine separate CAD applications have been updated since the previous major release of KeyCreator. New support is available for the Dassault Systemes CATIA V6 3DXML format and the Rhino .3DM format from Robert McNeil and Associates. Support for the ISO standard JT file format has been expanded to support mesh objects often used as lightweight approximations of solid bodies.

The KeyCreator Product Family

All KeyCreator products remain Windows-based, locally installed, and available as both permanent and lease, standalone and floating licenses. The enhanced file import/export capabilities of KeyCreator Prime and KeyCreator Drafting relates directly to these products' use of the Kubotek Kosmos 3D Framework. A shared file format native to all KeyCreator products allows teams to take advantage of the different specialized functions throughout a project, from hands-on direct modeling to a read-only viewer, KeyCreator Viewer. The updated version of this free program is also available, capable of reading all design data in the KeyCreator CKD format (all previous versions and 2023 version).

Trial Downloads

Trial downloads for evaluation of each KeyCreator product are available from the Kubotek Kosmos web site. Additionally, a limited time offer of 20% off new permanent licenses or leases of all products is available by using the promo code “20OFFQ422” in the Kubotek Kosmos store. The promo code expires December 31st, 2022, and is limited to customers in United States, Canada, Ireland, Norway, and United Kingdom. The same 20% off offer is available from Kubotek Kosmos resellers across Europe, the Middle East, and Africa.

New Cadence Certus Delivers Up to 10X Faster Concurrent Full-Chip Optimization and Signoff

11 October 2022

Cadence Design Systems, Inc. announced the new Cadence® Certus™ Closure Solution to address growing chip-level design size and complexity challenges. The Cadence Certus Closure Solution environment automates and accelerates the complete design closure cycle from weeks to overnight—from signoff optimization through routing, static timing analysis (STA) and extraction. The solution

CIMdata PLM Industry Summary

supports the largest chip design projects with unlimited capacity while substantially improving productivity by up to 10X versus current methodologies and flows.

The Cadence Certus Closure Solution eases the design signoff closure bottlenecks and complexities that come with developing today's emerging applications like hyperscale computing, 5G communications, mobile, automotive and networking. Prior to the introduction of the Cadence Certus Closure Solution, a full-chip closure flow involved manual, tedious processes from full chip assembly, static timing analysis, and optimization and signoff with 100s of views, taking designers months to converge. The new solution provides a fully automated environment that is massively distributed for superior optimization and signoff. This allows concurrent, full-chip optimization through an engine shared with Cadence's Innovus™ Implementation System and the Tempus™ Timing Signoff Solution, eliminating iterative loops with block owners while enabling designers to make quick optimization and signoff decisions. Furthermore, in conjunction with the Cadence Cerebrus™ Intelligent Chip Explorer, designers can experience additional productivity improvements from block-level to full-chip signoff closure.

The Cadence Certus Closure Solution provides customers with the following benefits:

- Innovative scalable architecture: The Cadence Certus Closure Solution's distributed hierarchical optimization and signoff architecture is ideal for cloud-execution and is operational in both cloud and internal data center environments
- Incremental signoff: Provides flexible restore and replacement of only the changed portions of the design, further accelerating final signoff
- Improved engineering productivity: Fully automated flow reduces the need for multiple, lengthy iterations across multiple teams, providing faster time-to-market
- SmartHub interface: Enhanced interactive GUI allows cross-probing for detailed timing debug to drive last-mile design closure
- 3D-IC design efficiencies: Tightly integrated with the Cadence Integrity™ 3D-IC Solution, it allows users to close inter-die paths across heterogeneous process dies

"Today's design teams often spend five to seven days per iteration to meet chip-level signoff timing and power requirements, and previous methodologies failed to deliver the team collaboration and user experience needed for efficient design closure," said Dr. Chin-Chi Teng, senior vice president and general manager in the Digital & Signoff Group at Cadence. "We are intensely in tune with the needs of the design community, and with the release of the new Cadence Certus Closure Solution, we're offering our customers a novel environment for chip-level optimization and signoff that delivers exceptional PPA results within a matter of hours. With this new Cadence solution, we're empowering customers to achieve productivity goals and deliver products to market faster."

The Cadence Certus Closure Solution supports the company's Intelligent System Design™ strategy, which enables design excellence.

Customer Endorsements

"It is imperative for us to deliver our high-performance and low-power analog and mixed-signal products on schedule. Full chip-level signoff closure is one of the biggest bottlenecks our engineering team faces when working tirelessly to meet customer delivery commitments. With the Cadence Certus Closure Solution, our engineering team can experience overnight full chip-level signoff closure via its concurrent optimization and signoff capabilities, improving overall engineering team productivity. The solution's ability to automate the whole optimization and signoff flow—STA, routing, and extraction—empowers our engineering team to achieve greatly improved design success, realize untapped power

savings of up to 5% and get to market faster.”

-Dr. Paolo Miliozzi, vice president, SoC Design and Technology, MaxLinear

“In today’s dynamic design environment, we require automated and robust signoff closure methodologies and tools to meet time-to-market objectives. With the Cadence Certus Closure Solution, our engineering team observed 6X faster chip-level signoff closure turnaround time versus current methodologies, improving overall productivity. Following this success, we plan to adopt the solution for the development of our latest designs.”

-Yukio Minoda, Senior Principal Engineer, Digital Design Technology Department, Shared R&D EDA Division, Renesas

New version of the visual search engine 3Dfindit.com impresses with many innovative features & new user interface

12 October 2022

Platform for manufacturer-verified 3D CAD, CAE & BIM data offers first-class comfort for construction & engineering

In the past months, CADENAS GmbH has completely renewed the visual search engine for 3D CAD, CAE & BIM models 3Dfindit.com and extended it with numerous innovative functions. As an improved platform, 3Dfindit.com will thus replace the previous 3D CAD & BIM download portal <https://b2b.partcommunity.com> in the course of the year.

The highlights of 3Dfindit.com for engineers, designers and planners

The Augsburg-based software manufacturer has incorporated numerous ideas into the development of the new version of 3Dfindit.com. The range of functions has been expanded to provide even better support for the design and planning process with the intelligent 3D CAD, CAE & BIM models, so-called digital twins. The user interface has also been completely revised to offer engineers, designers, planners and architects an outstanding user experience.

- **Filter Search: Narrow down results with just a few clicks**

Search results can now be narrowed down precisely with numerous filters. Just like users are used to on websites of large online retailers such as Amazon.

- **3D Grid Search**

Starting from a basic shape of the required component, the search results can be narrowed down step by step. The parameters can be adjusted directly in the 3D preview until the part matches the desired model.

- **2D Sketch Search in combination with Color Search**

If the 2D sketch search returns too many search results, one can narrow down the number of results with a subsequent color search.

- **3D Shape Search**

By uploading an existing geometry, the available manufacturer catalogs can be searched for geometrically similar standard and purchased parts.

- **3D preview with numerous additional functions**

The 3D preview of 3Dfindit.com is a valuable tool with numerous features: Changes to the dimensions can be made directly on the component and sections can be added for better evaluation as well as additionally required values can be determined with the measurement function.

- **Coming soon - Direct CAD integrations**

3Dfindit.com is integrated directly into the user interface of numerous CAD systems such as PTC Creo Parametric, Onshape, Autodesk Inventor, Autodesk AutoCAD, Siemens NX, Siemens Solid Edge, Siemens Capital or Dassault Systèmes SOLIDWORKS. CAD users can find the 3D CAD & BIM models of all manufacturer catalogs directly in the CAD system without any detours.

The highlights of 3Dfindit.com for component manufacturers

The 3D visual search engine 3dfindit.com serves as a one-stop shop for millions of engineers, planners and architects worldwide who are looking for manufacturer-verified 3D CAD & BIM models. Therefore, the platform is the place-to-be for component manufacturers in the fields of mechanical engineering, tooling, plant engineering, electronics, industrial automation and architecture who want to reach their target group 100% and offer a top service. "We have also developed exciting features for component manufacturers whose catalog is published on 3Dfindit.com," says Jürgen Heimbach, CEO of CADENAS GmbH. "With the new version of 3Dfindit.com, product catalogs generate even more attention in the search results."

OpenText Teams with NetScaler to Deliver Advanced Web Application Protection

12 October 2022

OpenText™ announced the integration of its BrightCloud Threat Intelligence with NetScaler Application Delivery Controller (ADC). The move will provide NetScaler customers with contextual insights and automatically protect against malicious IP addresses to improve their resilience in managing the latest security threats.

NetScaler ADC and WAF protect customers from known and zero-day application attacks with a comprehensive security solution for web applications and Application Programming Interfaces (APIs) both on-premises and in the cloud. With the BrightCloud IP Reputation Service as its threat intelligence source, NetScaler can efficiently inspect client requests for attack traffic by filtering against known malicious IP addresses. NetScaler's research shows that BrightCloud IP Reputation Service offers the most comprehensive database of known problematic IP addresses. In fact, BrightCloud Threat Intelligence is used within nearly 85 percent of security solutions purchased by enterprises.

"While filtering requests with malicious IP addresses is an effective method to protect applications from attacks, it can be a huge lift and increase inspection overhead. NetScaler came to us for a solution to this challenge that would save their customers time and be easy to operate and reliable," said Ted Harrison, EVP, Worldwide Enterprise Sales, OpenText Security Solutions. "Our BrightCloud IP Reputation Service easily integrates with any NetScaler ADC function, so that customers always have the most up-to-date threat intelligence at their fingertips. We are thrilled to partner with NetScaler to help improve the security posture of its customer base."

With attack sources changing constantly, near real-time updates provided by BrightCloud are critical to safeguard NetScaler customers. Using BrightCloud IP Reputation Service, NetScaler can block application access to from IP addresses that are known, based on BrightCloud data, to be infected. In addition, BrightCloud's contextual mapping across different vectors such as file, domain, and malware data, continuously updates the IP reputation score and highlights typically less obvious connections to potential threat actors. IP reputation scores are updated every five minutes ensuring NetScaler customers have the most up-to-date protection.

Citrix is a pioneer and leader in securing applications and delivering information to users wherever they are. Jason Poole, Director of Product Marketing, Application Security, said of the partnership, "In

CIMdata PLM Industry Summary

teaming with BrightCloud, we can provide our customers with an added layer of real-time protection and granular controls that protect against the new threats opened by flexible work models and ensure their devices, data, employees and customers remain safe.”

Procore Expands Digital Twin Partnerships Through Integration with Willow

12 October 2022

Procore Technologies, Inc., a leading global provider of construction management software, announced its partnership with **Willow**, a leading provider of digital twin solutions for smart infrastructure and real estate. This **partnership** will allow real estate and infrastructure owners to streamline the transition of digital deliverables from the construction phase to the handover and operations phases in a more structured and efficient manner. The integrated solution solves a key industry challenge by allowing owners to deliver reliable project data in a format that can be easily used by the operations team.

Through this integration, asset owners can trace and navigate a complete historical record of construction data from their supply chain that is leveraged throughout the asset's life cycle. This “digital thread” of information can be used to drive a variety of benefits, from vendor performance assessment to informing portfolio performance management, maintenance, and future construction planning. The integration will allow owners to deploy digital twin smart asset management solutions with greater speed.

Willow’s digital twin software, WillowTwin™ assembles and structures data across static, spatial and live data sources, into a virtual replica of the built form. Through the twin, users can drive operational efficiency and cost reductions, improve their sustainability management, and improve IoT/Operational Technology security across their facilities.

“We believe digital twins will transform the built environment,” said CEO and Co-Founder of Willow, Joshua Ridley. “Through this partnership and integration, digital twins and smart asset solutions can be deployed faster and more seamlessly, which in turn can drive smarter maintenance and capital planning.”

By integrating directly with Procore at the start of a construction project, delivery teams can save a significant amount of integration time that is usually spent on asset data checks at the end of construction. Additionally, assets that leverage this approach can have complete digital information that is compliant with data handover standards on day one of operations, rather than spending time finding or recreating information from architecture, engineering or contractor teams.

“Digital twins are now widely accepted and are being implemented on many major portfolios and infrastructure networks,” said Tiffany LaBruno, product director, owners at Procore. “By integrating Procore and Willow, owners can now sync critical data collected during construction execution with any digital twin. This is a great step toward creating a more connected supply chain and solves the issue of siloed data in the delivery of assets.”

Propel Introduces Composable Architecture to PLM and QMS to Accelerate Enterprise Product Collaboration

12 October 2022

Propel Software announced enhancements to its product value management (PVM) platform, delivered with the Winter 2023 release, that streamline business productivity, providing *any* company with the tools needed to achieve product success. Moving to Salesforce’s Lightning Web Components (LWC)

CIMdata PLM Industry Summary

user interface (UI), Propel now offers product companies a best-in-class user experience through a highly-composable solution that supports nearly infinite customer scenarios, rather than a limited set of use cases.

Salesforce LWC are technologies that make it easier to create user experiences with clicks instead of code. These easy-to-use frameworks form a web stack that gives business users the flexibility to personalize experiences without the need for programming. Key benefits of LWC include unlimited flexibility to build custom UI components, enhanced security, and access to a wide collection of templates including easy-to-digest, reusable coding modules and LWC recipes.

Gartner reported in its July 2022 *Market Guide for PLM Software in Discrete Manufacturing Industries* that, “Composable architectures work best with open APIs and low-code application platform visual environments that enable enterprise developers and citizen developers to drag and drop application components, connect them together, and create mobile or web apps.”

“LWC delivers that exact functionality - something that has not been possible with PLM until today,” stated Eric Schrader, Chief Product Officer at Propel.

The Gartner report also predicts that, “By the end 2025, 30% of available PLM applications will be built on top of composable technologies.”

“Propel customers don’t need to wait that long. The move to LWC provides composability now,” Schrader continued, “It adds fuel to our pace of innovation and allows us to deliver robust and timely customer solutions for today’s dynamic business environment.”

Propel’s Winter 2023 release highlights include:

- ***Clicks, not code*** - create business user functions without developer assistance, with no programming required. Work functions are customized and organized across multiple tabs, and rearranged according to user preference. Each record type, or user profile, can be configured according to specific needs.
- ***Quick navigation*** - review part details without launching new browser tabs or windows and make changes by viewing and navigating all affected items in one place, and quickly filter information to a specific criteria.
- ***Customizable components*** - build components using the Salesforce LWC Component library, and mix and match custom built components with those from Propel and Salesforce.
- ***Enhanced user engagement*** - specific, role-based user interfaces improve customer experience for casual and power users with more intuitive, less overwhelming user environments.
- ***Improved collaboration*** - create and deploy custom applications quickly to fuel richer partner and supplier collaboration.
- ***Streamlined processes*** - create dual signatures for training assignments, and watermarking for Cloud documents such as GSuite or Office 365.

Rockwell Automation Speeds Time to Market for New Industrial Automation Design, Launches FactoryTalk Design Hub

13 October 2022

Rockwell Automation, Inc., the world’s largest company dedicated to industrial automation and digital transformation, announces the launch of FactoryTalk® Design Hub™. Industrial organizations can now transform their automation design capabilities with a more simplified, productive way to work powered

CIMdata PLM Industry Summary

by the cloud. Teams of all sizes, skillsets, and locations can work smarter through enhanced collaboration, improved lifecycle management, and on-demand access to cloud-based software. The result is increased design productivity, faster time to market, and systems that cost less to build and maintain.

“In this new age of ‘work from anywhere,’ having centralized, on-demand design tools is critical for businesses to scale production and easily adapt to evolving customer needs,” said Brian Shepherd, senior vice president, Software & Control at Rockwell. “FactoryTalk Design Hub gives manufacturing engineers access to the full breadth of Rockwell Automation tools and capabilities in a centralized nexus for successful design and collaboration across their team and the greater enterprise.”

FactoryTalk Design Hub improves development and deployment of automation projects for industrial organizations, while adhering to the latest security standards and information technology (IT) best practices. It enables teams to access designs on demand from any web browser with software that is always up to date and flexibly scales users and compute capacity to meet project workload demands.

“The digital transformation of automation design capabilities requires both the cloud to maximize control system developers’ productivity, and it also requires that all software tools are connected to each other by a digital thread to maximize collaboration, scalability, and productivity,” according to Craig Resnick, vice president, ARC Advisory Group. “Rockwell Automation’s FactoryTalk Design Hub enables seamless digital thread connectivity between its design, visualization, digital twin, storage, and remote access software tools that provide control system developers with immediate on-demand access to all automation designs as needed regardless of their location, helping these companies to accelerate their initiatives ranging from digital transformation to IT/OT convergence.”

Companies are looking for better ways to solve their most pressing problems. Traditional software design approaches limit collaboration, scalability, and productivity. FactoryTalk Design Hub addresses these three primary concerns for all automation workflow design needs.

“I’m really excited that Rockwell Automation is putting the resources behind this type of development on behalf of control system developers everywhere,” said Doug Hoffer, senior automation engineer at Samuel Engineering. “This could become a really significant way to tie cloud functionality and analytics to the control system development process.”

FactoryTalk Design Hub includes five core solutions:

FactoryTalk Design Studio

FactoryTalk® Design Studio™ is a new cloud-native software product built from the ground up to improve system design efficiency. Available anytime, anywhere using only a web browser, there are no downloads or installs required and no software maintenance responsibility. Beginning with controller design, FactoryTalk Design Studio reduces development time by leveraging modern software development practices and an integrated version control system. Teams can collaborate more easily than ever with automated tools to share and merge changes, and project sizes can scale dynamically with support for multiple controllers in a single project. FactoryTalk Design Studio is ready to change the way industrial automation systems are created.

FactoryTalk Optix Software

FactoryTalk® Optix™ is a new product addition to the Rockwell Automation visualization portfolio. Known as “visualization for visionaries,” FactoryTalk Optix is the first cloud-enabled HMI product to be launched within FactoryTalk Design Hub. With FactoryTalk Optix Studio, users can design, test and deploy applications directly from a web browser. Optional cloud-based connectivity enables new

CIMdata PLM Industry Summary

collaborative workflows that allow modifications to be made from anywhere, anytime. FactoryTalk Optix is designed to improve processes, efficiency, and deliverables using a scalable, modern platform.

FactoryTalk Twin Studio

FactoryTalk® Twin Studio™ is an end-to-end automation design solution where users can design, program, simulate, emulate, and virtually commission in one cloud environment. The cloud-hosted ecosystem employs Rockwell's best-of-breed software products and is accessible from anywhere using a web browser. FactoryTalk Twin Studio allows users to develop their next project better and faster by moving seamlessly across Rockwell design solutions, collaborating with teammates in real time.

FactoryTalk Vault

FactoryTalk® Vault™ provides secure, cloud-native centralized storage for manufacturing design teams. With its modern version and access control, FactoryTalk Vault with advanced Design Tools allows for greater insights into designs through in-depth analysis of controller projects. Teams can now spend more time working on projects and less time searching for files or working from outdated versions.

FactoryTalk Remote Access Solution

FactoryTalk® Remote Access™ enables secure connections to equipment, allowing teams to respond to needs faster and rapidly resolve production issues from anywhere. FactoryTalk Remote Access quickly connects domain experts to critical issues, no matter the physical location of either, increasing support response time and reducing the costs associated with travel and asset downtime.

FactoryTalk Design Hub and its core components will all be generally available by the beginning of 2023.

Sage announces new product integrations with Microsoft to make life easier for SMBs

12 October 2022

Sage, the leader in accounting, financial, HR, and payroll technology for small and mid-sized businesses (SMBs), announced that it now provides customers with enhanced capabilities integrated into Microsoft Teams to help simplify and automate workflows. Customers can now take friction out of day-to-day tasks by submitting and approving accounting and people processes directly through Teams, rather than in the Sage Intacct or Sage People application – reducing the need to toggle between solutions. This means customers can simply and securely approve expenses and review leave requests via a Teams notification.

In addition, making Sage Intacct and Sage Active available on Microsoft Azure will give Microsoft customers access to Sage's award-winning cloud financials solutions in an easy to use, secure environment. This gives SMBs the opportunity to benefit from the flexibility and scalability that Microsoft's cloud provides when choosing Sage products.

“Multi-cloud access to Sage's flagship products is a cornerstone of our strategy – meeting customers where they work is key to providing SMBs with new and innovative ways to be more productive,” says Walid Abu-Hadba, Chief Product Officer at Sage. “Earlier this year we expanded our relationship with Microsoft by committing to hosting Sage Intacct and Sage Active on Microsoft Azure. Now, Microsoft customers can access Sage solutions directly from the Azure cloud, as well as gain the productivity that the Sage Intacct and Sage People app for Teams provides. We are proud to innovate for our customers and deliver value through partnership – this is just the start.”

"SMBs are the cornerstone of every community, and we are committed to providing them with the

CIMdata PLM Industry Summary

platforms and tools they need to thrive in today's macroeconomic environment," said Scott Guthrie, executive vice president, Cloud + AI, Microsoft. "That's why Microsoft and Sage are bringing together Sage Intacct and Sage Active with the Microsoft Cloud to help SMBs simplify workflows, cut costs, and improve efficiency."

Sage is committed to providing capabilities to customers through Teams applications that simplify and automate workflow. For example, with the Sage Intacct app for Microsoft Teams, SMBs will be able to:

- **Manage expenses, hassle free:** Simplify expense management for employees. The in-app Sage Digital Assistant guides easy expense entry within Microsoft Teams.
- **Submit expenses on the go:** Create expense entries from a mobile app and upload images of receipts from merchants, automatically populating expense information.
- **Save time and improve efficiency:** Freeing up teams from manual expense processes, with instant visibility into expenses once they are submitted.

In addition, the **Sage People HR & Payroll app for Microsoft Teams** supports SMBs to:

- **Simplify workflows:** Managers can make decisions about leave requests with ease and team members are automatically notified of decisions, within Microsoft Teams.
- **Collaborate effortlessly:** Employee absence requests logged in Sage People automatically generate Microsoft Teams notifications for leaders.
- **Keep up to date, at a glance:** Managers and team members can list their own time off balances in Microsoft Teams, to improve awareness and support team planning.

The partnership also connects Sage customers to Microsoft's partner network of developers, offering opportunities to expand value for customers through added product functionality.

This announcement was shared at the annual Sage Transform event, designed for the Sage Intacct community of customers and partners, taking place in Orlando, Florida, from October 10-14, 2022.

Sensera Systems Introduces SiteCloud Analytics

11 October 2022

Sensera Systems, Inc., the market leader in all-in-one compact-solar site cameras, announced the introduction of its SiteCloud Analytics™ platform and LaborTrend™ application along with 4 new SiteCloud Analytics partners. These advancements provide a true end-to-end solution with a single point of service and support.

The construction industry recognizes the potential for Artificial Intelligence (AI)/Computer Vision (CV) to improve jobsite outcomes in productivity, safety & risk, site security, logistics, and quality using real-time automatic analysis of imagery collected on-site. However, adoption of such applications has not met expectations. There are several reasons for this slow technology adoption:

- Users must select and source multiple hardware and software components which must be integrated and configured for each specific use-case
- System engineering must be done by the User and/or vendors to ensure required performance
- Due to the piecemeal system, there is often no single point of responsibility for system fidelity
- Many analytics offerings are single point solutions that solve for only one or a few use-cases
- Costs stack up, due to the multiple elements that must be combined and integrated, directly impacting ROI.

CIMdata PLM Industry Summary

SiteCloud Analytics is a unique hardware/software platform and ecosystem that allows deployment of analytics applications at scale. The platform consists of Sensera Systems' cameras and SiteCloud software, robust real-time APIs that exchange two-way jobsite imagery in real-time, a flexible set of go-to-market models, and a growing set of off-the-shelf AI/Analytics applications for jobsites.

SiteCloud Analytics was developed to address barriers to adoption by providing:

- A pre-integrated, end-to-end solution that has known performance, reliability, and costs
- A large and growing set of use cases supported across multiple partners
- A single point of responsibility and simple cost structures
- A system that is scalable to projects of all sizes and types
- Owners and general contractors the ability to improve productivity, safety & risk using AI/CV applications across the enterprise.

“Part of my responsibility, and my team of Construction Technology Analysts across PCL, is to help project teams find and implement technologies that improve project outcomes. Technology solutions that are simple, complete, and affordable are essential to project teams being able to implement on the site and drive value for our clients. Sensera Systems' approach with SiteCloud Analytics is a great step toward bringing new analytics and AI applications to job sites in a way that can be cost-effective and practical for PCL project teams., said Steven Forester, Sr. Manager, Customer Advocacy, PCL Construction.

One of the initial SiteCloud Analytics offerings, **LaborTrend**, is a completely automated SiteCloud Analytics application for estimating labor levels on jobsites. LaborTrend automatically analyzes jobsite imagery and calculates estimates of total site labor headcount. LaborTrend includes historical reporting and real-time alerting.

“SiteCloud Analytics helps project teams by providing a pre-integrated end-to-end solution of hardware and software that provides known performance with a single point of responsibility and lowest total-system costs. We are excited to take this next big step in delivering on Sensera Systems' vision of real-time jobsite intelligence,” said David Gaw, Founder, and Chief Strategy Officer, Sensera Systems.

SiteCloud Analytics currently has six partner company applications integrated into its growing ecosystem. Additional applications and use cases are being piloted now and will be offered for general availability in the coming months. Use cases currently supported or in development span productivity, safety & risk, logistics & materials, and site security. Customized applications and use cases are also available.

Our newest **SiteCloud Analytics Ecosystem Partners** serving the Construction Market include CONXAI, PCL Construction, Reconstruct, and Amazon Rekognition.

Sensera Systems' new SiteCloud Analytics Partner Program offers a complete suite of APIs for this exciting new ecosystem. The APIs provide a simple and powerful way for analytics and AI technology providers to reach new markets and customers while at the same time enabling the emergence of new use cases quickly and cost-effectively. The Partner Program supports multiple business models and go-to-market approaches.

Siemens boosts collaboration and performance with Solid Edge 2023

12 October 2022

Siemens Digital Industries Software announced the latest release of Solid Edge® software for product design, engineering and manufacturing, bringing a new streamlined user experience, greater interoperability with the Siemens Xcelerator portfolio and greater capability and collaboration across many industry workflows.

“Alongside our work to bring innovative technology and capability to each release of Solid Edge, covering everything from 3D design through advanced CAM and into technical publications, it’s key that we also evolve how we make these capabilities available to our community,” said John Miller, Senior Vice President, Mainstream Engineering Software, Siemens. “We’re now introducing new licensing options designed to better meet the changing business needs of small and medium-sized manufacturers, providing greater flexibility, more value and, with Xcelerator Share, greater collaboration and speed.”

Solid Edge’s new look and feel brings a modern update to include more intuitive ways of working, greater personalization options and improved modeling workflows. Updates to the geometry definition tools in Solid Edge include **synchronous technology** applied to traditional ordered history-based parts and parts created using **convergent modeling** (using generative design or from 3D scans) can be used in simulations without the need for additional conversion.

Solid Edge 2023 also unlocks the power of design data while future proofing customers’ work – data from Solid Edge can be transferred between other solutions in the Siemens Xcelerator portfolio, including NX Mechatronics Concept Designer (MCD) and Process Simulate. Solid Edge 2023 also leverages Siemens’ leadership in Model Based Definition (MBD), with a new **Solid Edge Advanced PMI** add-on that delivers high-quality consistent dimensioning for downstream applications that can take advantage of 3D annotated product data models.

The new **Solid Edge Inspector** add-on brings tools to automatically identify, label, and extract critical design and manufacturing characteristics for inspection and metrology purposes, automatically generates high-quality inspection data and reports that facilitate communication in downstream manufacturing processes.

New advanced manufacturing capabilities include new **Roughing for 5-Axis Machining** in Solid Edge CAM Pro, a new **4-axis Rotary Machining** add-on and new **wire EDM** functionality. For those working at the leading edge of machining, the new **Smart Machine Kits** library provides easy access to standardized, professionally built machine simulation kits, enabling machinists to get up and running with full machine simulation in a fraction of the time typically needed.

Also introduced with Solid Edge 2023, **Solid Edge SaaS** brings value-based licensing combined with cloud-connected, anywhere access through Xcelerator Share. The new flexible licensing option available through a Solid Edge SaaS subscription allows capabilities to be added when needed, providing access to integrated add-ons for generative design, point cloud visualization, electrical routing, PCB collaboration, advanced simulation and much more. All of these can be easily mixed and matched with a flexible token system.

Meanwhile, product engineering data can be stored securely in the cloud and easily shared by teams and wider value chain, anywhere, anytime, on any device using Xcelerator Share. Augmented Reality (AR) capabilities can be used to see that same data in the context of the real world.

Simulations Plus Releases GastroPlus® Version 9.8.3

12 October 2022

Simulations Plus, Inc., a leading provider of modeling and simulation software and services for pharmaceutical safety and efficacy, announced the release of version 9.8.3 of its flagship physiologically based biopharmaceutics (PBBM) / pharmacokinetics (PBPK) modeling platform, GastroPlus®.

Key enhancements include:

- Improved reporting templates for the Monolix™ software to support the statistical analysis of virtual PBPK population results
- New validated nonalcoholic fatty liver (NAFL) and nonalcoholic steatohepatitis (NASH) disease populations with options to inform the NAFLDsym® software
- New validated swine PBPK model to drive pharmaceutical and veterinary medicine research
- New enzyme and transporter expression levels across species to expand the virtual population databases
- Flexible handling of dose regimens to allow for administration of any Additional Dosage Routes model during simulations

Dr. Haiying Zhou, director of Simulation Technologies, said: “Our goals with this release of GastroPlus were twofold: to advance the ways in which our software programs communicate with each other across the Simulations Plus universe and to provide the flexibility our users require to simulate the scenarios they need. We succeeded in this effort through our close collaborations with our partners in industry, academia, and government agencies and by working in harmony with the product development teams of our company.”

“We continue to push the boundaries for how PBBM/PBPK modeling should be integrated with machine learning, quantitative systems pharmacology/toxicology (QSP/QST), and population PK/PD approaches,” added Daniel O’Connor, director of Business Development. “Our leadership in this space is reflected through the growing number of companies applying GastroPlus to support candidate selection, first-in-human dose selection, formulation optimization, drug-drug interaction assessments, and more – all within a single software environment. We are excited to release this new version to our user community and continue to support and educate researchers worldwide by providing the best and most innovative science.”

STREAMLINE SOLUTIONS LAUNCHES ELEMENTS V3.5.1 FOR AUTOMOTIVE CFD DESIGN

11 October 2022

ENGYS is delighted to announce the release of ELEMENTS 3.5.1, an open-source based CFD software suite for vehicle design applications produced by Streamline Solutions LLC. This release also includes new versions of the add-on modules ELEMENTS-Adjoint and ELEMENTS-Coupled.

ELEMENTS combines two simulation environments in one package: a dedicated virtual wind tunnel wizard for modelling external vehicle aerodynamics, and a general purpose CFD interface for solving other vehicle design applications (e.g. UHMT, HVAC, in-cabin flows, aeroacoustics, etc). The default methodology and best practices for external vehicle aerodynamics provided with this version of ELEMENTS have been widely tested and validated to conform to the latest regulations on alternative drag prediction methods proposed as part of the Worldwide harmonized Light vehicles Test Procedure

(WLTP).

ELEMENTS 3.5.1 is mainly focused on bug fixes and code refinements to remove known issues found in the previous release 3.5.0. The fixes cover all aspects of the product, including the GUI, meshing, setup utilities, flow solvers and documentation. A complete list of changes and additions in this new version of ELEMENTS is provided as part of the Release Notes delivered with the software.

Tecsys' End-to-End Elite™ Healthcare Supply Chain Software Offering Adds Receiving Functionality; In a League of Its Own

4 October 2022

Tecsys Inc., an industry-leading supply chain management software company, announces a key milestone for its end-to-end Elite™ Healthcare supply chain execution platform with the launch of Elite™ Healthcare Receiving, a hospital receiving application that seamlessly integrates receiving and delivery processes into a health system's supply chain operations. This keystone in Tecsys' end-to-end healthcare supply chain portfolio means that there is no process gap from dock to doc, connecting historically disconnected operational silos.

Elite™ Healthcare Receiving allows for coordinated distribution to easily manage items in all locations throughout the hospital using a single point of entry. The platform-integrated product eliminates the use of multiple tools, systems and processes and provides you with complete chain of custody tracking.

“This solution is a true testament to our end-to-end value proposition in healthcare, and widens the capability gap even more between Tecsys' Elite™ Healthcare platform and other point solutions on the market,” explains Cory Turner CMRP, senior director of Healthcare Strategy. “By integrating the hospital receiving function as part of the holistic supply chain execution process, we are eliminating the typically accepted gap between warehouse and distribution management and in-hospital inventory management.”

Healthcare supply chains are typically bifurcated between the activities within a distribution or consolidated service center and those at point of use. The receiving function then depends on ERP integration or a standalone bolt-on application. In order to maintain data integrity and end-to-end visibility of items moving through the hospital, supply chain staff are therefore required to either duplicate entries or flip flop between two systems, slowing down the receiving process. Tecsys' Elite™ Healthcare software platform has natively stitched together a truly unified data and process flow, without the need for bolt-ons or auxiliary solutions.

“Most health systems have built in permanent workarounds that are not great in terms of process or efficiency. Having worked as a healthcare supply chain practitioner for over two decades, I have seen a host of mix-and-match solutions that attempted to piece together disparate systems to try and achieve what Tecsys is now doing with its Elite™ Healthcare platform,” continues Turner. “There is simply nothing like it on the market, and it's a very exciting value proposition to bring to the healthcare industry.”

Tecsys has long held the torch for combatting the unique supply chain challenges in healthcare, and its software is widely used across North America to power healthcare supply chain operations. Tecsys' continued growth in the healthcare market reflects the intensifying need for intelligent supply chain management as spot shortages, regulatory requirements and complexities deepen. The supply chain software provider has earned a reputation in the healthcare arena for its approach toward integrated management of healthcare supply chain activities.

“We have been intentional in the value we deliver to the healthcare industry. Our enviable position in

CIMdata PLM Industry Summary

this market helps us to bring even more value because we work with our customers to uncover new opportunities for optimization,” explains Bill King, chief revenue officer at Tecsys. “Our growing footprint in the healthcare industry is a testament to the work we do with the nation’s top health systems, and this innovation is a perfect example of building real solutions rather than just software.”

VariSuite 4.0 Released

12 October 2022

R202209 - VariSuite 4.0

- **Release highlights**
 - VariSuite SaaS - VariSuite as cloud based service
 - Sales configurator improvements (VariSales)
 - Offer request configurator
 - Improved repair suggestions in case of conflicts in configuration
 - UX branding support
 - Unified configurator scripting with VariProd
 - Installed base management improvements (VariTrace)
 - Support equipment hierarchies
 - Support serialized components and their spare part changes
 - Improved SBOM (Service BOM) support and equipment specific spare parts manual
 - User interface and usability improvements
 - Standardized interfaces
 - Event based interface (JSON) to integrate to external systems e.g., ERP via message bus
 - SDI - Supplier data interface to distribute product data to external partners, i.e. suppliers
 - Oracle NetSuite interface