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## CIMdata News

### ***CIMdata's Tom Gill to Participate in a Webinar that will discuss how to transform your business using a digital thread enabled by SaaS PLM***

14 April 2022

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that Tom Gill, Senior Consultant, will participate in a webinar entitled, "Move from Digital Trauma to Digital Nirvana." The webinar, sponsored by Aras, takes place on Thursday, April 28th, at 11:00 AM EDT.

In this webinar, Tom will be part of a discussion that will explain how businesses can be transformed using a digital thread enabled by SaaS PLM.

Tom Gill has over 35 years of experience applying computer-based solutions to engineering and manufacturing. Before joining CIMdata, he worked as an independent PLM consultant after spending more than 20 years at high-volume manufacturing companies. He has worked in numerous industries, including fabrication & assembly, food & beverage, defense, chemical, and medical devices. He has executed PLM strategy projects, solution evaluation and selection projects, deployment planning, and training development for industrial clients.

Learn more and register at <https://www.cimdata.com/en/events/cimdata-supported-events/event/687-webinar-move-from-digital-trauma-to-digital-nirvana>.

### ***Leaders of Three Major PLM Solution Providers to Participate in a special CEO Spotlight Session at PLM Road Map™ & PDT North America 2022***

13 April 2022

CIMdata, Inc. and Eurostep are pleased to announce that they will bring together the CEOs from three major PLM solution providers for an open discussion at PLM Road Map & PDT North America 2022. The CEO Spotlight, "View From the Top: The Future of PLM in the Age of Digitalization," will be moderated by CIMdata's President and CEO, Peter Bilello. This two-day in-person event will take place May 24-25 at the Marriott Hotel, Tysons Corner, VA, near Washington D.C. The theme for the event is "Digital Transformation and PLM – a call for PLM professionals to re-define and re-position the benefits and value of PLM.

The session will feature Aras' CEO Roque Martin, PTC's Chairman & CEO Jim Heppelmann, and Siemens Digital Industries Software's Chairman & CEO Tony Hemmelgarn and will provide a rare and insightful discussion between those in the know and in control of where digital enablement is heading. This CEO Spotlight will shed light on how their organizations envision the future and plan to be a key enabler of their client's future success. Discussion topics include PLM's place within an enterprise architecture, integration and interoperability strategies, process enablement and adoption acceleration, and the digital enablement and PLM landscape in 5 to 10 years.

PLM Road Map & PDT 2022 will focus on the interests of the PLM Professional. With this in mind, our agenda offers a mix of reports and case studies from industry experts covering technologies, processes, and people. PLM Road Map & PDT 2022 will highlight the role of PLM in enabling holistic and sustainable Digital Transformation. Presentations will investigate where PLM has been successful and why. Additionally, we will consider the positioning of PLM within the enterprise.

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In addition to the event in May, CIMdata and Eurostep will host PLM Road Map & PDT EMEA in late Fall in Gothenburg, Sweden.

For more information about PLM Road Map & PDT, please visit the CIMdata website <https://www.cimdata.com/en/education/plm-conferences/plmrm-pdt-na-2022>.

## Acquisitions

### ***Accenture Completes Acquisition of Avieco***

14 April 2022

Accenture has completed the acquisition of Avieco, a leading U.K. sustainability consultancy. Terms of the transaction, which Accenture announced on April 8, were not disclosed.

Avieco helps companies to understand, manage and improve their sustainability performance, and create sustainable value for their stakeholders. Its expertise in sustainability consulting spans a broad range of industries including retail and consumer goods, financial services, technology and media.

Avieco's team of more than 60 professionals, headquartered in London, will bring extensive knowledge in environmental, social and governance (ESG) measurement and reporting, net zero strategy and regulation and real-time data analytics to Accenture's Sustainability Services in the U.K.

Accenture Sustainability Services provides distinctive services and solutions for clients to become net-zero and circular businesses, leveraging digital investment to create intelligent organisations that are sustainable at their core. Along with its ecosystem partners and ventures into disruptive technologies, as well as deep functional expertise in CFO & Enterprise Value, Accenture is driving transformations at scale with the tools, technology, and methodologies that embed sustainability data, decision-making and performance to effectively measure business value and sustainable impact for all stakeholders.

### ***Ansys to Expand Cloud Portfolio with Technology from Acquisition of OnScale***

13 April 2022

Ansys announced that it has signed a definitive agreement to acquire cloud simulation provider OnScale. Once integrated into Ansys' existing cloud portfolio, this technology acquisition will help provide a cloud-native, web-based user interface (UI) for device-independent access to Ansys' broad array of simulation technologies. Terms of the deal were not disclosed. The acquisition is not expected to have a material impact on Ansys' consolidated financial statements in 2022.

Currently, Ansys' industry-leading cloud portfolio, comprising a marketplace offering (*Ansys Gateway powered by AWS*) and a managed cloud offering (*Ansys Cloud, which runs on Azure*), gives customers scalable location-independent access to Ansys simulation. Additionally, PyAnsys (Ansys' open-source Python API software package for a broad development ecosystem) provides an extensible platform-centric approach to the development and deployment of new verticalized, or use-case-specific, applications that leverage simulation. These capabilities and emerging new applications will now be strengthened by the addition of a cloud-native framework from OnScale that will support a user-friendly, web-based UI.

With a cloud portfolio that supports *device-independent, location-independent, and platform-centric* access to Ansys' industry-leading technology, customers will enjoy maximum flexibility in leveraging simulation via full-featured UIs, a web-based UI, as well as through a new class of simulation-based tools accessible by all engineers, scientists, professionals, and students.

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“Customer needs are varied, and any successful cloud strategy must give customers the flexibility to adapt the use of cloud to their unique simulation challenges. To that end, our cloud strategy addresses the needs of not only existing customers, but any engineer, scientist or professional who can benefit from simulation technology,” said Shane Emswiler, senior vice president of products at Ansys. “From enterprise customers who have invested heavily in simulation, to startups seeking flexible, scalable purchasing – Ansys provides organizations of all sizes with flexibility to leverage the cloud in ways that create maximum value for their teams.”

“OnScale’s cloud-native technology combines the limitless compute power of cloud supercomputers with an intuitive web-based front end, making simulation accessible to anyone. Knowing that OnScale’s technology will now run simulations using Ansys’ industry-leading technology is incredibly exciting for me and my team. We are thrilled to be joining the Ansys family,” said Ian Campbell, CEO of OnScale.

To learn more about Ansys’ expanding cloud offerings, register to attend Simulation World 2022 – a virtual event taking place May 18, 2022.

## ***Bentley Systems Announces Acquisition of ADINA to Extend Nonlinear Simulation throughout Infrastructure Engineering***

7 April 2022

Bentley Systems, Incorporated, the *infrastructure engineering software* company, announced it has acquired Watertown, Massachusetts-based ADINA R & D Inc., a leading developer of finite element analysis software applications used in a comprehensively diverse range of engineering fields. ADINA was founded in 1986 by Dr. Klaus-Jürgen Bathe, professor of mechanical engineering at the Massachusetts Institute of Technology and a world-renowned leader in the field of finite element analysis and its applications.

Civil, structural, and mechanical engineers choose ADINA software for its authoritative veracity, including in analysis of buildings, bridges, stadiums, pressure vessels, dams, and tunnels. By virtue of the ADINA System’s integral robustness across disciplines, materials, and simulation domains (structures, mechanical, fluids, thermal, electromagnetic, and multi-physics), engineers use it to perform comprehensive safety and performance studies where reliability and resilience are of critical importance.

With infrastructure digital twins, users can simulate the complete behavior of structures to create confidence in designs that are much safer and more cost-effective than those merely analyzed to meet prescribed code standards. Of particular importance for infrastructure resilience, ADINA will also be applied within digital twins of existing infrastructure assets, now made practical by the Bentley iTwin platform, to simulate their responses and vulnerabilities to stresses so extreme that nonlinear effects must be considered—caused (for instance) by seismic, wind, flood, pressure, thermal, collision, or blast forces.

The ADINA System’s nonlinear simulation capabilities will in turn become directly accessible, through convenient technical and commercial integration, to users of Bentley Systems’ uniquely comprehensive modeling and simulation software portfolio for infrastructure engineering. As the ADINA System’s nonlinear extensions are introduced to complement these existing physical simulation applications—currently spanning STAAD, RAM, SACS, MOSES, AutoPIPE, PLAXIS, LEAP, RM, LARS, SPIDA, and PLS—the scope of mainstream simulation underlying the engineering of infrastructure resilience will be valuably enhanced. ADINA’s advantages also include advanced dynamics, 3D solid FEM, buckling, substructuring, and advanced meshing for critical joints and sections.

“Incorporating ADINA and its creators is very exciting for all of our engineering simulation teams, as it

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will also be for existing and new users,” said Raoul Karp, vice president, engineering simulation at Bentley Systems. “Dr. Bathe literally wrote the book on advancing finite element simulations, and the ADINA System provides the reference for benchmarking all other disparate analysis approaches. We will now be able to extend nonlinear realism across all of our infrastructure digital twin simulation offerings.”

Founder of ADINA Dr. K.J. Bathe, who will remain as a technical advisor, said, “My colleagues and I are proud to be joining Bentley Systems’ broad and deep simulation team. Our aim in the development of ADINA has always been to provide a most reliable and efficient analysis tool to scientists and engineers, and it is wonderful that with Bentley, ADINA will now be used and further developed with great potential for solving the varied and interrelated challenges of infrastructure resilience.”

## ***BigBear.ai Acquires ProModel Corporation, Leading Provider of Simulation-Based Analytics Software***

11 April 2022

BigBear.ai, the leader in AI-powered analytics and cyber engineering solutions, announced it has acquired ProModel Corporation, a provider of simulation-based predictive analytics software for manufacturing, healthcare, shipbuilding, and other industries. The accretive acquisition furthers BigBear.ai’s commercial growth strategy with the addition of industry-leading modeling applications used by hundreds of global customers, including many Fortune 500 companies.

BigBear.ai makes artificial intelligence (AI) accessible and trustworthy for operational decision-making, providing expert, actionable guidance to federal and commercial customers faced with highly complex environments. In December of 2020, BigBear.ai acquired ProModel Government Services, expanding the company’s modeling and simulation capabilities for federal customers. With the acquisition of ProModel Corporation, BigBear.ai can now leverage these capabilities in the commercial sector to optimize decision making with improved insights into supply chains, market conditions, equipment maintenance, capacity planning, and process efficiency.

“ProModel’s solutions uncover new insights to improve quality and efficiency in manufacturing, distribution, and many other industries, making them a great fit for our commercial strategy,” said BigBear.ai CEO Dr. Reggie Brothers. “ProModel’s focus on helping organizations make better decisions faster, coupled with its unrivaled corporate culture, perfectly aligns with our vision and mission. Our AI-powered decision support technology will offer tremendous advantages to ProModel’s customers. We’re excited to welcome them and all ProModel employees and partners into the BigBear.ai community.”

“We’ve had an incredibly strong relationship with BigBear.ai since its acquisition of ProModel’s Government Services business two years ago,” said Keith Vadas, President and CEO of ProModel Corporation. “The synergies between our technology and vertical market focus made joining forces the right move and gives us additional resources to deliver scalable, trusted AI technology and expertise to significantly increase value to our customers.”

ProModel solutions are distributed globally by Datech Solutions, the Autodesk®-focused business of Tech Data, a TD SYNEX company. ProModel also has a direct co-marketing agreement with Autodesk for ProModel AutoCAD® edition and other ProModel solutions that work seamlessly with the Autodesk® Product Design and Manufacturing Collection which includes AutoCAD®, Inventor® and Factory Design Utilities® and can be extended to the Forge® Platform. According to HG Insights. AutoCAD alone is used by more than 500,000 companies worldwide. The acquisition of

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ProModel Corporation enables BigBear.ai to leverage these strategic channels to accelerate the adoption of both ProModel and BigBear.ai solutions on a global scale.

“The addition of ProModel’s talented workforce and innovative product suite to BigBear.ai will allow us to unlock critical new insights for predictive maintenance and process optimization, helping customers achieve efficiencies and responsiveness not previously possible,” said Jeff Dyer, President of Commercial for BigBear.ai. “ProModel’s powerful, easy-to-use software and established relationships with market leaders like Autodesk and Datech Solutions provide a strong foundation for us to rapidly build on their success and accelerate market penetration across the globe.”

Unique data enrichment and machine learning capabilities give BigBear.ai a competitive advantage in purview, speed, scalability, and accuracy for its predictive decision support technology. As a result, BigBear.ai solutions are widely used in the federal sector, with long-standing customers in the U.S. Department of Defense and Intelligence Community, among others. In 2021, BigBear.ai expanded its offerings and go-to-market strategy to address the private sector, starting with logistics, manufacturing, and the commercial space industry. The ProModel acquisition significantly expands BigBear.ai’s commercial and geographic footprint, adding hundreds of customers in more than 30 countries worldwide.

## ***Trimble to Divest Four Businesses to The Jordan Company***

13 April 2022

Trimble announced that it has entered into a definitive agreement to sell its Time and Frequency, LOADRITE, Spectra Precision Tools and SECO accessories businesses to Precisional LLC, an affiliate of The Jordan Company (“TJC”). The divestiture is in line with Trimble’s strategy to focus on areas core to its long-term growth and strategic product roadmap. The global transaction is subject to a number of customary closing conditions and is expected to close in the second quarter of 2022. Financial terms were not disclosed.

“We are continually evaluating our product portfolio as we work on the execution of Trimble’s Connect and Scale 2025 strategy,” said Rob Painter, president and CEO of Trimble. “Trimble is focusing its efforts on the company’s connected industry platforms and digital transformation capabilities, making Precisional and TJC an ideal fit for the growth of the businesses.”

TJC, a private equity firm, is completing the acquisition in partnership with industry executive Drew Ladau to form Precisional LLC, (“Precisional”), a global platform focused on precision measurement and data solutions driving efficiencies in the most demanding infrastructure end markets.

“The Trimble businesses, which will join Precisional, have a long heritage of innovation, and each is a leader in the markets it serves. “I’m excited to build upon this strong foundation alongside the dedicated employees that have served their customers so well over the years. In addition, we plan to accelerate the pace of innovation and growth with the focus of resources and investment on these core businesses supported by TJC,” said Drew Ladau, CEO of Precisional.

“The acquisition of four industry-leading businesses from Trimble by Precisional forms the foundation of a new platform focused on precise measurement and analytical insights to improve productivity across a broad range of applications that rely upon accuracy and reliability,” said Erik Fagan, partner at TJC. “By supporting existing management to make investments in Precisional’s operations and product development to integrate precision measurement with data solutions and enhance connectivity, we intend to accelerate growth opportunities while also pursuing synergistic acquisitions.”

The Time and Frequency products use the accuracy of GNSS clocks to provide precise time,

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synchronization and frequency reference signals for many industries and applications. Communication systems, data centers, financial networks, utilities, factory automation, security and other infrastructure rely on precise timing for synchronization and operational efficiency.

The Spectra Precision Tools business designs and manufactures high-quality leveling, positioning and alignment instruments used for general, exterior, and underground construction. The instruments incorporate laser and optical technology for general contractors and specialty contractors serving large and small commercial jobsites as well as residential builders and remodelers.

The LOADRITE business offers accurate scales for loaders, excavators, conveyor belts, tractors, refuse trucks and forklifts that connect with payload-reporting and monitoring systems for the waste, quarry and aggregates industry. The products improve user efficiency by weighing products while they are on a vehicle or belt, eliminating the need for a separate trip to a fixed scale location.

The SECO business designs and manufactures a wide variety of accessory products used inconjunction with surveying and construction instruments. The portfolio of accessory products includes tripods, telescopic poles, prisms, carrying cases, GPS antenna poles, safety vests and leveling rods.

LOADRITE, Spectra Precision Tools and the SECO businesses have been reported as part of Trimble's Buildings and Infrastructure segment. The Time and Frequency business has been reported as part of Trimble's Geospatial segment.

Orrick acted as legal advisor and Lincoln International acted as financial advisor to Trimble. Mayer Brown acted as legal advisor and BMO Capital Markets acted as financial advisor to TJC.

## ***Wipro acquires Convergence Acceleration Solutions to expand its consulting capabilities for communications service providers***

11 April 2022

Wipro Limited announced that it has acquired Convergence Acceleration Solutions, LLC (CAS Group), a U.S.-based consulting and program management company that specializes in driving large-scale business and technology transformation for Fortune 100 communications service providers.

CAS Group's deep-rooted client relationships and strong domain expertise, combined with Wipro's execution capabilities, will deliver an end-to-end professional services solution and immediate impact to clients. The joint entity will provide clients with services ranging from strategy development and planning to execution and implementation.

"CAS Group brings to Wipro a uniquely complementary set of capabilities," said **Philippe Dintrans, Senior Vice President & Global Head, Domain & Consulting, Wipro Limited**. "Their long-standing strategic partnerships with some of the largest communications service providers, combined with deep expertise in large scale transformation projects, will allow us to achieve a significant competitive advantage in this high-growth sector. As we continue to execute on our ambitious growth agenda, we are thrilled to welcome CAS Group as the latest addition to the Wipro family and look forward to bringing our full strength to clients."

CAS Group, founded in 2007, delivers strategic transformation programs to clients across 17 centers of service including mobile/wireless, business and fiber-optic services, as well as cable, data, and telecom retail solutions. CAS Group's expansive range of services include operational support system (OSS) and business support system (BSS) transformation, application modernization, broadband infrastructure services, and telco network enablement of digital products, such as 5G, Internet of Things (IoT), and Network as a Service.

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“Communications service providers in North America are at the cusp of significant transformation driven by new connectivity technologies, solutions, and differentiated business models,” said **Malay Joshi, Senior Vice President and Sector Head for Communications, Media & Information Services at Wipro**. “CAS Group aligns very well with Wipro’s strategic priorities of strengthening our client partnerships by providing differentiated business solutions with talent at scale in the markets we serve. Combined with Wipro’s deep engineering prowess and extensive capabilities in Cloud, IoT, 5G commercialization, as well as our comprehensive digital business offerings—everything from customer experience and digital design to security and compliance—the addition of CAS Group to Wipro family will bring clients end-to-end global technology, consulting, and business transformation capabilities.”

**John McAleer, Chief Executive Officer, CAS Group, added**, “As we embark on the next phase of our growth journey, we are excited to bring our clients a broader set of solutions that will empower them to realize their transformation goals. We are extremely proud of our team and thankful to our clients who made our remarkable success possible. Joining Wipro will allow us to deliver our unique and specialized set of capabilities at a global scale, bringing more value, more insights, and the strength of one of the world’s largest technology services companies to our clients and employees.”

CAS Group acquisition is yet another step in Wipro’s transformation journey toward becoming a sought-after strategic partner for clients’ most complex business transformation needs.

## Company News

### ***Accenture Completes Transfer of its Business in Russia***

12 April 2022

We have completed a transaction to transfer our business in Russia to several of our local leaders. The new company, which will be renamed, is now 100% owned by local leadership and 100% independent from Accenture. We wish all of our former team members in Russia well and thank them for their dedication and commitment to our clients and Accenture through the years.

### ***Bentley Systems Issues Call for Nominations for the 2022 Going Digital Awards in Infrastructure***

13 April 2022

Bentley Systems, Incorporated, the *infrastructure engineering software* company, announced its call for nominations for the 2022 *Going Digital Awards in Infrastructure*. This juried awards program celebrates the most exemplary projects that represent *going digital* advancements in infrastructure. The deadline for nominations is May 23, 2022.

The *Going Digital Awards in Infrastructure* categories include:

- Bridges and Tunnels
- Construction
- Enterprise Engineering
- Facilities, Campuses, and Cities
- Geoprofessional
- Grid
- Process and Power Generation

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- Rail and Transit
- Roads and Highways
- Structural Engineering
- Surveying and Monitoring
- Water and Wastewater

The categories for the 2022 *Going Digital Awards in Infrastructure* encompass all forms of infrastructure projects and stages—from design, to construction, to operations. Since 2004, the *Going Digital Awards in Infrastructure* program has recognized more than 4,400 of the world’s most outstanding infrastructure projects. Open to all Bentley software users, it is a unique program that is global in scope, with entries typically representing more than 40 countries.

These projects recognize innovative advancements and measurable impacts in infrastructure and sustainability. Projects may be recognized for their economic impact and innovative use of Bentley software, including the Bentley iTwin platform and infrastructure digital twins, 4D modeling, Infrastructure Internet of Things, and artificial intelligence. Projects may also be recognized for advancements that empower sustainable development goals in terms of climate action, energy transition and efficiency, circularity of land and water resources, and healthy communities.

Users are invited to nominate their projects for the *Going Digital Awards in Infrastructure* program, no matter which phase their project is in—planning/conception, design, construction, or operations. The *Going Digital Awards* finalists in each category will be recognized at an awards celebration in London in Q4 2022. This exclusive gathering provides an opportunity for awards finalists to present their *going digital* advancements to an audience of press, analysts, and infrastructure executives.

In addition to the juried awards, Bentley’s Founders will honor projects that transcend the narrower focus of the individual category awards, either through uniquely innovative use of Bentley software or by empowering sustainable development goals.

Every project nominated for an award receives recognition across the global infrastructure community. Through the *Going Digital Awards in Infrastructure* program participants:

- *Get their infrastructure projects profiled* in Bentley’s *Infrastructure Yearbook*, which is distributed in print and digital formats to media, government, and industry influencers around the world.
- *Enhance their competitive edge* by demonstrating to existing and potential clients the value the participants add to projects through their digital innovations.
- *Receive coverage* from global media and support from the Bentley team in marketing and promoting their respective projects to the media.

## ***Capgemini launches new advanced research project with the Massachusetts Institute of Technology***

14 April 2022

Capgemini announced the launch of a new research collaboration project with the Massachusetts Institute of Technology (MIT).

Part of the Capgemini Group and world leader in engineering and R&D services, Capgemini Engineering, is developing a program in collaboration with the university ecosystem around cutting-edge technologies, and will develop thought leadership, assets, and services that help strengthen trust in

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future technologies. The collaboration will also focus on addressing how technology can help solve the key challenges of a more intelligent industry in society.

Andy Vickers, Head of Hybrid Intelligence at Capgemini Engineering, together with a team of specialists in data science and AI, will work with a team of researchers led by Professor Daniela Rus, Director of the MIT Computer Science and Artificial Intelligence Laboratory (CSAIL), on the validation, assurance, and certification of Artificial Intelligence, and on supporting the interpretability and auditability of learned control systems.

*“Together we have defined a shared goal of creating a robust interpretability framework for today’s AI systems, which is important for safety-critical applications. We look forward to working closely with Capgemini Engineering to foster this vision of the future,”* said Professor Daniela Rus, Director, MIT Computer Science and Artificial Intelligence Laboratory.

*“Achieving a high level of confidence and trust in AI-based systems is a key enabler for realizing the Intelligent Industry, so we are thrilled to collaborate with MIT on this demanding topic and we will continue to expand our strategic research program to nurture our focus on innovation,”* said William Rozé, CEO of Capgemini Engineering and Group Executive Board Member.

## ***DELTEK ANNOUNCES ITS GLOBAL PARTNER AWARD WINNERS FOR 2021***

12 April 2022

Deltek, the leading global provider of software and solutions for project-based businesses, announced the winners of its annual Global Partner Awards during its virtual Partner Kickoff event held earlier today. This year, nine partners were recognized for their outstanding accomplishments in 2021.

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

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

- International Partner of the Year – Silversoft, located in Johannesburg, South Africa and London, UK
- Systems Integrator Partner of the Year – Baker Tilly, headquartered in Chicago, IL
- Alliance Partner of the Year – ConstructConnect, headquartered in Cincinnati, OH
- Rising Star Partner of the Year – CrunchTech, headquartered in Dubai, United Arab Emirates
- GovCon Partner of the Year – Infotek Consulting, headquartered in Herndon, VA
- Marketplace Partner of the Year – insightsoftware, headquartered in Raleigh, NC
- North America Reseller Partner of the Year – Full Sail Partners, located in Steamboat Springs, CO
- Customer Satisfaction Partner of the Year – Smartsoftware, located in Australia, New Zealand and Singapore
- Customer Acquisition Partner of the Year – Stambaugh Ness, headquartered in York, PA

“Deltek is proud to collaborate with our partner network, which enables thousands of customers to

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continue to strengthen their businesses,” said Natasha Engan, Senior Vice President, Deltek Global Sales. “It is an honor to recognize the outstanding achievements and innovation of these partners. We look forward to a fantastic year ahead with the Deltek Project Nation community as we continue to expand our program globally.”

### ***FARO Announces Appointment of Jeff Sexton to VP of Global Sales, Upon Retirement of Kevin Beadle***

14 April 2022

FARO® Technologies, Inc., a global leader in 4D digital reality solutions, today announced the retirement of Kevin Beadle, Senior Vice President of Global Sales.

"Kevin has been instrumental leading the sales transformation that has enabled a significant increase in our global sales team's efficiency," said Michael Burger, FARO President and Chief Executive Officer. "The entire FARO family wishes Kevin the best as he embarks on this next stage of his life."

FARO announces the appointment of Jeff Sexton to lead FARO's global sales organization, effective April 18, 2022. Mr. Sexton joined FARO approximately two years ago and has successfully led its Americas sales organization. Prior to FARO, Mr. Sexton has over 30 years of sales experience including executive roles at Cypress Semiconductor, QuickLogic and National Semiconductor.

"As a part of our long-term succession planning, we are pleased to have an executive with Jeff's experienced leadership skills on the team as he can step in immediately to enable a smooth transition," continued Mr. Burger. "Jeff's approach to enabling success through metrics management will continue to build momentum throughout the sales organization."

Mr. Beadle will stay on for a transition period through April 29, 2022.

### ***HCL Technologies Expands Global Partnership with Avaloq to Accelerate Innovation in Digital Wealth Management***

13 April 2022

HCL Technologies (HCL), a leading global technology company, has expanded its global partnership with Avaloq, a leading provider of digital banking solutions. HCL will now develop a world-class lifecycle management center for Avaloq clients and invest in ongoing training and development for HCL teams working with Avaloq products. These investments will combine HCL's deep domain knowledge in financial services with Avaloq's expertise in digital wealth management technology, to accelerate innovation across the industry.

The new lifecycle management center will harness HCL's digital transformation execution framework (FENIX 2.0) and next-generation AI and automation (DRYiCE™) products to drive efficiency. HCL is upskilling its wealth management teams globally by enrolling them in specialized training from the Avaloq Academy and building program-specific competencies. Alongside HCL's wealth and asset management solutions, this expanded partnership will enable more financial institutions to leverage Avaloq's innovative technology and services on their digitalization journey.

As Avaloq continues its international expansion, we are aiming to provide more flexibility to our implementation capabilities, supporting our long-term growth," said Martin Greweldinger, Co-Chief Executive Officer, Avaloq. "Therefore, we are delighted to expand our existing partnership with HCL to leverage its strong global presence and its domain knowledge in financial services to provide banks and wealth managers with access to our products and services in many different regions across the world."

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“We are observing a huge increase in demand for digital wealth and asset management capabilities globally,” said Rahul Singh, President of Financial Services and Digital Process Operations, HCL Technologies. “This trend is being driven by the continued emergence of new asset classes such as cryptocurrency, which is only set to continue in the future. HCL’s customer experience-focused approach enables us to work with clients across the world to drive innovation and ensure they remain at the forefront of these changes. We are delighted to expand our partnership with Avaloq as it is a leading provider of wealth management technology and services.”

## ***Honeywell Strengthens Its Sustainability Commitments; Will Set Science-Based Target That Includes Scope 3 Emissions***

13 April 2022

Honeywell announced a new set of commitments that further advance its sustainability goals beyond the company's existing commitment to become carbon neutral in its facilities and operations by 2035. The new pledges include a commitment to develop a science-based target with the Science Based Targets initiative (SBTi) that includes scope 3 emissions and participation in the U.S. Department of Energy's Better Climate Challenge. The company also supports the Paris Climate Agreement.

Honeywell will work with SBTi, a partnership between CDP, the United Nations Global Compact, World Resources Institute (WRI) and the World Wide Fund for Nature (WWF), to reduce its emissions in line with climate science. As part of SBTi's process, over the next two years, Honeywell will further quantify its Scope 3 emissions and work closely with SBTi to determine an appropriate reduction target for those emissions. Honeywell has already committed to carbon neutrality in Scope 1 and 2 emissions by 2035.

Honeywell also announced that it has joined the United States Department of Energy's Better Climate Challenge and will reduce its Scope 1 and 2 emissions in the United States by 50% and improve energy efficiency by an additional 10% by 2030, from a 2018 baseline. The Better Climate Challenge is a U.S. government platform designed to mitigate the impacts of climate change. As part of the Challenge, Honeywell will develop a plan with greenhouse gas emissions reduction milestones, share its progress and solutions with other organizations, and report on its emissions data during the 10-year timeframe.

"Honeywell's enhanced sustainability commitments build on our two-decades-long program to reduce our greenhouse gas emissions. We have already reduced our intensity by more than 90 percent since 2004, and we are resolved to use the latest science and technology to continue to reduce our environmental impact," said Darius Adamczyk, chairman and chief executive officer of Honeywell. "For Honeywell, sustainability is a comprehensive commitment, from our sites, to our operations, to our products."

In addition to addressing its own emissions, Honeywell is a leader in the innovation of new products that provide positive environmental, social and governance (ESG)-oriented outcomes for its customers<sup>1</sup>. About 60% of Honeywell's 2021 new product introduction research and development investment was directed toward ESG-oriented outcomes, and more than 60% of its 2021 sales were from offerings that contribute to ESG-oriented outcomes.

Honeywell takes a multi-faceted approach toward meeting its carbon neutrality commitments, including investing in energy savings projects, converting to renewable energy sources, executing capital improvement projects, and utilizing credible carbon offsets when necessary and permitted. The company uses its own technologies to achieve these goals wherever possible. The company is committed to addressing its Scope 3 indirect emissions in its value chain by continuing to focus on product

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innovation, adoption of Honeywell's climate solutions, which include targeted solutions for sectors responsible for two-thirds of the world's greenhouse gas emissions, and partnerships with industry leaders to identify and implement best practices.

Since 2004, Honeywell has continually set aggressive environmental targets and achieved them. In 2019, Honeywell set a "10-10-10" target to reduce global Scope 1 and Scope 2 greenhouse gas emissions intensity by an additional 10% from 2018 levels, deploy at least 10 renewable energy opportunities, and achieve certification to ISO's 50001 Energy Management Standard at 10 facilities by 2024. In 2021, the company committed to carbon neutrality in its facilities and operations by 2035. Honeywell has implemented more than 6,100 sustainability projects since 2010, saving an annualized \$105 million in costs. Honeywell supports the overall goals of the Paris Agreement adopted in December 2015 at COP21.

## ***Infosys launches its Living Lab Ecosystem in Melbourne to advance digital co-creation in Australia***

12 April 2022

Infosys has announced the opening of its Melbourne Living Lab part of a network of over 20 established globally to date.

Underpinned by an ecosystem approach the Living Lab will enable a confluence of digital technologies and human experience. Featuring a stadium-style collaboration space amidst graffiti featuring Melbourne's icons such as Luna Park and Brighton's bathing boxes, Infosys partners will be able to leverage solution accelerators, digital experiences, and frameworks to ideate, prototype and test innovations.

Led by its Centre for Emerging Technologies, these solution accelerators leverage digital technologies including Cloud, 5G, IoT, 3D, AI, Cyber Security, Data & Analytics, AR, VR and address industry use cases in Financial Services, Telcos, Retail, Utilities, Manufacturing, Sports Tech, Edu Tech, among others.

Following the launch of its Metaverse foundry, the Infosys Melbourne living lab will also enable Infosys partners to test and incubate extended reality experiences in a 360-degree digital-donut, Infosys' Virtual Living Lab and virtual reality zones.

Victoria's Treasurer and Minister for Economic Development and Industrial Relations Tim Pallas, and Executive Vice President and Region Head, Infosys Australia and New Zealand Andrew Groth marked the opening of the Melbourne Living Lab today with a tour of the facility and a live demonstration of its capabilities.

Housed within Infosys' new state-of-the-art workplace - which spans 5 floors and over 9200 sqm at Two Melbourne Quarter in Docklands - the Living Lab will bring together Infosys' digital ecosystem including clients, partners, start-ups, academia and government in a co-creation and collaboration environment.

The Lab will also help accelerate ESG-centric innovation using digital technologies with practical sustainability offerings at its core.

**Executive Vice President and Region Head, Infosys Australia and New Zealand Andrew Groth** commented, "Victoria's dynamic innovation sector and robust education ecosystem will support Infosys' strategy to advance digital innovation, digital skills and digital inclusion. Investing in this state-of-the-art space will help inspire and incubate innovative digital solutions to help support Australia's

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vision to be a world leading digital economy.”

The investment follows the launch of the Victorian Government’s International Investment Strategy, which is designed to attract global organisations from growth industries crucial to securing the skills, capabilities and technology that will support innovative partnerships to drive long-term growth in the Victorian economy.

**Minister for Economic Development Tim Pallas** commented, “This continuing investment by Infosys shows that Victoria is fertile ground for major global companies, and we’ll continue to create the conditions that allow businesses to thrive and grow jobs.”

## **Advancing digital jobs and digital skills in Victoria**

Infosys established its business in the Australian market in 1999 when it set up its first office in Melbourne. Infosys is also a partner of the Victorian Government’s Digital Jobs program, designed to enable career transitions for experienced professionals from different backgrounds looking to build a career in the digital sector.

In addition to hiring and training experienced professionals in the digital sector, Infosys is enabling pathways to a digital career for University students via its graduate program, and its flagship global internship program InStep in collaboration with Victorian universities including Deakin University, Monash University, University of Melbourne and RMIT.

## **Digital innovation in Melbourne**

Melbourne is home to Infosys’ Digital Innovation partnership with the Australian Open. Currently in its fourth year, recently extended to 2026. Infosys harnesses Big Data and Analytics, Artificial Intelligence, Virtual Reality and Cloud technologies to elevate the AO experience for fans, players, coaches, partners and the media. In addition, through its CSR program Springboard, Infosys is working with Tennis Australia on digital inclusion initiatives to make tennis more accessible and nurture future leaders.

Infosys’ award-winning Human Experience Agency WONGDOODY is based in the Infosys Melbourne Living Lab, helping bring a human experience capability to digital solutions. In collaboration with the Australian Grand Prix Corporation, WONGDOODY is helping reimagine the fan experience for two iconic international events based in Victoria – the Formula 1® Australian Grand Prix at Albert Park and the Australian Motorcycle Grand Prix at Phillip Island.

## ***iPoint wins Gold Stevie® Award***

11 April 2022

We are proud to announce that iPoint’s Plastic Free July® & Plogging campaign was recognized at the 2022 German Stevie® Awards with a Gold Stevie® Award in the category “Communication or PR campaign / PR program of the year – Environment”. Honoring outstanding achievements in over 200 different categories, the German Stevie® Awards are a high-profile business award for the German-speaking European corporate world from Austria, Belgium, Germany, Liechtenstein, Luxembourg, and Switzerland. More than 400 entries were submitted for this year's 8th edition of the German Stevie® Awards and rated by 50 jury members on five committees.

“We are thrilled to have received this prestigious award for our Plastic Free July® and Plogging communications campaign in recognition of our ongoing sustainability work,” emphasizes Dr. Katie Boehme, Director People & Communications at iPoint. “Since becoming a signatory of the UN Global Compact – the world's largest voluntary corporate sustainability initiative – in 2017, iPoint's corporate communications team has been dedicated to taking actions to advance the United Nation’s Sustainable

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Development Goals (SDGs) to accelerate the transition to a sustainable future.” On the occasion of Plastic Free July®, a global movement to reduce single-use plastic in professional and private life, iPoint initiated its own four-week Plastic Free July® campaign in combination with a clean-up campaign in July 2021. The jury of the German Stevie® Awards 2022 rated the campaign as “praiseworthy, relevant, and not uncomplex”. The campaign was intended to raise awareness among the public as well as iPoint’s employees of the impact of today’s single-use plastic throwaway culture and to promote sustainable cities and communities (SDG 11), sustainable consumption (SDG 12), as well as environmental protection (SDG 14). “Great to see a lot of people participating and raising awareness of the environment,” a jury member of the German Stevie® Awards 2022 praised the campaign.

Highlight of the campaign was an iPoint-sponsored plogging event in July 2021 with three local sports clubs – “plogging” is a trend sport from Sweden that combines jogging with waste collection. As part of the large-scale clean-up challenge “Win Together”, the Bundesliga women's handball team TuS Metzingen, the second league basketball team Tigers Tuebingen, and the upper league soccer team SSV Reutlingen attempted to collect as much trash as possible in the Neckar-Alb region, near iPoint’s headquarters in Reutlingen. The “inventive campaign that gained attention especially by involving local sports clubs,” as a jury member of the German Stevie® Awards 2022 described it, managed to get several hundred people, including iPoint employees and iPoint’s founder Joerg Walden, as well as numerous children and adolescents, involved. All in all, a total of 238 trash bags were collected. The Tigers Tuebingen, as main organizers and winners of the clean-up challenge, were able to mobilize almost 100 people and collect about 300 kilograms of trash. “The event was a lot of fun for all participants and revealed what we can achieve when everyone works together to protect the environment,” emphasizes Christoph Koppensteiner, coordinator of the plogging event and responsible for partnerships and cooperation at the Tigers Tuebingen. “We plan to repeat the plogging event this July and are pleased to have iPoint on board again to sponsor the campaign.” “As a leading provider of software and services for compliant and sustainable products, we are pleased to support this year’s follow-up campaign and thus make a contribution to combatting plastic pollution in our cities and communities,” says Katie Boehme.

## ***LTI Expands its Presence in the USA with a New Engagement Center in Hartford, CT***

13 April 2022

Larsen & Toubro Infotech, a global technology consulting and digital solutions company has expanded its presence in the USA with a new engagement center in Hartford, CT. The engagement center will enable workforce transformation and localization for LTI in the Americas.

The new center was inaugurated by Luke Bronin, Mayor of Hartford, Richard Blumenthal, U.S. Senator for Connecticut, David Lehman, Commissioner of the Connecticut Department of Economic and Community Development & Governor’s Senior Economic Advisor, Sanjay Jalona, CEO & Managing Director, LTI and Jacqueline Bamman, Chief People Officer, Nassau Financial Group. Located in the historic “boat building” in the heart of downtown Hartford, the center is equipped with advanced technology infrastructure and an evolved organizational approach leveraging cloud-based collaboration tools.

With a capacity to support over 100 employees, this LTI center will welcome experienced professionals and talented graduates from the University of Connecticut (UCONN), St. Joseph’s University (USJ), and Central Connecticut State University (CCSU). The design, build out, and operations of the new center have been executed by a women-led team, orchestrated by Paula Beaulieu, Center Lead and Associate Vice President, LTI.

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Luke Bronin, Mayor of Hartford, said, “We are excited to welcome LTI, a rising star in the global technology sector, to the City of Hartford. This new LTI engagement center is powerful addition to the rapidly growing tech ecosystem in the City of Hartford. LTI has committed to building partnerships and investing in the Hartford community and the Greater Hartford region, and we look forward to working closely with LTI to help build a talent pipeline in partnership with our educational institutions.”

David Lehman, Commissioner- Connecticut Department of Economic and Community Development & Governor’s Senior Economic Advisor, said, “LTI’s new engagement center is the latest example of tech-focused companies making the strategic decision to invest and grow in Connecticut. The company’s focus on client and community make them a welcome addition to our capital city.”

Sanjay Jalona, CEO & Managing Director, LTI, said, “Hartford is an incredible hub for employment opportunities due to its access to some of the best educational institutions. LTI’s engagement center in the city will help us create a cohesive network and provide strategic support to local clients and staff. This center further strengthens LTI’s service capabilities in the US while establishing a strong foothold in the market.”

The center will also provide an agile environment for LTI’s employees to create and deliver cutting-edge digital solutions for clients. By facilitating employees and client engagements, the new center aims to bring LTI’s remarkable services closer to its customers. As a modern workspace that encourages innovation and upskilling, the Hartford center will leverage workplace flexibility to foster engagement among clients and employees and strive for organizational inclusivity by adopting LTI’s Yin-Yang Model designed for future of work.

LTI’s clients in Connecticut represent sectors as diverse as Banking and Finance, Insurance, Manufacturing, Utilities, Life Sciences, and Aerospace & Defense. The company has seven offices across the USA and counts more than 70 Fortune 500 companies as its clients.

## ***LTI Inaugurates ServiceNow Experience Center and Innovation Lab at its Engagement Center in Hartford, CT***

14 April 2022

Larsen & Toubro Infotech, a global technology consulting and digital solutions company has set up ServiceNow Experience Center & Innovation Lab at its recently inaugurated engagement center in Hartford, CT. The Experience Center aims to encourage enterprises to rapidly evolve and adapt to new organizational processes and harness the full potential of technological advancements by adopting digital workflows that identify improvements, establish roadmaps, and streamline processes.

With focus on innovation and establishing new capabilities for enterprises, the LTI ServiceNow Experience Center will enable co-creation of best-in-class solutions for clients to accelerate their digital transformation journey on the ServiceNow platform®. While the Experience Center will focus on new industry workflows, clients can engage with technical experts from LTI and ServiceNow for in-depth technology briefings, solution demos, software, and access to tools for Proof of Concept (PoC) and solution workshops.

The Experience Center offers:

- One stop shop for solutions and PoC’s powered by ServiceNow’s platform
- A ServiceNow sandbox for associates to explore and contribute
- Innovation Zone to design future roadmap of joint solutions
- Feedback mechanism for constant improvement.

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Nachiket Deshpande, Chief Operating Officer, and Executive Board Member, LTI, said, “This Experience Center offers a comprehensive suite of ServiceNow solutions to foster innovation. It will be a combination of ServiceNow’s powerful tools and LTI’s deep expertise in business transformation journeys. Our clients can now co-create innovative solutions to the new-age challenges using this lab and uncover more flexible, scalable, and agile models to stay competitive.”

Erica Volini, SVP, Global Alliances and Partner Ecosystem Go-To-Market Operations, ServiceNow, said, “Allowing customers to experience the power of our platform firsthand is a great step forward in helping them see the business value of digital transformation. We are excited about the ServiceNow Experience Center & Innovation Lab and the future work to come on this innovative venture.”

LTI is a Sales, Services, Technology and Service Provider, ServiceNow partner that is experienced to provide deep insights and comprehensive solutions to customers using ServiceNow platform capabilities. LTI will continue to invest in key ServiceNow product lines to build joint capabilities.

## ***Razorleaf Corporation Expands Footprint with New Office in Pune, India***

12 April 2022

Razorleaf Corporation announced the opening of Razorleaf Pvt. Ltd, located in Pune, India, to support customers across Europe and North America as part of its 2022 growth strategy.

The India team expands Razorleaf’s technical services to provide highly competitive PLM software development, integration, test automation and design automation services. The office will support various PLM platforms including Dassault Systèmes, Aras, and Autodesk, Razorleaf’s CLOVER platform, Manufacturing Suite for Aras, and 3dxttools.

“India offers an enormous talent pool and we are excited by the large number of highly skilled PLM professionals we have been able to identify and bring onboard to grow our global-support team,” says Luc Van Hemelrijck, Director, Strategic Alliances, Razorleaf BV. “Having our own facilities in India will allow us to better control costs for our clients, world-wide, while maintaining the high level of quality we are known for providing.”

“With economies and businesses growing throughout Europe and North America as the world comes out of the pandemic, good, skilled PLM professionals have become difficult to find,” said Eric Doubell, CEO, Razorleaf. “Our clients are increasingly looking for ways to accelerate their PLM projects with access to more talented resources. Our investment in India is one of the ways we are working to satisfy these needs.”

## **Event News**

### ***EPLAN Virtual Fair: Collaboration is everything***

11 April 2022

Which trends will distinguish the engineering of the future? How has EPLAN aligned its solutions and services for the coming challenges its customers will be facing? These and many other questions will be addressed by the experts from solutions provider EPLAN over two full days and several time zones. EPLAN partners including ABB, Beckhoff, Phoenix Contact and Rockwell Automation will also be sharing their concepts and best practices with attendees during the event. “We’re very pleased that this year’s EPLAN Virtual Fair will be focusing entirely on collaboration in engineering,” says EPLAN Managing Director Haluk Menderes. “Collaboration between stakeholders in the ecosystem, not to

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mention between EPLAN and its customers, is everything – and we’re happy to be bringing it to an international stage.”

## **The workflow sets the tone in engineering**

Timothy J. McCain, who’s responsible for the Digital Partner Program at Rockwell Automation, will be presenting practical insights into the ecosystem of industrial automation from the point of view of a global player. Vice President Industrial Cabinet Solutions Dr Andreas Schreiber at Phoenix Contact will be demonstrating the potential that standardised, AML-based workflows hold in “Smart Engineering and Production.” The partner keynote presentation by ABB will be focusing on electrical engineering using EPLAN and ABB e-Configure; those interested can look forward to seeing how just a few clicks gets configuration started in a talk by ABB Global Data Center Segment Manager Aleksandar Grbic.

## **Collaboration is everything**

Other EPLAN customers will be sharing their best practices with attendees: President Brenden Fritz of Automation Drive Systems in Omaha, Nebraska, will be taking attendees on a journey to digital prototyping – using the augmented reality features in eView Free AR, he will show how his company utilises its potential in control cabinet manufacturing. BEB Solutions CEO Jens Brinkmann will be sharing completely new avenues in 3D cabling using EPLAN Harness proD. Additional companies that participate in the EPLAN Partner Network will have their own presentation areas in the virtual space and will also be available to answer questions in chat.

EPLAN Austria, Portugal, the Czech Republic and Hungary, as well as Brazil and Canada, will be holding live session in those countries’ national languages and will be available for questions in chat. As in years previous, inspiring industry topics from the automotive, energy, building technology and process industry sectors will round off the numerous live talks.

## **The better the communication, the more successful the project**

On day one there will be seven different live demonstrations on software topics and experts will be giving practical insights into the innovations of the EPLAN Platform. The conference programme will also be taking a look at the manifold opportunities the EPLAN Cloud offers and also examine the potential efficiency gains of the integrated value chain in panel building and control cabinet manufacturing. A live (video) chat will offer participants the possibility to network in virtual space, and there will be lots more fun on the agenda with a prize draw.

## ***MathWorks Previews the MATLAB EXPO 2022 Online Conference***

12 April 2022

MathWorks previewed the agenda for MATLAB EXPO 2022 to be held live across multiple international time zones during May 17–18, 2022. The event will feature more than 50 sessions and interactive workshops spanning nine focus areas including AI, autonomous systems, electrification, 5G, and engineering education. Attendance is free and registration is now open.

MATLAB EXPO 2022 will highlight the latest features and capabilities of MATLAB® and Simulink® through real-world examples and hands-on demonstrations, while providing a forum for engineers, scientists, and researchers to share knowledge, network with peers, and talk to MathWorks experts. The conference also will offer interactive workshops using MATLAB Online™ and Simulink Online™, as well as a digital exhibition area showcasing MathWorks partners and affiliates.

### **MATLAB EXPO Program Highlights**

Engineers, scientists, and educators are actively engaged in the fight against climate change. In her keynote, "**Save the Earth: Accelerate Climate Science and Electrify Everything**," Dr. Tanya Morton

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will highlight how they are using MATLAB and Simulink to advance climate research, achieve breakthroughs in the development of electrified products and systems, and train the next generation to innovate even further.

The agenda also includes plenary talks from renowned MathWorks customers.

**“Advancing AI and Data Science Through Industry/Academia Collaboration,”** *Dr. Talitha Washington, Director of the Atlanta University Center Data Science Initiative.* This session will explore how to develop effective collaborations that lead to educational opportunities for all students. It will also show how researchers in the Atlanta University Center are developing new ways to inform the development of AI and data science that minimize racial biases.

**“Rolls-Royce Pathway to Net Zero,”** *Jonathan Cooper, Head of Systems and Software at Rolls-Royce.* The climate crisis means the way humans use power must become compatible with net zero carbon. This talk discusses how technology can be a force for good, and that, as the world emerges from the pandemic, sustainable economic growth is possible. For Rolls-Royce, the transition to net zero is both a societal imperative and the greatest commercial opportunity of this era.

**“The Electronic System Architecture Modeling (eSam) Method,”** *Chris Watkins, Senior Project Manager at Gulfstream Aerospace Corp.* Gulfstream will present the Electronic System Architecture Modeling (eSAM) method that they developed to model the integration of electronic system components at the data exchange level. The eSAM method leverages System Composer.

Flexible Access to Interactive Presentations

As an online event, MATLAB EXPO 2022 is open to participants from around the world. On each day of the show, the event will be repeated in four blocks of 3.5 hours each for participants in four time zones. Those located in Asia (start 09:00 a.m. IST), Europe (start 10:00 a.m. CEST), U.S. East (start 09:00 a.m. EDT) and U.S. West (start 10:00 a.m. PDT) will have the opportunity to select sessions from any block to suit their personal schedules.

## ***Rockwell Automation and Plex Systems Combine Events to Host ROKLive in Orlando, Presenting Vision for the Future of Industrial Transformation***

13 April 2022

Rockwell Automation, Inc., the world’s largest company dedicated to industrial automation and digital transformation, announced that registration is now open for ROKLive, a Rockwell Automation and Plex Systems event taking place June 13-16 in Orlando, Fla. Joining with newly acquired Plex’s annual PowerPlex event, the in-person ROKLive experience will bring together operations, maintenance, engineering and technology leaders and innovators to explore how Rockwell Automation’s enterprise-wide solutions are linking OT and IT like never before.

ROKLive combines the power and expertise of Rockwell Automation and Plex Systems – and members of the Rockwell PartnerNetwork™ and Plex Partner Ecosystem – all in one place. Over the course of four days, attendees will have the opportunity to experience keynote presentations, networking events, and unique sessions delivering a mix of best practices, case studies, hands-on-learning, and an interactive expo showcasing the latest innovations in industrial and manufacturing software and hardware technologies. Manufacturing leaders will also present live sessions that explore how Rockwell and Plex solutions have advanced their digital transformation in real industrial scenarios.

“For the first time ever, Rockwell Automation and Plex Systems are coming together to create an even more exciting ROKLive, which will take place in person on June 13-16 in Orlando, Florida,” said Tina

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Dear, vice president, global marketing, Rockwell Automation. “The expanded Rockwell team, including Plex Systems and Fiix, will share information about the latest technologies and solutions, proven best practices, and industry insights, including results we have achieved for our customers as a result of digital transformation.”

There are several reasons to attend this year’s ROKLive, including, but not limited to:

- **Four Keynote Presentations** – ROKLive will begin each day with an inspirational keynote presentation focused on strategy and vision for digital transformation. Rockwell Automation and Plex Systems leaders, along with guest speakers, will highlight investments in innovation and how the companies are delivering optimal outcomes. Speakers will discuss the ways Rockwell is connecting its strategy to the work its customers do every day and demonstrate how it is delivering technology that achieves results.
- **125+ Interactive Sessions** – Experience interactive sessions centered around the newest industrial transformation solutions and best practices. From in-depth technical training, hands-on labs, industry-focused discussions, and interactive panel discussions, attendees are sure to learn from manufacturing leaders, product managers, and peers about the latest advancements in industrial automation design, operations management, maintenance, and implementation. Sessions will be presented by technology experts, and Professional Development Hour credits are available for attending applicable sessions.
- **The Connected Enterprise Expo** – Explore the Connected Enterprise Expo and experience the IT and OT innovations from Rockwell Automation, Plex Systems and our partners. More than 30 interactive exhibits will feature the latest advancements and new capabilities in industrial and manufacturing transformation.
- **Peer Networking** – Learn and connect with more than 1,500 tech-savvy professionals. Engage in open dialogue with peers on top-of-mind topics centered around digital operations. Available peer exchange discussions will focus on the following industries and key topics: Consumer Packaged Goods (CPG), Cybersecurity, Life Sciences, OEM, and Water Wastewater. Join the popular Women in Manufacturing luncheon on Tuesday and rock out on Wednesday night at the Hard Rock Café for the ROKLive evening experience.

With registration now open, an early bird discount price is available through April 28<sup>th</sup>.

## Financial News

### ***ANSYS TO RELEASE FIRST QUARTER 2022 EARNINGS ON May 4, 2022***

14 April 2022

ANSYS, Inc. announced that the Company expects to release its first quarter earnings on Wednesday, May 4, 2022, after the market closes. The Company will hold a conference call conducted by Ajei Gopal, president and chief executive officer and Nicole Anasenes, chief financial officer and senior vice president of finance at **8:30 a.m. Eastern Time on Thursday, May 5, 2022** to discuss first quarter 2022 results and future outlook.

CONFERENCE CALL INFORMATION:

What: Ansys First Quarter 2022 Earnings Conference Call

When: May 5, 2022 at **8:30 a.m. Eastern Time**

We encourage participants to pre-register for the conference call using the enclosed link. Callers who

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pre-register will be given a unique PIN to gain immediate access to the call, bypassing the live operator. Participants may pre-register any time, including up to and after the call start time. You will immediately receive an online confirmation, an email with the dial in number and a calendar invitation for the event.

**To pre-register, go to:**

<https://dpreregister.com/sreg/10164278/f1c3377cf4>

You may also register for the conference call by logging in through the investor section of our website at <https://investors.ansys.com> and clicking on Events & Presentations and click on the event or go to Quarterly Results under the Financials section and click on the Webcast link.

The following will be available on the corporate website <https://investors.ansys.com> at or prior to the time of the conference call: a link to the live audio webcast of the call as well as the earnings press release and earnings prepared remarks.

For those who do not have internet access or are unable to pre-register, simply join the call on the day of the event by dialing (855) 239-2942 (US) or (412) 542-4124 (CAN and INT'L). Ask the operator to join you into the Ansys Conference Call.

The call will be recorded with replay available within two hours after the call at <https://investors.ansys.com> or at (877) 344-7529 (US), (855) 669-9658 (toll-free Canada) or (412) 317-0088 (INT'L). Passcode: 9408660.

## ***CADMATIC turnover reaches 28.3 M€ – plans to recruit 100 new employees in 2022***

13 April 2022

After the 2020 Covid pandemic, CADMATIC achieved significant growth in 2021. Revenue increased by 10%, boosting turnover to a new record level of M€ 28.3. The outlook remains positive and aggressive growth strategies see the company increasing its staff compliment by 100 by the end of 2022.

Particularly strong growth was achieved in CADMATIC's Process and Industry (P&I) segment, where revenue increased by over 30%. The Construction and Marine businesses grew by 11% and 4% respectively.

At the end of the financial year, CADMATIC Group had 248 employees. The target is to grow the number of employees by 40%, reaching a staff compliment of 350 by the end of 2022.

*"We have set ourselves aggressive growth targets and to achieve this we need to recruit heavily in Finland and our other locations around the world. Highly skilled employees remain the driving force behind our success," says CADMATIC CEO Jukka Rantala.*

**Key achievements in Process & Industry, Marine, and Construction segments**

A notable achievement in the Process & Industry segment during the fiscal period was, among others, acquiring Sumitomo SHI FW as a customer. The global provider of power, energy storage and environmental technologies and services implemented CADMATIC 3D plant design and information management solutions in their engineering projects in Finland, Poland, India, and China.

In the Marine segment, a key highlight in 2021 was Seaspan Shipyards' implementation of all CADMATIC's ship design and information management software. The Canadian shipyard is a strategic shipbuilding partner for large non-combat vessels for the Canadian Coast Guard and Royal Canadian Navy.

The Construction segment's 11% growth was driven, among others, by the acquisition of a record 185

new customers.

New offices in Canada and Hungary

During the fiscal year, CADMATIC established a subsidiary in Vancouver Canada to support Seaspan Shipyards and to drive business development in the North American region. At the beginning of the current financial period a subsidiary was also established in Budapest, Hungary to support the growing customer base in Eastern Europe.

Focus on R&D investments and social responsibility

Almost 23% of CADMATIC's turnover was invested in software development in 2021. In September 2021, CADMATIC was ranked as the 7<sup>th</sup> highest investor in R&D in Finland as a percentage of turnover by Tekniikka & Talous magazine.

A major focus of CADMATIC's social responsibility lies in the development of educational opportunities. In 2021, CADMATIC continued offering students the possibility to participate in free online training and cooperated with educational institutions and customers to boost the design and project skills of students. A mechanical engineering professorship donated earlier by CADMATIC to the University of Turku was filled early this year.

## ***Dassault Systèmes to publish its First Quarter 2022 Results, Webcast and Conference Call on April 27th, 2022***

11 April 2022

Dassault Systèmes, the 3DEXPERIENCE Company, world leader in 3D design software, 3D Digital Mock Up and Product Lifecycle Management (PLM) solutions, will publish its operating performance for the first quarter 2022, ended March 31<sup>st</sup>, 2022, on Wednesday, April 27<sup>th</sup>, 2022.

The management of Dassault Systèmes will present the earnings by webcast at 10.00 Paris time – 09.00 London time, and will then host a conference call at 09.00 New York time – 15.00 Paris time – 14.00 London time.

Both the webcast and the conference call will be available live and as replay on Dassault Systèmes' investor website at <https://investor.3ds.com>.

## ***Differentiated Cloud Services and Large Deal Momentum Drive Infosys' Highest Annual Growth in a Decade***

13 April 2022

Infosys, a global leader in next-generation digital services and consulting, delivered \$16.3 billion in revenues with the highest annual growth in the last decade of 19.7% in constant currency with a robust operating margin of 23.0%. Growth was broad-based, supported by continued momentum in large deal wins with TCV of \$9.5 billion. EPS grew by 15.2% in rupee terms. FCF crossed \$3 billion for the year.

Q4 sequential growth was 1.2% in constant currency with operating margin of 21.5%. TCV of large deal wins was \$2.3 billion in Q4.

"Infosys delivered highest annual growth in a decade with broad-based performance driven by deeply differentiated digital and Infosys Cobalt led cloud capabilities, powered by 'One Infosys' approach. We continue to gain market share as a result of sustained clients' confidence in our ability to successfully navigate their digital journeys," **said Salil Parekh CEO and MD.** "With the acceleration of digital disruptions across industries, we see immense potential to engage and partner with clients as they

# CIMdata PLM Industry Summary

transform, adapt and thrive. We will scale talent globally, invest in employees and accelerate innovation and digital capabilities to capitalize on the expanding market opportunities," he added.

<b>38.8% YoY</b>	<b>20.6% YoY</b>	<b>21.5% Q4</b>	<b>13.4% YoY</b>	
<b>41.2% FY</b>	<b>19.7% FY</b>	<b>23.0% FY</b>	<b>15.2% FY</b>	<b>\$2.3 bn Q4</b>
CC Digital growth	CC Revenue growth	Operating margin	Increase in EPS (₹ terms)	<b>\$9.5 bn FY</b> Large deal TCV

## Guidance for FY23:

- Revenue growth of 13%-15% in constant currency
- Operating margin of 21%-23%

### 1. Key financial highlights:

#### For the quarter ended March 31, 2022

- Revenues in CC terms grew by 20.6% YoY and 1.2% QoQ
- Reported revenues at \$4,280 million, growth of 18.5% YoY
- Digital revenues at 59.2% of total revenues, YoY CC growth of 38.8%
- Operating margin at 21.5%, decline of 3.0% YoY
- Basic EPS at \$0.18, growth of 9.2% YoY
- FCF at \$761 million, decline of 4.8% YoY;  
FCF conversion at 101.0% of net profit

#### For the year ended March 31, 2022

- Revenues in CC terms grew by 19.7% YoY
- Reported revenues at \$16,311 million, growth of 20.3% YoY
- Digital revenues at 57.0% of total revenues, YoY CC growth of 41.2%
- Operating margin at 23.0%, decline of 1.5% YoY
- Basic EPS at \$0.70, growth of 14.3% YoY
- FCF at \$3,055 million, growth of 2.8% YoY;  
FCF conversion at 102.9% of net profit

"In a year marked by intense supply side challenges, Infosys delivered strong financial performance – EPS growth of 15.2%, Free Cash Flows surpassing \$3 billion and Return on Equity of 29.1%, reflecting the company's success, driven by client-centricity and rich capabilities. The Board has proposed a final dividend of ₹16 per share, taking the total dividend for FY22 to ₹31 per share, an increase of 14.8% over prior year," **said Nilanjan Roy, Chief Financial Officer**. "With a robust demand environment ahead, we envisage making appropriate long-term investments in capability building across sales, delivery and innovation. However, we plan to neutralize some of the impact through aggressive cost optimization programs and value led pricing driven by service and brand differentiation. This, along with post-pandemic normalization of expenses, is reflected in the margin guidance," he added.

## 2. Capital allocation

For FY22, the Board has recommended a final dividend of ₹16 per share (\$0.21 per ADS\*). Together with the interim dividend of ₹15 per share already paid, the total dividend per share for FY22 will amount to ₹31 (app. \$0.41 per ADS\*) which is a 14.8% increase over FY21. With this, the company has announced total dividend of approx. ₹13,000 crore (approx. \$1.74 billion\*) for FY22.

*\*USD-INR rate of 75.00*

## 3. Client wins & Testimonials

# CIMdata PLM Industry Summary

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- Infosys launched Infosys Metaverse Foundry, an integral part of Infosys Living Labs to accelerate enterprises' ability to evolve and execute strategies for virtual-physical interconnections. **Daniel Schumacher, Head of Global IT Applications and Digital Innovation, Komatsu**, said, "Our strategic foresight and transformation roadmap point to the rapid acceleration of digital ecosystems, and we are looking to bring its value to all facets of our business – both as we know them today and to what we can create for the future. We are excited to partner with Infosys metaverse foundry to uncover the most significant investment we must make in the virtual world and plant seeds today that are most likely to bear fruit for our future."
- Infosys collaborated with E.ON for its Digital Workplace Transformation across multiple services. "We were looking for an innovative and future oriented partner for our entire workplace transformation journey. We are delighted to have Infosys as E.ON's digital workplace partner, supporting 75K+ users across 12 countries for all their workplace needs. This collaboration cuts across services that include IT Service Desk, End User Devices, Unified Communication and Collaboration and IT Service Management. Infosys is also engaging with E.ON for multiple other initiatives as our strategic transformation partner. We are confident that this collaboration will be a great enabler in our ongoing digital transformation journey," said, **David Benkelberg, Head of User Services, E.ON**.
- Infosys collaborated with Telenor Norway to transform its finance and supply chain operations through standardized, Oracle Cloud ERP solution. **Terje Borge, CFO, Telenor Norway**, said, "Telenor Norway needs to continuously raise the bar in its operational performance to serve as the trusted digital partner for its consumer and enterprise customers. IT as a business enabler plays a critical role in this objective. The ERP transformation program is one of the steps in making Telenor agile and efficient."
- Infosys Finacle enabled WhatsApp Baking for Union Bank of India. The new service, called Union Virtual Connect (UVConn), will provide customers personalized and daily banking services. **Shri Rajkiran Rai G, Managing Director & CEO, Union Bank of India**, said, "It has always been our endeavor to build lasting relationships with customers by offering simple, fast, and contextual banking solutions and experiences with improved convenience. In line with this vision, we have introduced this service on WhatsApp, one of the most popular instant messaging applications in the world. Our retail customers can execute a host of their banking requirements on their own, without visiting a branch, instantaneously and securely. With Finacle Conversational Banking and Remote Banker we can now tap into the growing prominence of social media in everyday life. We expect this simple and convenient form of banking to add immense convenience to our customers and hope to see its rapid adoption in the months to come."
- Nu Skin, a leading health, beauty and wellness company with businesses in over 50 countries, collaborated with Infosys to achieve their vision of becoming a next generation social commerce enterprise. **Ryan Napierski, President and CEO, Nu Skin** said, "At Nu Skin, we are delighted to partner with Infosys for our transformation into a next-gen social commerce enterprise. Key to this is our collaborative work to provide personalized and engaging consumer journeys to build customer loyalty and help fuel our future growth."

## 4. Recognitions

- Recognized as one of the 2022 World's Most Ethical Companies by Ethisphere
- Awarded Global Top Employer 2022 certification in 22 countries across Asia Pacific, Europe,

# CIMdata PLM Industry Summary

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the Middle East, and North America in recognition of its outstanding strategies and people practices

- Certified as a Great Place to Work® for excellence in its employment practices in Canada for 2022
- Ranked #1 among top 100 listed companies in India for receiving the highest score on ESG by Stakeholders Empowerment Services (SES)
- Received LEED Platinum certification from US Green Building Council for 4 buildings, situated in Indianapolis, Bengaluru, Mysuru and Thiruvananthapuram, with a total area of 2.15 million sq.ft.

## ***Honeywell to Release First Quarter Financial Results and Hold its Investor Conference Call on Friday, April 29***

8 April 2022

Honeywell will issue its first quarter financial results before the opening of the Nasdaq Stock Market on Friday, April 29. The company will also hold a conference call at 8:30 a.m. EDT.

### **Presentation Materials / Webcast Details**

A real-time audio webcast of the presentation can be accessed at <http://www.honeywell.com/investor>, where related materials will be posted prior to the presentation and a replay of the webcast will be available for 30 days following the presentation.

Honeywell is a Fortune 100 technology company that delivers industry-specific solutions that include aerospace products and services; control technologies for buildings and industry; and performance materials globally. Our technologies help aircraft, buildings, manufacturing plants, supply chains, and workers become more connected to make our world smarter, safer, and more sustainable.

Honeywell uses our Investor Relations website, [www.honeywell.com/investor](http://www.honeywell.com/investor), as a means of disclosing information which may be of interest or material to our investors and for complying with disclosure obligations under Regulation FD. Accordingly, investors should monitor our Investor Relations website, in addition to following our press releases, SEC filings, public conference calls, webcasts, and social media.

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

12 April 2022

PROS®, a market-leading provider of SaaS solutions optimizing shopping and selling experiences, will release its financial results for the first quarter 2022 ended March 31, 2022 after the U.S. financial markets close on Tuesday, May 3, 2022.

PROS Holdings, Inc. will host a conference call on Tuesday, May 3, 2022, at 4:45 p.m. EDT 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. A telephone replay will be available until Tuesday, May 17, 2022, 11:59 PM EDT at 1-844-512-2921 (toll-free) or 1-412-317-6671 using the pass code 13728242.

## ***SAP to Release First Quarter 2022 Results***

13 April 2022

SAP SE will release its full results for the first quarter of 2022 on Friday, April 22.

SAP CEO Christian Klein as well as CFO Luka Mucic will host a virtual analyst conference to present first quarter financial figures, as well as an outlook on the current financial year.

Media representatives may listen in on the virtual analyst conference via Webcast at 2:00 p.m. CEST/ 8:00 a.m. EDT, accessible at <https://broadcast.co.sap.com/go/QReport>.

## ***TCS Closes FY 22 with Highest Ever Incremental Revenue Addition and All-time High Order Book***

11 April 2022

Tata Consultancy Services reported its consolidated financial results according to Ind AS and IFRS, for the quarter ending March 31, 2022.

### **Highlights of the FY 2021-22**

- Client metrics: Added **10** clients in the **\$100 Mn+** bucket, **19** in the **\$50 Mn+** bucket, **40** in the **\$20 Mn+** bucket and **52** in the **\$10Mn+** bucket
- Employee Metrics:
  - Net Addition: **103,546** employees
  - Employee Headcount: **592,195**
  - Diversity: **153** nationalities; **35.6%** women
  - IT Services Attrition (LTM): **17.4%**
- Talent Development:
  - **3.5 million** digital competencies acquired
  - Number of Contextual Masters crosses
  - **50,000 mark**
- Free Cash Flow: **\$ 5.257 billion**
- **\$ 4.179 billion** of cash returned to shareholders through buybacks and dividends

### **Highlights of the Quarter Ended March 31, 2022**

- Operating Margin: **25%**; Net Margin: **19.6%**
- Net Income: **\$1.314 billion**, **+3.7%** YoY
- Strong Cash conversion: Operating Cash Flow **111.3%** of Net Income
- Net Addition: **35,209** employees, highest ever in a quarter
- Final Dividend per share (proposed): **`22**
- **Top Employer Brand**
  - Recognized as 2022 Global Top Employer for the seventh year in a row by the Top Employers Institute
  - Ranked #1 in India Top Company by LinkedIn, #11 in Australia and #19 in Netherlands, among the best workplaces for career growth

# CIMdata PLM Industry Summary

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- Ranked #3 in the BT-Taggd survey of the Best Companies to Work For in India

*\*Excludes legal claim provision in FY21*

**Rajesh Gopinathan, Chief Executive Officer and Managing Director,** said: *“We are closing FY 22 on a strong note, with mid-teen growth and adding the maximum incremental revenue ever. Increasing participation in our customers’ growth and transformation journeys, and an all-time high order book provide a strong and sustainable foundation for continued growth ahead.”*

**N Ganapathy Subramaniam, Chief Operating Officer and Executive Director,** said: *“It is immensely satisfying to close the year with robust, broad-based growth, industry-leading margins and the highest ever order book. During the year, we took on technologically challenging, industry-first transformational programs and brought to bear the full power of TCS’ capabilities and that of our partner ecosystem, to successfully deliver market-changing outcomes. Our continued investments in building newer capabilities, our passion for innovation, our contextual knowledge and most importantly, our self-belief have been key to this, and these position us very well for continued success ahead.”*

**Samir Seksaria, Chief Financial Officer,** said: *“While continuing to make all the investments needed to support our growth aspirations, we managed the headwinds this year to deliver an industry-leading operating margin yet again. The successful completion of our fourth buyback in five years is another milestone in our shareholder-friendly approach to capital allocation.”*

**Milind Lakkad, Chief HR Officer,** said: *“With the highest ever net addition this year, consistently highest talent retention, benchmark talent development metrics, continued focus on health and wellbeing and numerous industry awards, we have reaffirmed TCS’ position as the #1 employer of choice.”*

## **Q4 and Full Year Segment Highlights\*\***

**Industries:** All verticals grew in the mid to high teens. Growth was led by Retail and CPG (**22.1%**), Manufacturing vertical (**+19%**) and Communications & Media (**+18.7%**). Technology & Services grew (**+18%**) and Life Sciences and Healthcare grew (**+16.4%**) while BFSI grew (**+12.9%**).

On a full year basis, growth was led by Retail and CPG (**20.6%**), Manufacturing vertical (**+19.4%**), Life Sciences and Healthcare (**+19.2%**), BFSI grew (**+16.7%**), Technology & Services grew (**+15.8%**) and Communications & Media grew (**+14.0%**).

**Markets:** Growth among markets was led by North America which grew (**+18.7%**), UK grew (**+13%**), Continental Europe grew (**+10.1%**). Among emerging markets, Latin America grew (**+20.6%**), Middle East & Africa grew (**+7.3%**), India grew (**+7%**), and Asia Pacific grew (**+5.5%**).

On a full year basis, among major markets, North America grew (**+17.5%**), Continental Europe grew (**+15.1%**) and UK grew (**+14.3%**). In emerging markets, Latin America grew (**+18.2%**), India grew (**+16%**), Middle East & Africa grew (**+12.9%**) while Asia Pacific grew (**+6.7%**) growth.

**Services:** Demand continued to be strong during the quarter as well as the full year across all markets, industries, and services, with growth led by Cloud, Cyber Security, Enterprise Application Services and IoT & Digital Engineering. **Industries:** All verticals grew in the mid to high teens. Growth was led by Retail and CPG (**22.1%**), Manufacturing vertical (**+19%**) and Communications & Media (**+18.7%**). Technology & Services grew (**+18%**) and Life Sciences and Healthcare grew (**+16.4%**) while BFSI grew (**+12.9%**).

- **Consulting & Services Integration:** C&SI continues to play a strategic role for many customers in accelerating their growth and transformation journeys. Supply chain momentum focused on optimizing and automating fulfillment and distribution processes. Consulting-led cloud modernization services continued to see strong demand. Global M&A activity drove continued

# CIMdata PLM Industry Summary

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growth for related services during the quarter.

- **Cloud Platform Services:** The multi-year technology cycle fueled by cloud adoption continued apace. Clients are investing to build a new future-ready digital core, reduce technology debt, host mission-critical workloads, provide a unified view and advance on their sustainability goals. Key services which led growth are application modernization leveraging cloud native application development, data platform modernization and migration services.
- **Digital Transformation Services:** There was robust demand for ERP transformation and modernization, intelligent products, connected plants, connected health, managed security services, design led customer experience transformation and sustainability. There was increased adoption of enterprise cloud solutions in the areas of e-commerce and customer experience across sales and service channels, supply chain, human capital, analytics and significant back-office transformation. TCS Crystallus™ continues to find strong resonance with customers for their industry innovations. As governments strengthen the privacy laws and minimize risk of data leakage due to ransomware, TCS' "Privacy by Design" offering is gaining traction.
- **Cognitive Business Operations:** There were multiple deal wins powered by MFD™ and Cognix™ for digital transformation of operations in the areas of data center and networks, finance and supply chain and customer experience. Other themes driving the growth in this quarter include integrated application and infrastructure operations and vendor consolidations. TCS Cognix™ continued to make strong strides with the installed base crossing 200 customers.

*\*\* Year on Year Growth in Constant Currency terms*

## Research and Innovation

As on **March 31, 2022**, the company has applied for **6,583** patents, including **187** applied during the quarter, and has been granted **2,287** patents. For the full year, TCS filed for **704** patents and was granted **437**.

## Human Resources

In Q4, TCS added **35,209** employees on a net basis, the highest ever net addition in a quarter. Employee headcount stood at **592,195**, a net addition of **103,546** during the year, another all-time high. The workforce continues to be very diverse, comprising **153** nationalities and with women making up **35.6%** of the workforce.

TCS' focus on organic talent development continues to produce best in class outcomes. In Q4, TCSers logged **22 million** learning hours. For the full year, the company's investments in learning and development resulted in the workforce acquiring **3.5 million** digital competencies. The number of Contextual Masters crossed **50,000** – another key milestone in the journey to scale growth and transformation capabilities within the organization.

The company's philosophy of investing in people, and its progressive workplace policies have resulted in industry leading retention in an environment of increased churn. IT services attrition continued to climb, reaching **17.4%**. However, incremental attrition has moderated.

## ***Xometry to Announce First Quarter 2022 Financial Results on May 11, 2022***

12 April 2022

Xometry, Inc., the global digital marketplace for on-demand manufacturing, announced it will report its first quarter 2022 financial results before the market open on May 11, 2022.

Xometry will host its conference call and webcast to discuss the results at 8:30 a.m. Eastern Time (5:30

a.m. Pacific Time) on the same day. In addition to its press release announcing its first quarter 2022 financial results, Xometry will also release an earnings presentation, which will be available on its investor website at [investors.xometry.com](https://investors.xometry.com) on May 11, 2022.

## **Xometry, Inc. First Quarter 2022 Earnings Presentation and Conference Call**

- Wednesday, May 11, 2022
- 8:30 a.m. Eastern / 5:30 a.m. Pacific
- Please dial (877) 313-2061 (US/CAN) or (470) 495-9537 (International) to listen to the call
- The conference ID is 1993784
- You may also visit the Xometry Investor Relations Homepage at [investors.xometry.com](https://investors.xometry.com) to listen to a live webcast of the call

The earnings webcast presentation will be archived within the Investor Relations section of Xometry's website.

## **Implementation Investments**

### ***Ansys Helps Protect National and Global Security Through Digital Mission Engineering and Space Domain Awareness***

14 April 2022

Ansys Government Initiatives (AGI) is supporting Northrop Grumman in developing, testing, and delivering a Deep-Space Advanced Radar Capability (DARC) in support of the U.S. Space Force (USSF) Space Systems Command (SSC) Space Domain Awareness mission.

Integrating Ansys' best-in-class simulation and digital mission engineering solutions, Northrop Grumman created a high-fidelity, open digital twin prototype environment. Northrop Grumman will also use Ansys' products to examine radio frequency systems, perform mission-level analysis, and leverage digital thread capabilities.

"Ansys is honored to collaborate with DARC to support the digital design and validation of this critical U.S. national security system," said Shane Emswiler, senior vice president of products at Ansys. "Our simulation and digital mission engineering solutions are proven to accelerate and optimize complex product development within leading engineering organizations throughout the world. We are confident they will benefit the Northrop Grumman DARC team in the same manner."

This initial DARC contract includes the design, development, and delivery of a Site 1 system which is expected to be completed in 2025. The companies are also working together on two additional radar sites to be strategically positioned around the world.

### ***Cadence Spectre FX FastSPICE Simulator Is Adopted by SK Hynix to Accelerate DRAM Design***

7 April 2022

Cadence Design Systems, Inc. announced that SK hynix Inc. has deployed the Cadence® Spectre® FX Simulator for FastSPICE-based functional verification of their DDR4 and DDR5 DRAMs targeted for PC and mobile applications. The Spectre FX Simulator provides SK hynix with high simulation accuracy, fast performance and an intuitive use model.

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Functional verification of SK hynix's DRAM requires simulating large transistor-level designs with tens of millions of transistors and hundreds of millions of parasitic post-layout elements across several modes of operation and process, voltage and temperature (PVT) corners. The Spectre FX Simulator delivers optimal capacity for handling these huge designs with fast simulation performance to complete verification and meet stringent tapeout deadlines. SK hynix leveraged the simulator to check critical output data signal values and top-level currents and timing measurements, enabling it to verify design behavior and ensure that the designs meet their functionality, timing and power specifications. In addition, the simulator provides an intuitive use model with minimal simulation-tuning requirements accompanied by excellent accuracy and performance balance to speed up given verification tasks.

SK hynix is using the Spectre FX Simulator's highly scalable multicore architecture to perform parallelization of transient simulations, allowing design and verification teams to further improve simulation turnaround time by utilizing the hardware resources available without having to trade off accuracy.

"Our DRAM designs require several high-accuracy chip-level FastSPICE simulations across many process corners to ensure their timing, power and other attributes meet demanding specifications while delivering our products on time to the PC and mobile computing markets," said Mr. Do Chang-ho, Head of Computer Aided Engineering at SK hynix, Inc. "As a result of our collaboration with Cadence, the Spectre FX FastSPICE Simulator has been qualified and deployed in production for PC and mobile DRAM verification and is being expanded to HBM and graphics DRAMs. The Spectre FX Simulator enables breakthroughs in design methodology and significant productivity gains."

The Spectre FX Simulator is part of the industry-leading Spectre Simulation Platform, which offers the only complete simulation solution encompassing multiple solvers to allow a designer to move easily and seamlessly between circuit-, block- and system-level simulation and verification tasks. The Spectre Simulation Platform supports Cadence's Intelligent System Design™ strategy enabling SoC design excellence.

## ***Celonis and Accenture to Accelerate Digital Transformation for MANN+HUMMEL***

12 April 2022

Celonis and Accenture are teaming up to support MANN+HUMMEL, a global filtration solutions provider, to accelerate its company-wide digital transformation and become a data-driven enterprise. By leveraging intelligent insights and actions, MANN+HUMMEL will improve and optimize its processes to increase operational excellence and become even more customer-centric.

Accenture has supported MANN+HUMMEL's data-driven enterprise journey since 2019. Together with global execution management leader Celonis, Accenture will foster the firm's process excellence capabilities by helping to roll out Celonis' Execution Management System across MANN+HUMMEL in a multi-year program.

With this strategic collaboration, MANN+HUMMEL will gain new levels of transparency and an objective, fact-based understanding of how its core business processes really run. This will enable MANN+HUMMEL to identify performance barriers in real-time and take automated action to remove inefficiencies and improve processes. Insights from the initial stages of deployment have already created process standardization and optimization in the areas of supply, distribution and production. This will be expanded on in the coming months across materials, planning and logistics, to improve cycle times and productivity, reduce rework, optimize inventory, increase automation and streamline global execution.

Emese Weissenbacher, executive vice president and chief financial officer at MANN+HUMMEL, said:

# CIMdata PLM Industry Summary

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“Our efforts and investments in standardization are all targeted towards being able to stay a step ahead of customers’ needs. Deploying Celonis market-leading process mining and execution management capabilities enables us to drive more intelligent, data-driven insights, measures and decisions. I am convinced with this transformation we can take our business processes to the next level and create an agile platform for continuous improvement.”

## **S/4HANA® Migration - Minimizing Project Risks**

Jean-Marc Eribeau, program lead with MANN+HUMMEL, is responsible for steering the strategic program, and together with Accenture, will drive forward the change management and governance during the Celonis rollout. Celonis will help accelerate MANN+HUMMEL’s migration to SAP S/4HANA® and provide support before, during, and after the migration. By leveraging Celonis, MANN+HUMMEL already enjoys increased process standardization, reduced manual effort, mitigated project risks and minimized business disruption and is therefore well prepared for the SAP S/4HANA migration.

Thomas Rinn, global Industrial sector lead for Accenture said: “Building on the strong foundation we already established, rolling out Celonis is the next logical step at the right time for MANN+HUMMEL. With process mining and execution management, we will help MANN+HUMMEL achieve operational excellence, which will strengthen the firm’s position as a digital leader in the industry and help it achieve new business value for the company, its employees and customers.”

## **Celonis Center of Excellence accelerates transformation**

Accenture and Celonis will also support MANN+HUMMEL in the establishment of a Celonis Center of Excellence (CoE) that will bring together all relevant experts to ensure a synchronized approach and efficient planning and implementation. The CoE will combine partner enablement support, professional services and value advisory for customers, as well as trained solution engineering and customer support teams to provide around-the-clock expertise and innovation.

“We are proud to be part of MANN+HUMMEL’s journey to transform into a data-driven enterprise and establish a sustainable operating model,” said Bastian Nominacher, Celonis co-founder and co-CEO. “With our shared value-based approach, we have accelerated the MANN+HUMMEL transformation journey in just a matter of weeks, and created the foundation to bolster their standardization roadmap, which will enable MANN+HUMMEL to deliver bold, company-wide transformation. We are supporting each phase of MANN+HUMMEL’s SAP S/4HANA migration, including reducing costly risks and roadblocks with intelligent data-driven insights, smoothing user adoption, and achieving key business outcomes at every stage of the rollout.”

## ***CGS’s BlueCherry® Team Signs Dorfman Milano***

14 April 2022

CGS, a global provider of business applications, enterprise learning and outsourcing services, announced **Dorfman Milano, a worldwide provider of premium outdoor, western, resort and private label headwear brands, has selected the award-winning, industry-leading BlueCherry® Enterprise Suite as its end-to-end ERP solution.**

“BlueCherry was not just the only software suite that covered our business processes and needs end-to-end, but also brought with it a team of experts who understand our business and the ecosystem intimately,” said Dion Record, Vice President of Information Technology for Dorfman Milano. “One of our biggest challenges and opportunities for us going forward was optimizing our entire process from design all the way through the manufacturing shopfloor – something the BlueCherry Suite manages

perfectly.”

From 105-year-old classic brands, such as Biltmore, to freshly launched brands, such as Makai, Dorfman Milano differentiates itself in the market not only by its breadth of offerings, but also by its people and the community of artisans that hand-make their hats, local shops that display them and customers’ stories who wear them with distinction.

## ***dm-drogerie markt Launches PLM Journey with Centric Software®***

11 April 2022

dm-drogerie markt, the number 1 drugstore chain in Europe, has selected Centric Software’s Product Lifecycle Management (PLM). Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Founded in 1973 in Karlsruhe, Germany, dm-drogerie markt has become the largest drugstore chain in Europe. Today, the company operates in over 3,800 stores across 13 European countries with a turnover of more than 12.3 billion Euro. The drugstore chain sells cosmetics, healthcare items, household products and health food, many of them under dm brands. Across Europe, dm fosters responsible business based on the principles of sustainable development.

Chris Groves, President and CEO of Centric Software says of the partnership, “We are very excited to announce that dm-drogerie markt has selected Centric PLM. We look forward to a close, long term partnership piloting digital transformation initiatives for short- and long-term success.”

## ***Evans General Contractors Adopts Autodesk Construction Cloud to Enhance Project Delivery and Maximize Team Coordination***

12 April 2022

Autodesk, Inc. announced Evans General Contractors, an international design-build contracting firm headquartered in Atlanta, Georgia, is adopting Autodesk Construction Cloud and incorporating the powerful construction management platform into its standard operating procedures (SOP). Teams across Evans will be using Autodesk Construction Cloud to onboard new employees quickly and easily, maximize coordination across project stakeholders and minimize errors on projects.

With offices across the Southeastern U.S. and in Germany, Evans manages more than 50 projects annually and brings in over \$1.2 billion in annual revenues. To meet growing demand across its expanding markets, which include manufacturing, life sciences, healthcare, corporate environments, food and beverage, and distribution and logistics, Evans has significantly increased the size of its team in recent years. With this growth, the organization needed to establish an SOP with robust technologies to enhance project management, team collaboration and quality of service, all while rapidly onboarding new team members.

"Our teams work on incredibly intricate projects that require painstaking coordination, clear communication and seamless collaboration across each workflow," said Jeff Jepson, executive vice president and chief operating officer, Evans General Contractors. "With our volume of work increasing, we need a construction management platform that effectively connects our teams and data and is easy to use so we can quickly deploy it across our growing teams and projects. Autodesk Build scales with us so we can maintain and enhance our quality of service with cloud-based project management, ensuring everyone has access to the information they need when they need it, to remain in sync and minimize

issues."

Evans adopted Autodesk Build, a unified construction management and field collaboration solution in Autodesk Construction Cloud, after successfully using PlanGrid across its projects. Autodesk Build's desktop and mobile applications maintain the ease of deployment, adoption and use found in the original PlanGrid solution, so Evans can quickly ramp up new employees and projects as part of its SOP while minimizing the technology learning curve. Autodesk Build's radical simplicity enables Evans' teams to immediately collaborate and maintain a high level of coordination to minimize mistakes and rework on their complex projects.

Evans' migration to Autodesk Build also gives the team access to Autodesk Docs, which encompasses the common data environment for Autodesk Construction Cloud and powers robust analytics capabilities, so the firm's teams can keep project information in one place and make data-driven decisions that further minimize project risks. The common data environment can also be seamlessly linked with hundreds of other technology solutions in Autodesk Construction Cloud's integration partner ecosystem, enabling Evans to further connect its people and data across workflows from preconstruction through closeout.

Evans is also adopting Autodesk Takeoff, BuildingConnected and TradeTapp to connect its preconstruction teams and data to subsequent building workflows and further enhance project coordination and delivery.

"Every construction project has its own unique challenges and for teams working on particularly detailed projects such as the micro-labs, cleanrooms, manufacturing plants and automated logistics facilities that Evans builds, the complexities can exponentially increase," said Brandon Lacourciere, senior director of customer success, Autodesk Construction Solutions. "We built the Autodesk platform to simplify the way our customers work, standardize collaborative processes and empower data-driven decision making. We look forward to continuing our partnership with Evans as they innovate and grow their business."

## ***FOR PLM EXPERTISE, AIRBUS RELIES ON CENIT***

13 April 2022

**CENIT and its CenProCS joint venture have succeeded in an international tender procedure held by Airbus, securing a PLM service desk contract for approx. 20,000 end users.**

In an international bidding process held by Airbus, CENIT and its partners in the CenProCS joint venture (CENIT AG, Prostep AG and CS Group) put forward the most convincing proposal. In the coming years, they will operate the PLM Service Desk for about 20,000 Airbus end users. Decisive factors supporting the renewed decision in favor of CenProCS included the long partnership history, the thorough understanding of the extensive Airbus PLM environment with more than 1,000 applications, and the steady innovative input by CenProCS.

The transnational PLM service desk at Airbus is a multi-faceted client: In addition to conventional incident management (ITIL-based) and including knowledge and access management, topics like on-site support and IT change enablement are regular aspects of the CenProCS task field. The international team with 40 to 50 staffers works hand in hand with Airbus and other PLM partners of the aircraft maker.

"The CENIT team combines specific expertise from many years of collaboration with Airbus with

know-how about future-proof methods and technologies. Thanks to this combination, we can best support Airbus in the course of transformation processes."

Markus Schwarze, Senior Vice President CenProCS at CENIT

## ***Gilbane Cuts Construction Project Time by 25 Percent with Matterport Digital Twins***

14 April 2022

Matterport, Inc., the leading spatial data company driving the digital transformation of the built world, announced that Gilbane Building Company ("Gilbane"), a global leader in real estate, construction, and facility management services, has realized 25 to 30 percent in cost and time savings by adopting Matterport digital twins to enable remote collaboration during its design, build program delivery. A family-owned organization with 150 years of experience, Gilbane has more than 50 offices in the United States and abroad in Japan, Ireland, and the United Arab Emirates and has standardized the use of Matterport across their U.S. portfolio. The company is currently engaged in an eight-year Americans with Disabilities Act (ADA) improvement initiative with a national banking leader and will create Matterport digital twins of 1,100 branch locations.

"With all design and construction projects, time is of the essence, and Matterport digital twins have helped our teams collaborate more efficiently and made us indispensable partners to our clients," said Joel Vande Boom, Director of Strategic Projects, Midwest, at Gilbane. "Using Matterport, we have access to highly accurate visuals and measurements that make virtual decision-making possible. For our customer, we were able to host design meetings and make quick decisions on 21 branch locations during one virtual meeting, drastically cutting in-person visits and saving 168 hours. Ultimately, digital twins help us provide superior service that wins us repeat clientele. We were also able to save more than 1,000 hours of site visits by different parties across 300 sites. This allows us to host remote and collaborative meetings anywhere with a couple clicks. Gilbane's national multi-site team continues to use this approach and the Matterport toolset to bring indispensable solutions to customers related to capital expense programs and branding initiatives."

As an avid user of Matterport's spatial data solutions since 2016, Gilbane uses a combination of the Matterport Pro2 3D camera and Matterport Capture app for smartphones to capture its spaces. Capturing spaces with a smartphone gives teams the convenience of using just the device in their pocket whenever a digital twin is needed. Gilbane utilizes digital twins for customers in corporate offices, healthcare, and retail, among others. By providing teams with access to digital twins, Gilbane can remotely conduct a site assessment, extract data, and help estimators better understand a project. As a result, Gilbane eliminates unnecessary site visits, identifies design issues earlier, and reduces field-to-finish time. In addition, Gilbane customers can easily access project information and better understand the conditions of a job site at each stage until completion.

To further accelerate design and construction projects, Gilbane uses advanced Matterport features to extend the power of the digital twin:

- The Matterport Measurement Mode tool allows teams to verify dimensions on the fly and augment designs, if necessary.
- For American Disability Act (ADA) accessibility improvement projects, Gilbane uses Measurement Mode to ensure the height of a desk or countertop is compliant or a proper turning radius exist onsite.
- The Matterport Notes tool, which includes integrated chat functionality, allows Gilbane stakeholders to easily share design features or ideas and expedite decision making.

# CIMdata PLM Industry Summary

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- Mattertags are used post-capture to provide Gilbane customers with powerful and intuitive features that can visually highlight a building's environment with links to helpful documentation and procedures for post-construction maintenance.

“Across the Architecture, Engineering and Construction (AEC) industry, Matterport continues to raise the bar for efficiency and productivity standards,” said Stephanie Lin, Sr. Director of Strategy for AEC at Matterport. “With access to Matterport digital twins, design and construction teams can remotely organize, analyze, and store critical information about a site and become better equipped to navigate every stage of a project. New builds and renovations frequently operate on tight schedules and turnaround times. From start to finish, Matterport delivers reliable, visually rich data that makes virtual decision-making possible and keeps project timelines on track.”

## ***Hydrite Selects Infor to Modernize its Business***

12 April 2022

Infor, the industry cloud company, announced that Hydrite, an integrated manufacturer and supplier of chemicals and related services, has selected Infor CloudSuite Chemicals to help manage critical business processes and transform its business. This solution will provide Hydrite with real-time visibility across its entire enterprise and tools to handle the complicated pricing methods associated with manufacturing and distributing commodity chemicals.

Hydrite is one of North America's largest independent distributors and manufacturers of specialty and industrial chemicals. It has a network of manufacturing facilities, warehouses and laboratories in Wisconsin, Illinois, Iowa, Indiana, California and Texas, with nearly 1,000 employees in 25 states. The company celebrated its 90<sup>th</sup> anniversary in 2019 and has big plans before its 100<sup>th</sup> — from expanding plants and moving corporate offices to transforming digitally.

“Hydrite is coming up on 100 years of business, and we're looking for ways to make the business as efficient as possible for another 100 years,” said Gary Branger, IT director at Hydrite. “As a results-driven company, we wanted a solution that had proven results and that could quickly scale to support our growth. We selected Infor CloudSuite Chemicals for its last-mile functionality and reputation for industry specificity. Having specific knowledge about true cost and what is being consumed will be a real game changer.”

The chemical company is tank intensive, with both batch and continuous manufacturing. Infor CloudSuite Chemicals has tank lot blending and tank management and scheduling capabilities, which will accommodate both types of manufacturing, as well as their by-products. As a distributor and manufacturer of commodity chemicals, Hydrite will also benefit from the solution's ability to handle its industry commodity pricing by potency. The pricing between the company's vendors and their customers is often complicated, so the solution will help modernize the business to better handle these complexities.

With a standing relationship with Infor for 15 years, the specialty chemical company is set to continue its partnership for at least another 7 years with this long-term agreement. The Infor solution will include Infor Factory Track, an end-to-end manufacturing automation solution; Infor Birst enterprise analytics; production scheduling; Infor Product Lifecycle Management (PLM); Infor Capture document management; Infor User Adoption Platform (UAP) to author and manage unique learning content; and Infor Graphical Lot Tracker (GLT) for traceability information.

“Infor is helping us execute our ambitious growth strategy, and we look forward to continuing our strong partnership,” Branger said. “With the rollout of this new cloud solution, we expect more modern production scheduling and real-time traceability to help transform our business.”

## ***Leading telematics company, Ituran, selects HPE cloud native storage to improve real-time data access for clients***

11 April 2022

Hewlett Packard Enterprise announced that Ituran, has selected HPE Alletra cloud-native data infrastructure to host all vehicle telemetry data for its business in Brazil. The new data services solution enables Ituran to provide its clients with real-time access to vehicle data, to improve automation, decision-making, and business operations.

Ituran develops, manufactures, and markets a full suite of innovative hardware and software solutions addressing fleet management, stolen vehicle recovery, vehicle connectivity, and usage-based insurance policies. Ituran’s services utilize in-vehicle telematics to track driving behavior and vehicle location. The data are then sent back to Ituran’s data services cloud, where its clients can access, analyze and process the data, helping to propel their businesses with data-driven insights.

For example, this technology allows insurers to use these different information sources to determine the appropriate value of insurance premiums based on individual driver behavior or to offer products based on the ‘Pay As You Drive’ concept which are aligned to the usage of the insured vehicle.

As Ituran’s business continues to grow, the number of vehicles they are monitoring with their services has increased significantly and so too, has the cross-referencing of data collected with its services and the total volume of data. In order to maintain high service quality and improve response times, Ituran needed a more flexible and scalable data services solution, to not only increase storage capacity but also be able to store, process and secure data as efficiently as possible. The solution also needed to be more flexible to support Ituran’s business growth and innovation, including new fleet management services and shared autonomous vehicles.

“In essence, we are an innovation company, and investing in cutting-edge technology is part of our DNA, and reflects the pioneering nature of our business,” said Mauricio Kikuchi, CIO Ituran. “This is why we selected the new HPE Alletra to help us manage our data. The HPE cloud data services will help us accelerate the deployment of new monitoring and tracking services to help us improve vehicle operation and safety.”

Ituran Brazil was an early adopter of the new HPE Alletra 9000 cloud-native data infrastructure and saw the opportunity to take complexity out of its data environment in order to innovate faster with a cloud operations experience delivered by HPE. Ituran can now manage their data globally from anywhere, and automate operations through one fully programmable, unified API control plane with HPE Alletra. The new solution was sold by HPE authorized partner Aviti Solutions.

“The data services, that the HPE Alletra platform makes available, fundamentally change the way Ituran’s technology team manages their storage by allowing them to get the cloud experience wherever their data lives,” says Marcos Lhobregat, storage category manager of Hewlett Packard Enterprise Brazil. “Instead of managing data and infrastructure in a fragmented approach, Ituran now has a platform where data services are available with the speed and security they need to meet their most critical business SLAs.”

## ***Merlin Entertainments Taps Oracle to Boost the Magic at its Hotels and Attractions***

7 April 2022

Merlin Entertainments is the world's second-largest operator of family entertainment destinations, including LEGOLAND theme parks and SEA LIFE aquariums. To ensure guests have the best visit from the theme park to hotel room, the company is using Oracle MICROS Symphony Point-of-Sale (POS) and Oracle Hospitality OPERA Property Management technology. With Oracle's digital solutions, Merlin guests can use their mobile devices to better plan their vacation in advance and save precious time. This includes taking advantage of mobile check-in at hotels and the ability to pre-order food at their favorite attractions.

"The attractions are always the stars, but today there is more demand for people's attention, so we really need to stand out from the crowd," said Lee Cowie, Chief Technology Officer at Merlin Entertainments. "We do that by constantly innovating, delivering new experiences, and creating new reasons for guests to come back. Oracle offers a strong, reliable, and well-thought-out suite of technologies that help us accomplish these goals."

Merlin Entertainments operates 140 attractions, 23 hotels and six holiday villages in 24 countries, which in addition to LEGOLAND and SEA LIFE Aquariums, includes global attractions Madame Tussauds, Alton Towers, and Gardaland Resort.

### **Personalizing the experience**

Recent research from Oracle Food and Beverage and Merlin Entertainments shows that 52% of consumers are increasingly looking to plan ahead and personalize their trips. Merlin Entertainments is constantly seeking out innovative technologies to help deliver on these evolving guest expectations. Using OPERA at select hotels, guests can manage reservations from their mobile devices, check-in to their hotel rooms with the click of a few buttons or use the digital QR code generated by the system to get a room key at convenient kiosks.

Visitors can also use a mobile app connected to MICROS Symphony to order and pay for their meals in advance. Symphony's built-in restaurant analytics ensure the kitchens at the hotels and parks are receiving the orders quickly and prioritizing them based on pick-up expectations, helping ensure meals are on time. For example, a LEGOLAND Windsor Resort visitor can pre-order food at their favorite destination and have it ready at a set time—eliminating time wasted standing in line and enabling more time to spend on their favorite rides.

"For Merlin Entertainments, the future is about how we make our guest experience even better, and we see state-of-the-art technology as a route to be able to deliver the very best day out. This allows us to be even more guest obsessed than we already are," said Chris Ireland, Commercial and Hotel Director at LEGOLAND Windsor Resort. "Oracle's innovative technology has allowed us to create a seamless guest journey from the moment they book on the site, to when they arrive on the day."

The MICROS Symphony systems also enable Merlin Entertainments to break down the barrier between staff and guests. With mobile tablets, staff can do everything from upgrade a guest's accommodations, to take drink and snack orders at the pool. With better intelligence on each customer's profile and preferences at their fingertips, team members can make more helpful and relevant recommendations to ensure guests have a magical and memorable visit.

"Easy, contactless, and fast is what consumers now expect whether they are simply eating out, or planning a great theme park getaway," said Simon de Montfort Walker, senior vice president and general manager at Oracle Food and Beverage. "Merlin Entertainments is at the cutting edge of this trend, extending new Oracle tech innovations across a guest's experience—from the hotels to the park."

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Not only is this helping create a more seamless, memorable visit for the guest, but it also helps keep staff agile, responsive, and fueling new revenue streams.”

## ***Outer Selects Centric PLM™ as their Product Development Platform***

14 April 2022

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

Based out of Los Angeles, California and founded by Terry Lin and Jiake Liu in 2017, Outer is a direct-to-consumer outdoor furniture brand on a mission to bring life outside, one backyard at a time. Their revolutionary Neighborhood Showroom program encourages prospective shoppers to experience Outer furniture in the real-life backyards of existing Outer customers.

Mark Beilock, Director of Program Management at Outer, talks about their product development. “The top challenge is being able to track products, what stage they’re in, the information around them, the documents connected to them. Even the materials manufacturers are using, the sourcing pipeline, and the overview of what products are under development.”

He describes the current process and lists the tools they are using. “A lot of Excel spreadsheets, Google docs, and tech packs in PDFs. And some 3D files that aren’t linked to anything. We use Dropbox but it’s not all in one place. We need to reduce some of the work that we’re doing in costing and BOM because it’s so manual right now. One, it causes a lot of mistakes, and two, it just takes up bandwidth.”

Beilock says, “We want to unite the product development team to be able to work all in one system and to share information through that system in a more streamlined way.” Outer evaluated a few PLM solutions but chose Centric for its robustness, intuitiveness, and functionality. Beilock outlines the expectations they have of Centric PLM. “At a high level, we’re trying to achieve visibility in terms of the status of products in development including for senior leadership. At the same time, we want to improve collaboration with our factories. We’ll have document control—no more losing files in emails—and the factory can access the system whenever they want to retrieve the information they need. It will eliminate accidentally working on a previous version. Also, having access to all the information makes presentations, regarding action plans and key decisions to senior management, easier. It’ll all be in one place within Centric.”

The company takes social responsibility and sustainability seriously. Beilock says,

“Our Chief Design Officer, Terry Lin designs our products with sustainability in mind. We look to be able to conserve the world’s resources.” Each Outer wicker chair is made with 99+ recycled plastic bottles diverted from landfills and waterways and the company was recently Climate Neutral certified. On the CSR side, they work with their factory, owned by the CEO’s family, to ensure fair wages, a safe work environment and benefits for families and their children.

Operating their own warehouses is a definite plus in Outer’s business model. Beilock explains the advantage, “Supply chain issues have certainly affected us, but at the same time, we strive to bring a product to market in a timely fashion and be ready for our customers. So, we do keep a lot of inventory in warehouses in the United States, while competitors might drop ship from Asia. Based on each order we have, we would have product here ready to go when the customer orders.”

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President and CEO of Centric Software, Chris Groves, says, “I am delighted that Outer has chosen Centric PLM for product development. We are proud to partner with a company that puts environmental, social and governance (ESG) at the forefront of their business. It is important to spend more time outdoors and Outer’s furniture and accessories invite us to do just that.”

## ***PROS Revolutionizes the Digital Customer Experience at Air Europa***

6 April 2022

PROS<sup>®</sup>, a market-leading provider of SaaS solutions optimizing shopping and selling experiences, announced long-time PROS customer Air Europa has selected PROS Digital Retail to support their strategy on customer-centric, controlled digital shopping experiences from inspiration to booking. With this latest PROS Platform for Travel capability, Air Europa will deliver value across the entire booking journey and drive ancillary revenue as they look to grow globally and outperform both low-cost carriers and full-service airlines.

Air Europa, the full-service airline division of Globalia, flies to more than 44 destinations across Europe and America. Serving a broad base of travellers, Air Europa is continuously looking for innovative, intuitive Internet Booking Engine solutions that enable their customers to make better self-serve purchasing decisions, while allowing the airline the flexibility and control to drive personalized, compelling offers, discounts and ancillary bundles.

“Providing customers with a frictionless shopping and buying experience is a critical component of our growth strategy as we continue to seek innovation in our booking engine to increase conversion and ancillary sales,” said Air Europa Chief Information Officer Víctor M. Herrero. “The PROS Digital Retail solution is natural extension of our relationship that allows us to leverage insights from across the PROS Platform for Travel and easily implement a digital-first experience across web, mobile and direct sales channels to deliver a more flexible, customer-centric shopping and buying experience.”

By enabling the PROS Platform for Travel, with foundational capabilities like Revenue Management, Dynamic Offers, and Digital Retail, Air Europa can unleash the power of airline retailing by creating revenue optimal offers and delivering them to travelers in a personalized, digital-first manner. PROS Digital Retail offers a single, configurable, end-to-end solution for an airline’s digital customer experience platform. With hands-on control, flexibility and science in how offers are created and displayed, airlines can differentiate and elevate the digital experience to meet the expectations of today’s travelers which will drive higher customer satisfaction while increasing conversion and revenue.

“The digitization of retail has created savvy travellers who are looking for seamless, flexible, shopping experiences across online and mobile channels— making it a top priority for airlines looking to drive loyalty and bookings,” said PROS President of Travel Surain Adyanthaya. “We are honored to further our partnership with Air Europa and provide an end-to-end experience that allows them to become a true retailer in the industry with flexibility and control over offers.”

## ***Rotair Chooses Infor Cloud ERP to Support Growth and Internationalization***

13 April 2022

Infor, the industry cloud company, announced that Rotair, an Italian company active in the production and support of mobile air compressors with heat engines, has successfully implemented Infor CloudSuite Industrial Enterprise, powered by Amazon Web Services (AWS), to optimize processes and operations across the companies of the group. The deployment was managed by 2WS, a partner of Infor. With over 50 years of experience, Rotair is a historic Italian company that designs, manufactures and

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distributes a wide range of customized compressed air solutions for civil engineering and constructions, hydraulic breakers and tracked mini-dumpers. With the aim of extending its presence into new foreign markets, in 2012 it became part of the ELGI group, world leader in electric air compressors for all industries.

The entry into the international group and the growth of the company over the years have highlighted the limitations of the enterprise resource planning (ERP) system previously in use. Rotair needed a solution that would support international expansion and be streamlined, flexible and easy to implement. At the suggestion of ELGI, Infor CloudSuite Industrial Enterprise was found to meet its expansion needs. The CloudSuite, with the ERP solution Infor LN at its core, offers features designed to meet the specific needs of industrial manufacturing companies: rapid implementation, automatic updates and integration into the production department and supply chain of tools of financial management, quality, service, and orders.

The deployment took place in 2020, with support of the partner 2WS, and exceeded all expectations, ensuring operations from the first day of activity with Infor CloudSuite Industrial Enterprise. Today, the company benefits from an efficient system, which allows users to have complete visibility into operations and easy access from any device and anywhere, optimizing decision-making processes even for distributed work groups. The cloud also offers a high level of security and great ease of updating, which does not affect the functioning of the system.

One of the project objectives was to make Rotair the first company of the group able to communicate with the other branches through a common system. Once live in Italy, Infor CloudSuite Industrial Enterprise was made available to ELGI Europe, which is responsible for the distribution of electric compressors at European level, with which Rotair now shares the operations part. In the future, the integration of Infor CloudSuite Industrial Enterprise into the US branch is planned, with the aim of extending the dialogue with offices in Australia, the Middle East, South America and Asia. The cloud solution allows users to easily manage the different types of companies in the group, whether they focus on production, assembly or distribution all over the world.

The key users of the system actively participated in the deployment, working side by side with the partner, bringing their knowledge and developing new skills thanks to the functions offered by the system.

“We are pleased to have chosen Infor CloudSuite Industrial Enterprise and the support provided by 2WS throughout the project. The company's uninterrupted operations have always been guaranteed, and we were able to issue the first invoice regularly on the first day of the go-live. We are still evolving with the system, but the advantages in terms of efficiency, flexibility and security were immediately evident,” declared Luca Degiovanni, Rotair’s marketing and communications manager.

"We are proud to support Rotair in optimizing daily business processes and in promoting collaboration with foreign branches. In today's challenging market, implementation in a multi-tenant cloud environment offers the level of flexibility, scalability and security needed to be competitive, reduce business complexity and increase productivity," concluded Bruno Pagani, Infor’s country manager for Italy.

“Implementing Infor CloudSuite Industrial Enterprise in a multi-tenant cloud was undoubtedly an important evolutionary step in Rotair's operating model. The project was a success, and the parent company Elgi decided to extend the cloud model to its European subsidiaries. From our point of view, the feedback was undoubtedly positive and allowed us to test the value of Infor's cloud solution in the field,” affirmed Marcello Siliano, 2WS managing partner.

## ***Siemens enables underwater farming revolution with digital twin solutions***

7 April 2022

Siemens Digital Industries Software today announced that Nemo's Garden, a startup focused on sustainable underwater cultivation of crops, has deployed Siemens' Xcelerator portfolio of software and services to shorten its innovation cycles and move more rapidly towards industrialization and scale.

Nemo's Garden was founded in 2021 by Sergio Gamberini, President of Italian scuba diving equipment manufacturer, Ocean Reef Group, and his son, Luca Gamberini. Their team of engineers, divers and scientists have been working to prove the viability of cultivating herbs, fruit and vegetables underwater. Nemo's Garden's key innovation, a sub-aqua biosphere, is a unique type of underwater greenhouse, able to harness the positive environmental factors of the ocean – temperature stability, evaporative water generation, CO2 absorption, the abundance of oxygen and inherent protection from pests – to create an environment ideal for crop cultivation.

The team has not only successfully harvested a variety of crops from its prototype biospheres, but also discovered that plants grown in this environment are nutritionally richer than those grown traditionally. The next big hurdle in achieving their goal was to turn this prototype into a solution that could be deployed globally; however, they didn't want to wait another 10 years to make that happen.

Harsh winters, short summers and initial seafloor-use permit limitations capped Nemo's Garden to one growth cycle a year, which has meant only one innovation cycle per annum. Design changes, lengthy physical testing and heavy manual monitoring processes during the growth cycle led the Nemo's Garden team to seek out ways to speed up their innovation and scale the operation. The team reached out to TekSea's Matteo Cavalleroni for insight on how to leverage cutting edge technologies to achieve their goals. After the initial consultation, Siemens was invited to join the project, leveraging the Xcelerator portfolio of software and its services to help Nemo's Garden get to the next stage of development and get ready for industrialization/commoditization.

“When I first saw Siemens' digital twin technology, I was mesmerized. Nemo's Garden is a one-of-a-kind system and we need to adapt to each environment where it is to be installed. If you can model that environment virtually before you start, you can foresee the challenges and address them in the best way,” said Luca Gamberini, Co-Founder, Nemo's Garden. “We have seen benefits in understanding the flow of water around the shapes of our biospheres. We have a greater understanding of the points of stress on the structure around the biospheres. We also understand how the different interactions of the solar radiation, the temperature and all the physical factors, act on the plants. All thanks to the ability of the digital twin to replicate our system.”

A comprehensive digital twin of the Nemo's Garden biosphere has been built that encompasses not only its design evolution using Siemens' NX™ software, but also enables simulation of the growing conditions within it, the impact of the equipment on the body of water, as well as the full environment in which they are installed – all accomplished using Siemens' Simcenter™ STAR-CCM+™ software. The Nemo's Garden team are no longer limited by weather conditions, seasonality and short growing seasons or limitations on diving and monitoring. Adaptations to the biospheres can be tested in the virtual world, enabling the team to refine the design at a massively accelerated rate.

### **Monitoring at the edge**

In addition to engineering the physical biosphere, Nemo's Garden also needed to optimize and scale the processes for growing, tracking, and harvesting the plants. To create a sustainable business that did not rely on sending trained divers to collect data, a fully digital, automated approach was created that drew on Siemens' extensive experience in leveraging software to automate traditional farming practices.

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Existing video of the growing cycles along with reference data from traditional farming operations of the same target crops, at various growth stages and health conditions was analyzed using Siemens' MindSphere® service. From this, Siemens was able to train a machine learning algorithm to monitor plant growth as well as the environmental conditions within the domes.

When this algorithm is deployed onto Siemens' Industrial Edge computing devices in each biosphere, the plants can be monitored via a cloud-based dashboard throughout the season, from anywhere, in real time. Next season, these Industrial Edge devices will be connected to actuators – to automatically adjust air circulation, humidity, irrigation and nutritional dosing throughout the whole season. This will be the foundation of a global agricultural service, optimized for subsea operations and tuned for each of the world's oceans.

Through true adoption of digital transformation, Nemo's Garden has taken something that began as a light-hearted challenge over dinner with friends and are turning this unique concept into a commercially viable subsea farming platform that can sustainably be deployed globally. While the newly designed biospheres will not be deployed until the next growing season, thanks to the comprehensive digital twin of the growing environment the team continues to push forward with plans to further optimize their designs and automate their processes for global deployment.

“Digitalization isn't only for big companies, it is for all companies. In fact, great gains can often be realized in smaller or start-up companies. The work we do with startups can amplify the impact they have on the world, aiding in and speeding up innovation,” said Eryn Devola, Vice President of Sustainability, Siemens Digital Industries Software. “It is easy to get excited when you we find a passionate team with human-centered technology that is working to feed people while having a positive impact on the environment.”

## ***UK's Financial Ombudsman Service Selects TCS as a Strategic Partner to Drive Digital Transformation***

14 April 2022

Tata Consultancy Services (TCS) has been selected as a strategic partner by the Financial Ombudsman Service (Ombudsman) to accelerate its digital transformation.

Operating within the UK public services sector, the Ombudsman provides free and easy-to-use services that help resolve complaints between consumers, small businesses, and financial services businesses.

The Ombudsman has partnered with TCS to enhance and futureproof its digital services capabilities, to help achieve its goal of preventing complaints and unfairness, and for better serving and supporting its customers.

Leveraging its PACE™ innovation ecosystem, TCS will design and implement a new greenfield Digital Customer Portal that will significantly improve the experience for complainants and respondents. TCS will also develop and maintain a complaint management and reporting system to enhance the Ombudsman's public service offering and organisation performance.

**Amit Kapur, Head, TCS UK&I**, said: *“This partnership with the Ombudsman strengthens our collaboration in the UK public sector financial services, and we are pleased to be their partner of choice for future-proofing their technologies and managing their digital transformation strategy. The Ombudsman's customer-centric focus aligns with our own goals, and we look forward to working together to enhance the digital experience for all users.”*

**Nicola Wadham, Chief Information Officer, The Financial Ombudsman Service**, said: *“We are delighted to be partnering with TCS to help support the transformation of our service. We share a*

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*common desire to create digital channels that make a difference in serving all our customers, both businesses and consumers, by increasing accessibility to our service and improving our response times. Working with a world leader in technology services and digital delivery, whose values reflect our own, is a significant milestone in our digital journey and we are looking forward to delivering on our ambitious plans.”*

TCS is the largest IT service provider by revenue in the UK with roughly 18,000 employees and is a significant contributor to the UK economy and to local community initiatives across the country. TCS has been ranked the #1 IT services provider in the UK for customer satisfaction for six consecutive years in surveys by Whitelane Research. It is listed among the top 25 Best Companies to work for in the UK, among the Best Companies in the Consultancy Sector, and named the number 1 Top Employer in UK by the Top Employers Institute

The strategic partnership follows a competitive procurement process launched in July 2021, as part of the Ombudsman’s commitment to continual improvement of its technology and digital services

## ***Undercover Snacks Hits the Business Sweet Spot with NetSuite***

7 April 2022

Undercover Snacks, the innovative chocolate snack manufacturer, is using Oracle NetSuite to support its rapid expansion throughout the U.S. and globally. With the help of NetSuite, Undercover Snacks has been able to integrate its critical business operations so that it can seamlessly connect customer, supplier, production and warehouse data. Since implementing NetSuite, Undercover Snacks has gained complete visibility and control over inventory, business operations, and financial planning.

Inspired to create an incredibly delicious chocolate snack that was gluten-free and allergy friendly for two of her three daughters diagnosed with Celiac disease, Diana Levy launched Undercover’s flagship line of Chocolate Quinoa Crisps in 2017. Initially making small batches in a rented commercial kitchen and personally delivering to Whole Foods stores in the northeast, as sales and demand quickly grew Diana soon realized she needed to increase production significantly. After searching unsuccessfully for co-manufacturers, Diana – joined by her husband Michael - designed and opened a state-of-the-art SQF-certified manufacturing facility capable of producing more than 40,000 bags a day. This investment enabled Undercover Snacks to expand its sales rapidly, with distribution increasing from approximately 2,000 to over 10,000 stores globally in the last two years. Undercover Snacks’ ability to innovate quickly has enabled the company to expand into alternative channels wherever snacks are consumed, including United Airlines which now offers Undercover Snacks on flights across the globe. As the company expanded, it quickly became apparent that existing systems and manual processes were taking up valuable time without providing the level of functionality or visibility needed. To address these challenges and establish an integrated platform to help scale in the future, Undercover Snacks replaced QuickBooks with NetSuite.

“With a uniquely delicious taste and texture, combined with a healthier nutrition profile, Undercover Snacks is experiencing strong and accelerating demand from consumers seeking better-for-you snacks that taste even better than conventional choices,” said Diana Levy, CEO and co-owner of Undercover Snacks.

“But as demand has soared, so did the complexity of our business,” added Michael Levy, chairman and co-owner of Undercover Snacks. “We knew we were being held back by the systems we were using and we wanted a solution that could support our sales growth and operational expansion plans. With NetSuite, we’ve automated critical business functions and gained greater insight into every aspect of our

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business. This is allowing us to fine-tune our operations, improve efficiencies, and ensure we maintain the highest level of food safety and quality as we continue to build our business. NetSuite is a force-multiplier allowing us to punch above our weight, and is an essential part of our ambitious growth plan.”

With NetSuite, Undercover Snacks can manage its entire business—from manufacturing to sales, accounting and its invoicing process—on one unified platform. NetSuite has enabled Undercover Snacks to optimize order fulfillment and invoice processing by centralizing all order and sales data from major distributors, direct retailers, Amazon and its own ecommerce site. NetSuite has also helped Undercover Snacks improve demand planning by enabling automating the inventory management process, sorting products by inventory level and expiration dates, and creating automated alerts and notifications. Additionally, NetSuite facilitates the company’s programs to monitor and maintain the highest operational standards related to on-time deliveries, food quality and safety, and other important KPIs, while providing visibility into its customers, suppliers, and carriers through electronic data interchange (EDI) integrations. To build on its success with NetSuite, it also recently implemented the NetSuite Warehouse Management System to further streamline its business as it continues to expand its operations to support expansion.

“Undercover Snacks has achieved impressive growth in just a few short years,” said David Rodman, SVP of Customer Success, Oracle NetSuite. “By centralizing manufacturing processes and integrating operations on NetSuite, Undercover Snacks is reaping the rewards of its business insights and is well positioned for future growth. We look forward to seeing its continued success.”

## ***Velo3D Puts Manufacturing Capabilities to Work for Aerospace Company***

13 April 2022

Velo3D, Inc., a leading metal additive manufacturing technology company for mission-critical parts, announced Lockheed Martin is using Velo3D’s end-to-end additive manufacturing solution for its Additive Design & Manufacturing Center, which pilots new additive manufacturing technologies for production deployments in Lockheed Martin’s Space division. Velo3D was selected for its advanced quality assurance capabilities made possible through its Assure software, which provides layer-by-layer traceability of machine health, part integrity, and build reporting.

The solution Velo3D has delivered to Lockheed Martin includes a Sapphire printer, Velo3D’s Flow print preparation software, its Assure quality assurance and control software, and its underlying Intelligent Fusion manufacturing process, which optimizes the additive manufacturing process by combining process simulation, geometry-based detection, and build process monitoring during print execution. This end-to-end solution gives customers the confidence that the mission-critical parts printed using Velo3D’s additive manufacturing technology preserve design intent. It also provides customers with the ability to produce identical parts across any Velo3D Sapphire printer, so as production needs increase, customers can merely add additional printers to their production facilities anywhere in the world or utilize Velo3D’s network of contract manufacturers.

“The past few years have uncovered weaknesses in the global supply chain, which is causing many companies to evaluate new technologies to feed production of their mission-critical parts and hardware, and distribute their manufacturing processes,” said Benny Buller, Velo3D CEO and Founder. “An additive manufacturing solution that can print identical parts anywhere you have a printer can not only help solve some very specific, complex challenges in our global supply chain, it can also lower production costs and lead times, and enable the manufacturing of parts in closer proximity to where they are needed.”

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The company's latest Sapphire XC system enables higher productivity and lower production costs for Velo3D customers. It also enables the printing of parts that are 600 mm in diameter and up to 550 mm in height — 500% larger than the previous Sapphire system.

## ***VividQ uses a Zemax solution to simplify computer-generated holography for AR***

8 April 2022

Based in London and Cambridge, England, VividQ specializes in computer-generated holography (CGH) software and consulting to help companies produce high-quality devices that integrate digital content into the visual world. Used together with a spatial light modulator (SLM) and a light source (usually a laser), VividQ technology applies three-dimensional data from sources like gaming engines, 3D cameras, and computer-aided drafting (CAD) software to manipulate the diffraction and interference properties of light, resulting in a dynamic, interactive holographic experience.

With its solutions, VividQ aims to simplify the CGH development process for its customers as much as possible, helping them accelerate their time to market with high-performing holographic systems and devices. In recent years, VividQ has specifically re-engineered the tools and algorithms in their SDK to meet the ongoing challenges of small-scale CGH design.

In 2019, VividQ prototyped the world's first binocular holographic head-mounted AR display. Their result became part of a revolution in the AR industry when they demonstrated the prototype, called the VividQ Headset Prototype V2, for fellow optics and photonics community members at the annual SPIE Photonics West event in 2020.

"Up to that time, we'd been focused as a company on somewhat larger optics formats," said Alfred Newman, head of research at VividQ. "For the AR headset, we were forced to really push the limits of tolerancing and optomechanical feasibility, in order to achieve breakthrough results in wearable holography at a miniaturized scale."

For the 2019 AR headset project, Newman and his team needed to combine the powerful computing capabilities of VividQ with the high-precision task of miniaturizing optical design. Using specification data from the OpticStudio lens catalog, VividQ applied various permutations of stock lenses in OpticStudio, modeling and visualizing each one to check for tolerance fitting and gauge overall performance. When they had the design they needed, the OpticStudio integration with CAD enabled them to simply export the design in a format that was ready for their optomechanical partners to pick up and start building.

## **Product News**

### ***Autodesk Introduces the Next Generation of Tools for a New Era of Infrastructure***

14 April 2022

Autodesk announced the 2023 versions of Autodesk® Civil 3D®, Autodesk® InfraWorks®, and Autodesk® ReCap™ Pro in a blog post that includes a video. The article and video include details on how these software packages work separately and together to aid AEC companies, particularly in the United States as the \$1.2 trillion infrastructure investments. To read the full post and watch the video please go to the following link: <https://adsknews.autodesk.com/news/next-gen-tools-new-era-infrastructure>

## ***Cupix Announces Launch of CupixWorks X 3D Digital Twin Platform***

11 April 2022

Cupix™ announced the release of CupixWorks X three-dimensional digital twin platform empowered with the Gamma Engine, a 3rd generation artificial intelligence (AI) engine providing a 360° video SLAM with ClearVision technology.

The Gamma Engine enables everyone in AEC to communicate the situational and visual context of the site with high fidelity among stakeholders and ensures as-built vs. as-design comparisons are significantly more intuitive and insightful. It also provides an unrivaled SLAM performance, including 3D walk-path mapping that is elevation aware and minimizes motion drift. Cupix has made it simple for project owners, general contractors, BIM/VDC engineers, and facility managers to see spatial context remotely from the office accurately.

"With the launch of CupixWorks X, we see a monumental step in the history of 360° image-based site documentation. CupixWorks X will drive built-world industry adoption of digital twin platform technology and 360° cameras as an everyday device to capture site context in 3D with high fidelity," said Simon Bae, founder, and CEO.

Bae continued, "For decades, I have been democratizing the method for mirroring physical assets into the 3D virtual context and understand the significant challenges that AEC professionals meet every day when documenting and tracking the progress of their job sites. Builders want an exceptional quality of visuals, accurate spatial representation, and easy-to-understand and actionable data analytics. CupixWorks X delivers. Its Gamma Engine makes true-to-life site documentation effortless."

### **Industry Exclusive Enhancements to CupixWorks X Platform Include**

- The Gamma Engine 3rd generation AI engine for remarkably clear image quality of 360° video-based virtual walkthrough. Users benefit from ClearVision, a unique technology with the motion-blur analyzer sorting out clear image frames from video footage, synthetic lighting which can brighten low-lit scenes and enhance grainy noises
- The Gamma Engine 3rd generation AI engine, maps the video walk-path within a 3D space, minimizes motion drift, and provides unique 3D elevation tracking from unlimited length of 360 videos, offering accurate spatial context
- The SiteInsights™ easy-to-deploy analytics dashboard enables users to manage the progress of multiple job sites on a single monitor. SiteInsights features automatic percentage of completion records and BIM to point cloud deviation analysis. The entire team can review quantifiable results to support billing and payment and identify and share exact measurements of building elements with stakeholders
- The fully customizable annotation templates enable sharing issues within structured information and 3D locations for unmistakable communication among stakeholders
- The unified reality-capture-data fusion-processor integrates 360° images, mesh, orthomosaic images, and point cloud, and provide a single source of truth

The CupixWorks X launch comes with expanded partnerships and a new office opening in Australia along with fortifying sales coverage of Chicago, Dallas, Denver, Los Angeles, New York, Seoul, and Tokyo.

Additionally, the company announced a key hire. Tina Whitfield joins as Vice President, Marketing to lead growth marketing worldwide and reports directly to Simon Bae, CEO. Whitfield has a background

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in artificial intelligence, geospatial, and wireless. She comes to Cupix from Senstone, where she was Chief Growth Officer. Previously, Whitfield held leadership positions at DigitalGlobe, Verizon, and Qualcomm.

The launch of CupixWorks X positions the company to take advantage of the financial boom in built-world digitalization and appeals to a broad range of decision-makers looking to invest in a unified platform that integrates and fuses information from data sources, assets, people, and job sites with analytical decision-making tools for smarter building with greater visibility.

### ***FARO Launches End-To-End 3D Digital Reality Capture & Collaboration Platform***

12 April 2022

FARO® Technologies, Inc., a global leader in 4D digital reality solutions, announced the launch of an unprecedented, ultra-efficient data capture and collaboration platform. Utilizing cutting-edge technology, the platform provides the industry's most efficient cloud-based workflow combining three innovative new solutions: the FARO Sphere™ digital ecosystem for the most effective exchange of data possible; the FARO Focus Premium Laser Scanner for fast, accurate and complete field capture; and the **FARO Stream** mobile app for real-time data verification.

“With FARO Sphere as its backbone, our new end-to-end 3D capture platform provides customers with industry-leading ease-of-use, accuracy and speed,” said Michael Burger, FARO President and CEO. “Real-time data capture validation and remote collaboration will transform how customers generate, access and utilize 3D data models. For our shareholders, Sphere is expected to generate meaningful high margin Software as a Service (SaaS) recurring revenue over time as customers increasingly realize the benefits of our cloud-based solution.”

The next generation Focus Premium is the fastest, most accurate and best data-sharing-enabled scanner on the market today, featuring entirely new components with a proven design. The new Stream app, which is available for Android and iOS devices, used with the Focus Premium enables on-site scan data validation (preregistration) and can be immediately synched to Sphere for registration and collaboration.

Sphere centralizes the collection and management of all 3D data projects and can be accessed by global stakeholders through the secure, single point sign-on. Sphere also provides a one-stop user experience across FARO's leading software applications and customer support tools, including HoloBuilder, a global construction progress management solution that delivers hardware agnostic image capture, registration, and viewing targeted to the fast-growing Digital Twin space. Additional workflows that enable customers to realize even greater value will be offered in future Sphere updates.

“Beta customers have found the complete platform solution to dramatically enhance data delivery and analysis, improving their time to decision by up to 50%,” continued Burger. “We're excited by the initial feedback, which supports our approach of deeply understanding customer needs to transform how they work in a 3D-enabled virtual world.”

“We are very excited to see the advances Faro has made,” said Travis Voss, Leader of Innovative Technologies at Helm Mechanical, a US construction company. “The combination of the new Focus Scanner, Stream, and Sphere and how that all flows together is going to cut our scanning and processing time down by 60% easily. This time savings will allow us to examine scanning projects more frequently, scanning projects we normally wouldn't have because of time constraints, and expanding our offerings to customers.

## ***Ganister PLM v2.4 is released!***

11 April 2022

Continuous improvement mode while developing larger features

We keep moving with a nice feature implementation planning. It allows our developers to alternate quick wins and longer development activities. Our customers really get the benefit of this capability to quickly add small improvements to the short term roadmap.

### **UX Improvements**

#### **Treegrid View collapse Feature**

Our treegrid view is very powerful thanks to our grid and database technology. We load thousands of lines with a 7-8 level depth without having to wait. The downside was that we were missing some tools to manipulate the view. We added a collapse feature which allows to select the depth of the view.

#### **Focus Mode**

Configuration management forces you to look at a lot of data on a same page. Some of our users asked for a full-screen visibility for a single grid. We were able to quickly implement this and apply it for complex grids like multilevel grids, custom treegrid views and Engineering Change Order impact matrix.

#### **URL Form Field**

This feature seems simple but it is not always provided in PLM systems. Having a URL you can click in a form is more and more needed to navigate between web-based systems. The challenge is: how do you edit a hyperlink? Therefore we decided to implement something similar to node properties. The input is editable and has a button to navigate to the link.

### **Server Enhancements**

#### **Unlocking nodes after x hours**

Every user in PLM has suffered this a few times. You cannot edit something because it is locked by someone else and this person is not even logged in at the moment. We asked PLM users, and 99,999% of the time it wasn't left locked on purpose. To fix that we setup a mechanism to automatically unlock nodes that have been untouched for x hours (configuration is done by admin). This should be a great fix.

#### **Server Cleansing**

Ganister uses open source libraries and it happens that we either remove obsolete features or just happen to not need some of these dependencies anymore. In our constant activity to maintain our codebase we make sure that our codebase is secured and not oversized.

### **Change Log**

- [Main Client] Add a confirmation for manual revisions
- [Main Client] Add loaders on file galleries
- [Main Client] Add focus mode on ECOs, Custom TreeGrid Views and Multilevel views
- [Main Client] Add a button to fold/unfold tree structures at a specific depth
- [Main Client] Fix list filters which in some conditions contained empty values
- [Main Client] Add a clickable URL form field
- [Main Client] Add a new background colors for selected contextual lines in custom treegrid views
- [G-Config] Prevent duplicate relationships between Groups and Permissions

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- [Ganister Server] Unlock nodes that have not been updated for x hours
- [Ganister Server] Remove overlapping and unused dependencies
- [Ganister Server] Add CORS to allow alternate web clients

## **Looking forward**

We are still working on options and variants. And we prepare our next webinar which will involve CAD integration.

## ***ModuleWorks Releases 2022.04 Digital Manufacturing Software***

13 April 2022

ModuleWorks announces the release of its 2022.04 CAD/CAM software components for digital manufacturing. This is the first major ModuleWorks release of 2022 and contains new and enhanced features across the entire product range, including the new blisk module for multiblade machining, undercut machining with slot mills and stock pillar removal for adaptive roughing.

### **Blisk machining**

The new blisk module provides parameters and settings for creating very smooth toolpaths for multiblade machining. Smooth toolpaths ensure consistent acceleration and, therefore, shorter cycle times.

Operators can adjust the variable offset at different locations on the blade to fine-tune the toolpath according to measurement results based on the coordinate measuring machine, without changing the complex 3D file.

### **Undercut machining with slot mills**

This new option for the flatland cycle enables operators to machine flat undercut areas using slot milling tools.

Additional toolpath slices are generated on the flat regions of the undercut. The toolpath calculation algorithms use “out to in” ordering to remove the material gradually which enables the flatland cycle to machine parts with undercut features.

### **Stock pillar removal for adaptive roughing**

The standard settings for adaptive roughing often leave a pillar at the center of the area being machined. This pillar can create adverse cutting conditions such as vibrations and localized heat generation.

The new stock-pillar-removal feature uses a spiral ramp motion to remove the pillar after the adaptive roughing cycle, thereby eliminating the vibrations and excessive heat to improve the cutting conditions and prolong the tool life.

The ModuleWorks 2022.04 release is available now for download from the ModuleWorks website.

## ***Oracle Launches Complete Employee Experience Platform for Evolving Workforce Needs***

13 April 2022

Oracle announced Oracle ME, a complete employee experience platform to help organizations increase employee engagement and ensure employee success. Part of Oracle Fusion Cloud Human Capital Management (HCM), Oracle ME enables HR and business leaders to streamline communications across the organization, increase productivity by guiding employees through complex tasks, and improve talent

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retention by developing a more supportive and trusted environment at work.

The events over the past two years have changed the game for the global workforce—people’s expectations for what they want and need from their employers have evolved. According to the most recent Oracle AI@Work study, 85 percent of the global workforce are not satisfied with their employer’s support for their careers, and 87 percent believe their organization should be doing more to listen to the needs of its workforce. This has put increasing pressure on organizations to prioritize the employee experience, but without truly understanding the needs of individual workers, it’s difficult for HR and business leaders to design workplace experiences that support their employees through their careers and help them thrive personally and professionally. Personal priorities are driving professional decisions and workers are looking for guidance on how to succeed in their careers while balancing personal demands.

“Employees want to feel heard, empowered, and part of a culture they believe in. To meet these expectations, organizations need to step up and design experiences that meet the unique needs of their talent—or risk losing them to competitors that do,” said Yvette Cameron, senior vice president of global product strategy, Oracle Cloud HCM. “Part of designing better experiences involves seeing employees as unique individuals with their own needs, goals, and ways of getting things done. Oracle ME is all about converging workers’ information, critical insights, workflows, and preferences with a technology-enabled solution to give each individual something they can call ‘my experience’. It’s the only complete employee experience platform focused on understanding the ‘me’ behind every worker, providing organizations new ways to listen to, communicate with, support, and develop their hybrid workforce.”

Oracle ME delivers a better way to work by providing contextual and guided experiences that strengthen workplace relationships and allow employees to provide continuous feedback with their managers. Oracle ME also enables managers to track and act on real-time employee sentiment, while helping HR teams deliver personalized employee communications and support their entire workforce with direct access to the tools they need, when they need them. Oracle ME includes the following Oracle Cloud HCM solutions:

- **Oracle Touchpoints** is a new employee listening solution that helps managers strengthen relationships with their employees and better support workforce wellbeing and success. Natively developed within Oracle Cloud HCM, Oracle Touchpoints allows managers to regularly capture, track, and act on employee sentiment to build trust with their teams and promote an inclusive work environment. Managers get continuous employee insights through pulse surveys and receive recommended next actions to take, such as scheduling check-ins, providing feedback, or celebrating moments that matter. The employee engagement center within Oracle Touchpoints allows employees to take an active role in their success and satisfaction by providing a single place to define and organize topics for check-ins, review meeting history, provide ongoing feedback, and access suggested actions.
- **Oracle HCM Communicate** is a new employee outreach solution that allows HR teams to design, send, monitor, and measure the impact of communications. Built directly into Oracle Cloud HCM, HCM Communicate is connected to an organization’s workforce data, making it easy for HR teams to create and target personalized communications to groups with highly specific characteristics. For example, HR teams can send a message to workers in a specific city or country who are within two years of employment and enrolled in a particular training course. With HCM Communicate, HR teams can also measure engagement with the content through open rate analysis and seamlessly send follow ups or set up ongoing campaigns to drive more effective and engaging communications.

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- **Oracle Journeys** is a workflow solution that simplifies complex tasks with step-by-step processes and personalized guidance that helps employees navigate personal, professional, administrative, and operational activities, including onboarding, returning to work safely, growing career opportunities, managing team compensation, or opening a new facility. New enhancements help employees make informed decisions by surfacing personally relevant instructions, training, and analytics along their guided digital journey. Oracle Journeys can be extended to include workflow actions and resources from other Oracle and third-party applications to deliver guidance for different business needs across the organization.
- **Oracle Connections** is an interactive workforce directory and organization chart that fosters collaboration and increases opportunities for inclusion and internal mobility by making it easier for employees to search for and connect with others across the organization. Employees can import their LinkedIn profiles, record video introductions, highlight their unique skills and accomplishments, and share feedback on each other's walls to better learn about one another and grow their professional network.
- **Oracle HR Help Desk** is a service request management solution that makes it easy for all workers to get the answers they need and for HR to effortlessly track cases without the risk of sensitive data getting into the wrong hands. Employees can search for content, securely submit inquiries, and open help tickets through multiple channels including Oracle Digital Assistant, SMS, email, and social platforms.
- **Oracle Digital Assistant** is an HR chatbot that provides a conversational interface for employees to get immediate answers to questions and easily complete transactions directly through voice or text. HR teams can deploy Oracle Digital Assistant quickly to support over 90 prebuilt transactions and can extend the solution to support new processes or requirements.

Oracle ME is an open platform that extends across the Oracle Fusion Cloud Applications Suite. It also connects to and automates processes with third-party systems and works across multiple channels such as email, SMS, web browser, collaboration tools, and video conferencing. HR teams and business leaders can easily manage changes within Oracle ME to adjust to the changing work environment without the need for IT support, making it easier to deliver employee experiences that reflect a company's unique culture.

## Supporting Quotes:

“Oracle ME is the birth of a new category. Everyone has an answer to Employee Experience these days, but Oracle is taking the conversation a step further,” said Jason Averbook, industry analyst, co-founder and CEO of Leapgen. “What we've treated as a luxury when it comes to personalized support and workforce communication is now a necessity. Oracle is meeting modern employee expectations and then some - and they're not calling it a nice-to-have. Proactive listening, contextual guidance, and personalized communication is exactly what the workforce needs and deserves, and Oracle ME delivers.”

“One of the keys to creating a positive experience for our employees and managers is helping them take control of their information and their teams. With Oracle solutions like HR Help Desk, Digital Assistant, and Experience Design Studio we've been able to help managers complete common tasks like employee transfers in a fraction of the time it took before. Now, they get more time back to focus on adding value to the company,” said Gareth Abreu, Principal Technology Delivery Manager, HCM, at The Co-op. “We're very excited about Oracle's ongoing efforts to improve employee experience with innovations like Journeys and the entire Oracle ME platform, which will continue to drive the success of our workforce and, therefore, our business.”

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“It’s exciting to see platforms like Oracle ME enter the market and help businesses navigate some of the most important workforce challenges to-date. You can’t solve problems you don’t know about, so it’s important for organizations to ask their employees how they’re feeling. That’s the first step to building trust within the workforce,” Tim Sackett, president of HRUTech.com. “The next step—and arguably the most important—is to use what they say in strategic decisions so that they feel heard. Every employee is an individual, and to keep them engaged in your organization you need to treat them that way.”

## ***PDSVISION accelerates digitization in the manufacturing industry with the launch of myPDS***

11 April 2022

PDSVISION is happy to announce the launch of myPDS. With this brand and product launch, the software application of the PDSVISION Group will be combined under the common brand myPDS. With this, PDSVISION brings a unique app portfolio for the manufacturing industry to the market.

*“Over the years PDSVISION has taken part in a large number of CAD, PLM and IoT projects. From these projects we have learned that despite the width and depth of the supplier’s portfolio there are often gaps between what the software offers and what is actually needed. It can be challenges in information consumption, quality control or simply productivity tools. We developed myPDS to bridge these gaps”*

Said **Mattias Lusth**, CTO, PDSVISION Group.

Through recent acquisitions in the UK, Germany, and USA, PDSVISION Group has additional new software and service products that add great value to users of CAD, PLM or AR applications from PTC. These can be challenges in information consumption, quality control or simply the need for productivity tools. With myPDS Apps, many of these gaps can be bridged. The stated goal of myPDS Apps is to accelerate digitization in the manufacturing industry.

The new myPDS portfolio consists of 9 powerful apps. The myPDS Power Pack, for example, includes a startup environment for the CAD software PTC Creo as well as a number of productivity, migration and automation tools. With myPDS Search, users can easily search data, compile and export information from the PLM system PTC Windchill.

All myPDS applications are available for the most popular versions of PTC software solutions in various scenarios. Worldwide support ensures smooth deployment. The myPDS app portfolio is constantly being further developed and is fueled on the experience gained from countless implementation projects. In the future, customers can look forward to further products on hosting and cloud services as well as on out-of-the-box PLM implementation templates.

The myPDS apps stand for:

- Simplifies use of CAD and PLM
- Secures quality at the point of entry or release
- Speeds up processes and implementations
- Solves hard integrations and other tasks in a simple way
- Integrate with other business applications (ERP, MES, ...)

## ***Procore Announces Integration of Embodied Carbon in Construction Calculator to Drive Sustainability Across the Construction Industry Globally***

7 April 2022

**Procore Technologies, Inc.**, a leading global provider of construction management software, announced a new integration with **Building Transparency**, a nonprofit organization with the mission to enable broad and swift action to address the construction industry's role in climate change. The integration enables Procore users to leverage the Embodied Carbon in Construction Calculator (EC3) in an effort to drive sustainability across the global construction industry.

Between 2015 and 2050 worldwide, **two trillion square feet of buildings** are expected to be built or renovated, and the **World Green Building Council** estimates that construction materials account for approximately 11 percent of global carbon emissions. In order to address Environmental, Social and Governance (ESG) and sustainable building practices, the EC3 tool is a free database that calculates the embodied carbon emissions associated with design and material procurement, ultimately helping specialty contractors, general contractors and owners reduce embodied carbon emissions in construction. The EC3 calculator was co-conceived and developed by Skanska and C Change Labs; it was jointly seed-funded by Skanska and Microsoft.

The EC3 integration provides Procore users the opportunity to reduce construction waste and rework, accounting for nearly \$500 billion annually across the globe according to the 2018 FMI Report. By giving construction professionals the tools to benchmark and assess their carbon footprint, the tool actively helps companies realize their sustainability targets and reduce carbon emissions.

“We are thrilled to provide our customers around the globe access to the Embodied Carbon in Construction (EC3) tool,” said Tooley Courtemanche, Procore Founder and CEO. “As a dedicated partner to the construction industry, it is our responsibility to support the growing need for sustainable building. Our partnership with Building Transparency and the new EC3 integration reinforces our vision of improving the lives of everyone in construction and the communities we serve.”

“Our partnership with Procore is a great step forward in educating our industry on the importance of reducing embodied carbon emissions and the tools already available to do so,” said Stacy Smedley, Executive Director of Building Transparency. “EC3 enables the industry to measure and understand the carbon footprint of their projects and set reduction targets to begin to address our collective impact on climate change.”

To learn more about how Procore is partnering with Building Transparency to support greener construction practices, **register for Procore's global Innovation Summit** taking place April 19.

## ***SAP Reimagines Services and Support Portfolio for Success in the Cloud***

13 April 2022

SAP SE announced that it has simplified its services and support portfolio by pivoting to focus heavily on customer adoption and consumption. The portfolio is built for the cloud and designed to help customers realize value quickly and achieve lasting success.

The cloud-based portfolio offers SAP customers new experiences, extensions and services to address their individual needs and makes it easier for them to engage with SAP at their own pace. Customers can take advantage of project-specific services as well as proactive and mission-critical support within the portfolio.

The reimagined portfolio is designed to support customers throughout their journey with SAP, in cloud,

on-premise and hybrid environments. It follows the announcement earlier this year of the establishment of the Cloud Success Services organization.

“Backed by 50 years of expertise, our services and support professionals work together with customers and their partners to help realize results rapidly and deliver continuous innovation,” said Claudio Muruzabal, President, Cloud Success Services, SAP SE. “Whether customers are implementing something new, taking a legacy system to the cloud or transforming how their business works, we’re committed to helping them design and apply the right solutions across the business lifecycle. No matter where they are starting, how big they are or how fast they need to move, we offer a portfolio to fit what our customers need to unlock the value of their SAP solutions.”

SAP’s well-established offerings, including SAP MaxAttention, SAP Preferred Success and SAP Enterprise Support, and others will remain and continue to evolve and provide the foundation of the company’s success experiences. New offerings, including embedded launch activities and SAP Business Journeys offerings, have been added to update the portfolio.

## **An Experience for Every Customer Need**

To help provide customers with maximum flexibility, SAP offers three new levels of success experience – essential success experience, advanced success experience and select success experience. Each level considers individual customer needs and deployment approaches. All three levels are designed to prepare, guide and engage customers to accelerate their implementations of the SAP software platform and achieve lasting success.

### **Essential Success Experience**

Centered around SAP Enterprise Support, the essential success experience level provides a rich foundational onboarding and support experience across the SAP solution landscape for customers. It focuses on proactive, mission-critical support, application lifecycle management, and fast time to first value. Embedded launch activities complement the cloud editions of SAP Enterprise Support to help customers prioritize and accelerate functions that add value faster, so they benefit from what’s already been completed.

### **Advanced Success Experience**

Leveraging SAP Preferred Success, the advanced success experience level delivers personalized solutions and process expertise for cloud solutions from SAP backed by enhanced support service-level agreements. It is a personal road map for everything from workflows and user experience to culture. SAP Preferred Success provides advanced focused guidance to help customers gain more value from SAP solutions and continuously improve their business outcomes. It is a customized vision that converts metrics and milestones into a tailored success plan. A customer success partner helps customers take full advantage of their SAP solutions.

### **Select Success Experience**

The select success experience level is tailored to customers’ individual transformational needs and outcomes. It helps drive optimization and value realization of end-to-end multisolution business landscapes. Customers can choose a full, multiyear strategic engagement with SAP based on SAP MaxAttention or shorter-term engagements focused on key compelling business events with SAP Business Journeys, or a combination of both.

### **Add and Choose for a Tailored Experience**

In addition to the three success experience levels, SAP is offering success extensions that can be combined with the three experience levels to provide pre- and post-go-live cloud optimization services.

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Customers can always choose individual success services to address their most pressing needs, whether they are engaged in large transformation projects, complex scenarios or the introduction of new technologies and products. Partner-only services are available to enable and enhance customer offerings. SAP plans to continue to develop the portfolio as customers grow their businesses in the cloud. The enhanced offerings mark the start of a new era of enhanced customer and SAP ecosystem collaboration.

## ***Siemens' new mPower Digital solution now certified for GlobalFoundries' platforms***

13 April 2022

Siemens Digital Industries Software today announced that its new mPower™ Digital solution for power integrity analysis of analog, digital and mixed-signal IC designs is now certified for digital analysis of designs using GlobalFoundries' (GF) platforms.

The significant power and performance advancements of GF's feature rich platforms, equipped with advanced features such as RF, automotive, ultra-low power memory and logic, make them ideal for next-generation ICs targeting the automotive, 5G, Internet of Things (IoT) and communications markets, as well as other high-performance digital and mixed-signal applications.

"Our engagement with Siemens is another example of how GF is partnering with the ecosystem leaders to deliver innovative, time to market solutions for our customers," said Richard Trihy, vice president of Design Enablement, at GF. "It is exciting to see a new entrant into this critical EDA field of power integrity and Siemens' new power analysis solution gives our customers more flexibility in meeting sign-off requirements."

Siemens' mPower integrated circuit (IC) power integrity verification solution supports analog, digital, and mixed signal designs, while enabling comprehensive power, electromigration (EM) and voltage drop (IR) analysis. GF has qualified Siemens' mPower Digital flow, and customers can request PDK support for any technology.

"Siemens is pleased that GF, a global leader in feature-rich semiconductor manufacturing, has now certified our new mPower solution," said Michael Buehler-Garcia, vice president of Product Management for Calibre Design Solutions at Siemens Digital Industries Software. "Siemens' collaboration with GF on these certifications will help our mutual customers conduct power integrity analysis tasks more quickly and accurately, enabling faster tape-outs with enhanced reliability and quality of results."

## ***Siemens' SynthAI revolutionizes machine vision training with artificial intelligence***

12 April 2022

Siemens Digital Industries Software's SynthAI™ service is delivering the power of machine learning and artificial intelligence to solve the challenge of training machine vision systems.

"We were looking for a quick and easy solution that will enable us to detect wire terminals in a robotic electric cabinet assembly station. With SynthAI our control engineers were able to achieve great results within just a few hours," said Omer Einav, CEO, Polygon Technologies. "The tedious task of annotating a large set of training images to train the model was shortened significantly. The results show great promise for many additional use cases we plan to handle with SynthAI."

Machine learning is used for a variety of vision-based automation use cases such as robotic bin picking, sorting, palletizing, quality inspection and more. While usage of machine learning for vision-based automation is growing, many industries face challenges and struggle to implement it within their

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computer vision applications. This is due to the need to collect many images of the parts in question and the challenges associated with accurately annotating the different products within those images – particularly before production or manufacturing begins.

To solve this challenge, synthetic data is used to speed up the data collection and training process. However, utilizing synthetic data for vision use cases requires expertise in synthetic image generation and can be complex, time consuming, and expensive. This where Siemens' SynthAI changes the game.

Rather than waiting for preproduction parts to be ready or using complex processes to generate synthetic data, machine vision specialists only need to provide 3D CAD data of the parts. SynthAI will then automatically generate thousands of randomized annotated synthetic images within minutes without the specialist knowledge typically required.

SynthAI will also automatically train a machine learning model that could be used to detect your product in real life. Once the training is done, the trained model can be downloaded, tested and deployed offline – using no more than a little Python coding. If organizations prefer to handle training of their own systems, complete synthetic image datasets together with the annotations are also available.

“The market for Artificial Intelligence for Machine Vision is expected to reach \$25B by 2023, but there are many challenges facing those looking to take advantage of its benefits,” said Zvi Feuer, Senior Vice President and General Manager Digital Manufacturing at Siemens Digital Industries Software. “SynthAI demonstrates how Siemens is taking its depth of knowledge in both product engineering systems as well as production preparation and planning and finding room for innovations that allow our customers to take advantage of tomorrow’s technology, today.”

## ***Xometry Instant Pricing App Now Available In The Onshape Store***

14 April 2022

Xometry announced the immediate availability of the Xometry Instant Pricing app for PTC’s Onshape®, the cloud-native CAD product development platform that gives users the freedom to create on any device, anytime, anywhere.

The Xometry Instant Pricing app for Onshape offers:

- Seamless instant quoting. With the proprietary, AI-driven Xometry Instant Quoting Engine®, engineers and designers can instantly price parts in one integrated CAD workspace and make real-time design decisions;
- Instant in-app design-for-manufacturing (DFM) feedback, saving time and creating greater speed to market;
- Custom-part ordering, from 3D printing and CNC machining to sheet-metal fabrication, urethane casting and injection molding. Designers can also configure materials, finishes and other specifications to generate lead times.

“Across the manufacturing ecosystem, Xometry is committed to giving engineers, designers and entrepreneurs the ability to tap into global manufacturing capacity to bring their visionary projects to life,” said Randy Altschuler. “With our Instant Quoting app for Onshape, we’re making it even easier to harness the full power of our Xometry marketplace in one seamless environment.”

“The Xometry app puts 5,000 industrial manufacturers and DFM just a few clicks away from Onshape users,” said Jon Hirschtick, Executive Vice President and General Manager of Onshape. “This enables instant feedback, and the Xometry supplier network is flexible enough to handle orders of significant size. This is an exciting addition to the Onshape app store.”

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The Xometry app in the Onshape app store reflects the recently announced ‘Xometry Everywhere’ strategy of extending the reach of Xometry’s powerful AI-driven quoting engine across popular third-party sites, offering full functionality wherever the intelligent quoting module lives.

Onshape is the first and only product development platform that provides professional-grade CAD capabilities with integrated data management, enabling more agile design processes at lower costs. With Onshape, engineers and designers are now free to innovate while simultaneously collaborating with other stakeholders.

## ***ZW3D 2023: Becomes the Launching Pad for New Possibilities***

13 April 2022

ZWSOFT, a trailblazer in engineering software, launched the latest version of its flagship 3D software product, namely ZW3D 2023 to facilitate efficient yet cost-effective product design and manufacturing. Not only does this come with an array of new enhanced platform functions including interaction, modeling, and machining, but it is equipped for the first time with the CAE module. Therefore it becomes the launching pad for new possibilities thus greatly improving design efficiency to expand industrial applications of today’s ever-demanding global 3D designers.

The R&D team in ZWSOFT has successfully brought over 250+ features that would prove to be highly beneficial for the 3D designers, ZW3D 2023 embodies:

**Friendlier User Experience.** Add commands in the new Mouse Gestures and Shortcut Bar conveniently instead of looking for them in the menu; there is a smarter way to add constraint inferences as well.

**Multiple Smart Modeling Tools.** With big time-savers such as Instance Parameter Table and Variable Spacing Table, you can modify parameter/variable values quickly for every pattern feature. Also, it empowers engineers to create product designs of higher & styling quality with G3 continuous surfaces.

**Large assembly, Expanded Industrial Applications.** Several new functions have been added to accelerate the creation of exploded views, such as Exploded Trail and Reuse Exploded View.

**Newly Structural Simulation.** It allows you to perform structural statics, modal analysis, heat transfer, and structural dynamics analysis quickly with the newly available ZW3D Structural add-on to verify the rationality of product design.

**Safe & Efficient Manufacturing Capacity.** It raises your programming efficiency greatly with the sped-up calculation of QuickMill™ rough operations cutting the time needed by 70% on average. In addition, Full Machine Simulation has been upgraded to cater to more diversified and more complicated machining needs.

“We are proud of our R&D team who toiled for addressing the issues that impede the implementation of product design and parts processing across industries. With a list of performance advances, simplicity in user experience, and powerful new capabilities, this ZW3D 2023 release already demonstrates another breakthrough of what is possible with truly all-in-one CAD/CAM/CAE solutions. Plus, we are confident that, with the flexible design and fast machining of ZW3D 2023 as the launching pad, the ZWSOFT R&D team will continue to transform possibilities into realities that will raise the bar higher for performance, functionality, and user experience. More importantly, we are aimed to help customers shorten the product development cycle.” said ZW3D Product Manager.

The Manager continues, “As I have said before, ZW3D 2023 is not just a new name for the next ZW3D. A critical piece of higher design standards for high-end products like 3C products, home appliance, and automotive parts is bringing G3 continuous surface to the urgent needs of 3D designers, with more sleek

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curves. Now, 3D designers can use "loft" and "Blend Face" to create a G3 continuous surface. Moreover, a variety of drawing tools are designed such as "New Smart Constraint Inference" and "Variable spacing" to help 3D designers get their work done efficiently. ZW3D keeps improving from 2022's G2 to 2023's G3, and on and on. ”

With features more than the above-mentioned ones, “Multiple data compatibility is a prime determinant of industry readiness of any software application of this type. Our ZW3D 2023 is compatible with major and widely used formats on the market. It is quite easy to use and we believe the global product designers will find these software applications highly useful”, The Product Manager adds.