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CIMdata News

Key Sponsors for PLM Road Map and PDT Fall 2021 Virtual-Live Announced

15 October 2021

CIMdata, Inc. and Eurostep AB announce the sponsors for the upcoming PLM Road Map and PDT Fall 2021 Virtual-Live event. The participating sponsors are Autodesk, Contact Software, ESI, PropelPLM, PTC, Quick Release, Razorleaf, SAP, Siemens Digital Industries Software, TATA Consultancy Services (TCS), and Vertex. The event will take place between 9:00 AM – 1:15 PM (EST) / 15:00 – 19:15 (CET) on November 16 & 17.

“We are excited to have these key solution providers choose to sponsor our PLM Road Map and PDT conference,” stated Cheryl Peck, CIMdata’s Director of Marketing. “While we look forward to a time when we can meet face to face, we are excited to create an environment where open collaboration and knowledge transfer can occur between all members of the PLM ecosystem.”

As part of the PLM Road Map/PDT experience, sponsors participate in an online PLM Collaboration Café™, where they showcase a selection of their solutions. For more information on the PLM Collaboration Café, visit <https://www.cimdata.com/en/education/plm-conferences/plmrm-pdt-fall-2021/sponsors>.

PLM Road Map and PDT Fall 2021 Virtual-Live is a highly relevant event for PLM industry leaders and PLM professionals. It offers independent education and a collaborative networking environment where ideas, trends, experiences, and relationships critical to the industry germinate and take root.

For more details on the schedule and how to register for the event, please visit <https://www.cimdata.com/en/education/plm-conferences/plmrm-pdt-fall-2021>.

Solid Edge 2022: Engineered to Grow Your Business – a CIMdata Highlight

14 October 2021

On October 6, 2021, Siemens Digital Industries Software announced the release of Solid Edge 2022, under the banner of “Engineered to Grow Your Business.”^[1] In an introductory video for the new release, Mr. Dan Staples, Vice President of R&D, and Mr. Jeff Walker, Director of Solid Edge Products, teamed up to present the many new capabilities in Solid Edge that address the “explosion of complexity” found in today’s products.

CAD Direct integrates foreign CAD files directly into Solid Edge without data translation and automatically handles updates if the source model changes. Based on graphical data and at first supporting NX models, CAD Direct promises to be an impressive multi-CAD capability in the designer’s toolbox once extended to other CAD solutions. CIMdata welcomes this attention to multi-CAD support.

Point Cloud Visualization for manufacturing plant scanned data allows users to design production equipment positioned in context. Solid Edge assembly measurement and viewing tools can be used to support equipment placement. Companies will find this capability useful whenever retrofitting their production floor to handle new product manufacturing.

Solid Edge Configurator with rules-based automation is a boon to configure-to-order product design needs. Multiple product variants can be defined within the context of Solid Edge. Master input parameters can be defined and rules, including functions, can be specified for the proper satisfaction of

inputs. CIMdata believes these capabilities can speed configure-to-order sales proposals and reduce human error in design.

Xcelerator Share allows designers to collaborate with suppliers and partners. CAD models are imported into a secure cloud location and can be shared on any device. Measurements and mark-ups are supported. All mark-ups are logged for traceability, recording who made the mark-up and when.

CIMdata believes that Solid Edge 2022 offers its users a well-balanced suite of facilities as they tackle the complex product designs required today.

[1] Research for this highlight was partially supported by Siemens Digital Industries Software.

Acquisitions

Accenture Acquires Glamit to Help Clients Accelerate Digital Commerce Transformation in Argentina

13 October 2021

Accenture has acquired Glamit, a boutique e-commerce agency in Argentina. Glamit offers experience design and technology, including e-commerce and platform architecture, brand strategy, digital marketing services and direct-to-consumer solutions. Terms of the transaction were not disclosed.

To meet the needs of the rapidly growing Argentinian e-commerce market, today's brands are looking to reinvent their commerce experience swiftly and at scale. With the addition of Glamit, Accenture Interactive further enhances its robust omnichannel e-commerce and marketing solutions and the ability of the Accenture SynOps platform to power connected and seamless commerce experiences.

Founded in 2011 and headquartered in Buenos Aires, Glamit, brings proven partnerships with leading technology and platform companies including Magento, VTEX and Mercado Pago, and other related services to deliver commerce excellence across multiple industries for international and local brands. Recognized by the eCommerce Institute for outstanding leadership and offerings to support online businesses in Argentina, an outstanding partner by Mercado Pago and most recently, Great Place to Work in Argentina, the agency's 260 employees will join Accenture Interactive in HSA.

Flaviano Faleiro, Accenture Interactive's president for Growth Markets, said: "Glamit fits into our vision of transforming commerce across Latin America. With them as part of the Interactive family, we will help our clients in the region balance the complexities and simplicity of digital commerce and create exceptional experiences that delight consumers and drive brand success."

Andrés Dorfman, CEO of Glamit, said: "We've always been focused on helping brands create connected experiences for their consumers. Joining Accenture Interactive will allow us to continue to do so, in a way that extends our reach and increases our impact. It provides an excellent opportunity for our teams to drive marketing transformation and commerce reimagination in a big way that helps our clients deepen their presence on a global scale."

Accenture Interactive's commerce offering is centered on supporting clients design, implement and operate transformative experiences for the consumer, offering expertise in emerging platforms and modern commerce architectures such as headless and composable commerce.

Accenture Completes Acquisition of BENEXT

13 October 2021

Accenture has completed its acquisition of BENEXT, an independent product consulting company specializing in product management, agile coaching, cloud-based development and data science. Accenture had announced its intent to acquire BENEXT on September 7, 2021. Financial terms of the transaction were not disclosed.

BENEXT is a full-stack, product consulting company that helps clients design, organize, deploy, and efficiently manage their digital products, while enhancing the customer user experience.

The acquisition adds approximately 160 highly skilled professionals to OCTO Technology, which is part of Accenture, and more broadly expands the European and global capabilities of Accenture Cloud First.

Accenture to Acquire BRIDGEi2i, Expanding Capabilities in Data Science, Machine Learning and AI-Powered Insights

11 October 2021

Accenture has entered into an agreement to acquire BRIDGEi2i, an artificial intelligence (AI) and analytics firm headquartered in Bangalore, India, with additional offices in the US and Australia. The acquisition will add more than 800 deeply skilled professionals to Accenture's Applied Intelligence practice, strengthening and scaling up its global capabilities in data science, machine learning and AI-powered insights. The financial terms of the transaction are not being disclosed.

Founded in 2011, BRIDGEi2i specializes in data-driven digital transformation for companies across industries and global markets by combining data engineering, advanced analytics, proprietary AI accelerators and consulting services. It helps enterprises drive insights for faster and more accurate decision-making, thereby enabling shorter time to value.

Accenture research shows that organizations that are stepping up investments in technologies such as AI and cloud are growing revenue at five times the rate of those not making these strategic investments.

"The COVID-19 pandemic has made technologies such as AI core to business success, with scaled investments enabling enterprises to thrive by refocusing on growth during the most disruptive time in their history," said Sanjeev Vohra, global lead for Accenture Applied Intelligence. "In this rapidly evolving space, constantly building new capabilities is key, and we believe that BRIDGEi2i will further enhance our AI skills and data science capabilities to strengthen how our global network delivers value for clients."

"The digital enterprise of the future is being reimagined today with AI. At BRIDGEi2i, we believe in diving into the heart of business challenges and driving transformation in its truest sense for our clients by combining our AI capabilities with our digital consulting expertise," said Prithvijit Roy, chief executive officer and co-founder, BRIDGEi2i. "We are excited to join Accenture and believe that our people and approach will complement their capabilities and help us scale up our impact across industries."

This acquisition will augment Accenture's growing analytics, data and AI business around the world, joining the acquisitions of Analytics8 in Australia, Pragsis Bidoop in Spain, Mudano in the UK, Byte Prophecy in India, Sentelis in France, and Clarity Insights, End-to-End Analytics and Core Compete in the US.

Completion of the acquisition is subject to customary closing conditions.

Emerson to Accelerate Software Strategy to Capitalize on High Growth Industry Verticals and Technology Segments in Transaction with AspenTech

11 October 2021

Emerson and AspenTech announced that the companies have entered into a definitive agreement to contribute Emerson's industrial software businesses – OSI Inc. and the Geological Simulation Software business – to AspenTech to create a diversified, high-performance industrial software leader with greater scale, capabilities and technologies (“new AspenTech”). Emerson will also contribute \$6.0 billion in cash to new AspenTech, which will be received by AspenTech shareholders, in exchange for a 55% stake in new AspenTech. New AspenTech will offer a highly differentiated industrial software portfolio with the capabilities to support the entire lifecycle of complex operations across a wide range of industry verticals, including design and engineering, operations, maintenance and asset optimization.

Accelerating Emerson's Industrial Software Strategy

The transaction accelerates Emerson's software investment strategy as the company continues to build a higher growth, more diversified and sustainable portfolio, by creating an industrial software company with immediate scale and relevancy in a fast-paced and evolving market. The new company, which will retain the name AspenTech, enables Emerson to realize significant synergies and accelerate its software strategy to drive meaningful value creation. Majority ownership position in a highly valued, pure-play industrial software leader will give Emerson the platform and flexibility to strategically deploy capital for growth through continued investment and M&A. The transaction continues Emerson's long history of delivering shareholder value. New AspenTech will be fully consolidated into Emerson financials and is expected to be accretive to adjusted EPS after year one.

Management Comments

“We saw an attractive opportunity to accelerate our software strategy to capitalize on the rapidly evolving industrial software landscape and advance Emerson's high value portfolio journey,” said Lal Karsanbhai, President and Chief Executive Officer of Emerson. “Our customers are increasingly seeking partners to help realize stronger performance as they automate workflows in their facilities to optimize operations. New AspenTech will become an engine for both acquisition and organic growth.”

“Today's announcement marks an exciting new era. This transaction enables us to advance our position as a premier, highly diversified industrial software leader poised for significant growth, strong financial performance and a vehicle to drive future software acquisitions, while providing immediate cash value to AspenTech shareholders,” said Antonio Pietri, President and Chief Executive Officer of AspenTech, who will lead new AspenTech. “The new AspenTech will benefit from a larger and more diversified market, which we will be able to serve with a comprehensive software portfolio, an expanded global sales channel and an even stronger balance sheet reinforced by Emerson. Additionally, this transaction expands our ability to support customers' global sustainability ambitions.”

Emerson and AspenTech Creating a High-Performance Software Leader with Scale and Technology

Following completion of the transaction, new AspenTech will have a global footprint with strong go-to-market capabilities and more than 3,700 employees. On a pro forma basis, new AspenTech is expected to have FY22 annual revenues of \$1.1 billion, adjusted EBITDA of approximately \$490 million and achieve double-digit annual spend growth through 2026. New AspenTech will have a high growth,

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predictable business model with 86% of pro forma revenues from software and 14% of revenues from services.

The new AspenTech will be an attractive environment for highly sought-after software talent, offering career opportunities to innovate in a technology-driven culture.

Benefits of the transaction include:

- **New AspenTech Portfolio Spans the Full Asset Lifecycle:** The new AspenTech will provide differentiated offerings in Industrial AI and asset optimization with Emerson's grid modernization technology, advanced distribution management systems and geological simulation software. With Emerson's strong capabilities, new AspenTech will have an end-to-end software offering and be even better positioned to help customers improve their safety, reliability and production while reducing emissions.
- **Diversified End Markets with Blue-Chip Customer Base:** With the additional capabilities of OSI Inc. and Geological Simulation Software, new AspenTech will expand into new, high growth markets. AspenTech recently announced a commitment to invest \$35 million in life sciences and metals and mining that will help accelerate adoption of new AspenTech's solutions. The addition of OSI Inc. will enable new AspenTech to develop its transmission and distribution offering to support power grid modernization and ensure grid reliability. This expanded software capability will build on Emerson's global life sciences expertise comprised of 3,000 installed control systems, 30 locations and nearly 1,000 project engineering and consulting employees dedicated to active life sciences projects.

New AspenTech's software is also scalable and adaptable to the emerging green energy markets and will be well-positioned to support blue-chip customers' sustainability needs in current and new energy transition markets such as biofuels, hydrogen and carbon capture.

- **Significant Revenue and Cost Synergy Opportunities:** Over time, new AspenTech is expected to drive significant revenue and synergy opportunities by transitioning OSI Inc. and the Geological Simulation Software business to a token and subscription-based business model, which AspenTech has successfully achieved for its existing portfolio. The token model enables customers to access a broader suite of software modules. The transaction will enhance the two companies' existing commercial alliance and increase collaboration between Emerson and new AspenTech as they share technologies, drive innovation and develop new products through their nearly 1,400 software engineers.

New AspenTech expects to deliver multiple, specific revenue growth opportunities by leveraging Emerson's \$120 billion global installed base and its sales force of nearly 12,000 salespeople. Cost synergies are expected to be driven by scale efficiencies, including shared R&D and SG&A organizations, overhead and spend optimization. New AspenTech expects to achieve \$110 million of total EBITDA synergies by year five, of which \$40 million are from cost savings. Emerson also expects to benefit from the enhanced commercial alliance with new AspenTech, driving \$45 million of EBITDA synergies.

- **Best-in-Class Financial Profile:** New AspenTech will be a leading player in the industrial software market with scale and strong free cash flow generation to drive innovation and growth. On a pro forma basis, the company is expected to deliver double-digit revenue and free cash flow growth over the next five years. Over time, as new AspenTech delivers on its synergy opportunities and completes the business model transitions of the OSI Inc. and Geological Simulation Software businesses, it is expected to deliver a higher software and recurring revenue

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mix and stronger adjusted EBITDA and free cash flow margins.

- **Strong Platform for Future Acquisitions:** Mergers and acquisitions will be a key pillar of new AspenTech's go-forward strategy given the continued evolution and consolidation of the industrial software industry. With an expanded solution set, broader global footprint and larger installed base, new AspenTech will have access to a wider range of acquisition and investment targets across industries, products and geographies. With greater financial flexibility and the support of a well-capitalized Emerson, new AspenTech will have the scale and financial capacity to pursue and complete larger strategic transactions, quickly integrate targets and realize synergies.

Terms of the Transaction

Under the terms of the agreement, AspenTech shareholders will receive approximately \$87 per share in cash and 0.42 shares of common stock of the new AspenTech, a newly formed company, for each share of AspenTech common stock they own, which implies total consideration of approximately \$160 per AspenTech share, and a total transaction equity value of approximately \$11 billion before synergies. The total implied per share consideration amount represents a premium of approximately 27% compared to AspenTech's closing stock price on October 6, 2021, the last trading day prior to media speculation regarding a potential transaction, and a premium of approximately 26% to AspenTech's 30-day VWAP on October 6, 2021. Including expected synergies, the total value increases to \$176 per share, a 40% premium compared to AspenTech's closing stock price on October 6, 2021. Upon completion of the transaction, Emerson will own 55% of the new AspenTech on a fully diluted basis and AspenTech shareholders will own 45%.

Conclusion of Strategic Process

Following a comprehensive review of AspenTech's strategic opportunities to increase shareholder value, AspenTech's Board concluded that Emerson is the ideal strategic partner for AspenTech and that this transaction structure provides the best opportunity to drive continued growth. Additionally, the transaction delivers immediate cash value to AspenTech shareholders, while also enabling them to participate in the long-term upside of new AspenTech.

New AspenTech Headquarters, Leadership and Governance

New AspenTech will be headquartered in Bedford, Massachusetts and Antonio Pietri, the current CEO of AspenTech, will be the CEO.

Following the close of the transaction, the Board of Directors of new AspenTech will consist of nine directors, five of whom will be designated by Emerson. Jill Smith, the current Chair of the Board of Directors AspenTech, will serve as Chair of the Board of Directors of new AspenTech.

Path to Completion

The transaction has been approved unanimously by Emerson's Board of Directors, and by unanimous vote of those AspenTech directors present (one director was absent, but confirmed full support). The transaction is expected to close in the second calendar quarter of 2022 and is subject to approval by AspenTech shareholders, regulatory approvals and other customary closing conditions. Upon completion of the transaction, new AspenTech will trade on NASDAQ under ticker symbol AZPN.

Emerson's 2021 Fiscal Year Performance Outlook

On August 4, 2021, Emerson provided fiscal year 2021 underlying sales guidance of 5% to 6% and adjusted EPS guidance of \$4.06 to \$4.08. Emerson is reaffirming this guidance and will provide complete results on November 3, 2021.

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AspenTech Provides Preliminary Update on First Quarter Fiscal 2022 Results

AspenTech expects annual spend to be approximately \$629 million at the end of the first quarter of fiscal 2022, which represents an increase of 5.5% compared to the first quarter of fiscal 2021.

Company News

Accenture Federal Services Wins Women in IT's DEI Initiative of the Year Award

11 October 2021

Dassault Accenture Federal Services' (AFS), a subsidiary of Accenture (NYSE: ACN), has won Women in IT's Diversity, Equity, and Inclusion (DEI) Initiative of the Year Award. The company's "Let There Be Change" Initiative was honored for advancing equity and inclusion to create lasting change.

"We are truly grateful that our work on "Let There Be Change" is garnering national recognition," said Accenture Federal Services Managing Director, Keyatta Orlena. "This sweeping initiative continues to serve as a driving force in supporting our clients and local communities with investment in diversity and inclusion programs to create lasting change in the world around us."

Specifically, "Let There Be Change" addresses workplace equity and cultural opportunity in the federal sector. The initiative also actively engages students at Historically Black Colleges and Universities (HBCUs) to develop educational and employment opportunities. For example, at Howard University, AFS launched a professional development effort to engage with current students and help prepare them for the workforce. AFS-sponsored programs include a Student Immersion Innovation Class, a Student Hackathon, and a Technology Development Internship program.

"AFS is empowering students with real-world skillsets in areas like cybersecurity, data, and analytics, that they will need in the tech workforce when they launch their careers," said AFS I&D Practice Lead, Ebony Jones. "Building a culture that prioritizes equality and equity is not only the right thing to do; it is a powerful force multiplier toward driving innovation and economic growth."

Aras Welcomes Former Ansys Chairman and CEO, James Cashman, to Board of Directors

14 October 2021

Aras, a leading global provider of low-code applications to design, build, and operate complex products, announced the addition of James (Jim) E. Cashman III, former Chairman and CEO of Ansys, to its Board of Directors. His experience in technology, finance, sales, and operations has been key to the successful growth of numerous software companies in computer-aided engineering, product lifecycle management, and transaction processing over his 40-year tenure.

"During my many years in the PLM industry, I've seen first-hand and have admired Jim's expertise in growing his business. I'm thrilled to partner with him on the next phase of Aras' growth and enterprise SaaS disruption," said Tony Affuso, Member of the Board of Directors at Aras and former CEO of Siemens PLM.

Cashman served for over 20 years at Ansys, the global leader of engineering simulation software, where he led the company from \$50 million to over \$1 billion USD in annual revenue and a spot in the S&P 500. In addition to his Board role with Aras, Jim serves as a corporate director and advisor to a number of high-tech organizations spanning information technology, industrial automation, and biotechnology.

"Aras has built a highly differentiated enterprise business delivering unparalleled flexibility and value

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that empowers global organizations to digitally transform with low-code resilience,” said Cashman. “Aras’ accomplishments are inspiring, and I look forward to sharing my insights to further accelerate their innovation-driven strategy.”

“Jim has deep roots in PLM dating back to Metaphase—one of the most successful PLM solutions in the industry—and his leadership at Ansys was critical to their rapid and sustained growth,” said Peter Schroer, Founder and CEO of Aras. “Jim will play a pivotal role in driving our expansion as we continue to redefine the value proposition of engineering and manufacturing software for large enterprises in the cloud era.”

“Jim’s experience in driving growth and operating at scale will be critical as the digitalization in manufacturing continues to accelerate. We welcome Jim to the Aras Board and look forward to building a future category leader together with him,” said Travis Pearson, Managing Director and Co-Head of Private Equity at GI Partners and Member of the Board of Directors at Aras.

Atos joins Catena-X: the automotive industry network to strengthen and secure data exchange & innovation across Europe

15 October 2021

Atos announces that it is now a member of Catena-X, an open, scalable European network, based on the GAIA-X cloud infrastructure initiative, which aims to enable secure cross-company data exchange across the automotive industry to improve efficiency, accelerate innovation and decarbonization, and thereby strengthen the competitiveness of the European automotive industry. Atos, founding and Board member of GAIA-X, will be joining leading automotive manufacturers and suppliers, dealer associations and equipment suppliers, including BMW AG, Deutsche Telekom AG, Robert Bosch GmbH, SAP SE, Siemens AG, ZF Friedrichshafen AG, Mercedes-Benz AG and Fraunhofer-Gesellschaft as part of Catena-X.

Together the members of Catena-X will select and implement scalable, system-relevant use cases. The defined Catena-X pilot projects are focused on five areas of application which, with the help of such a networked data infrastructure, can significantly help to boost productivity and improve sustainability along future value chains. The five areas are: quality management, logistics, maintenance, supply chain management and sustainability.

“We are convinced that the automotive industry is important for Europe in post-COVID recovery, and a fast pivot to digital ecosystems will ensure the financial stability of this sector’s entire ecosystem.” said **Pierre Barnabé, Global Head of Manufacturing Industry at Atos**. *“We are excited to bring our unique global expertise and experience to this network and to work closely with the other members to help establish the first data-driven value chain for the automotive industry. In particular, given our expertise in decarbonized digital and our own Net Zero 2028 ambition, we are very keen to support the early use cases focusing on decarbonization.”*

Atos’ unique set of expertise and experience consists of:

- **Expertise in European data frameworks & platforms** - Atos is one of the members of the FIWARE foundation, a founding member of GAIA-X and the International Data Spaces Association (IDSA). The principles of the latter two will provide the foundation for Catena-X in regards to data protection, data sovereignty and interoperability.
- **End-to-end portfolio of solutions** to help define the optimal platform needed for any Catena-X use case – such as its BullSequana Edge server and Atos Digital Hub platform, an accelerator for building ecosystem platforms.

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- **Proven expertise in the global automotive industry**, having worked on global complex projects with a range of automotive manufacturers.
- **European #1 in cloud, cybersecurity and high-performance computing to support Catena-X develop across Europe** – Atos brings its global experience and expertise in Cloud Computing with around 7,000 Cloud experts and 30,000 Application experts worldwide supported by Atos OneCloud, a unique initiative to pro-actively accelerate clients' migration to the Cloud through a one-stop shop offering industry specific go-to-market and organization.
- **Atos Scientific Community and Expert Community** - communities of 165 and 3,000 top scientists and experts – will support the vision and implementation of Catena-X.
- **Decarbonization** - a leader in decarbonized digital, and with the recent acquisition of international recognized climate strategy consulting firm EcoAct, Atos has a dedicated team of consultants to help develop use cases which will decrease CO2 emissions across the entire supply chain and those which will enable a transition to a circular economy and accelerate sustainability, such as optimizing production planning, development and operations with Digital Twin technology.

Earlier this year Atos joined forces with other leaders in the automotive and technology fields to create 'Software République': a new open ecosystem for intelligent and sustainable mobility, which aims to develop and market systems and software to provide an enriched and sustainable mobility offer for cities, regions, businesses and citizens. The Catena-X network could be an opportunity to enhance the development of these products and services.

AVEVA Announces Appointments of Caspar Herzberg as Chief Revenue Officer and Helen Lamprell as General Counsel and Company Secretary

13 October 2021

AVEVA, a global leader in industrial software, driving digital transformation and sustainability, has announced the expansion of its executive leadership team with the appointments of Caspar Herzberg as the company's new Chief Revenue Officer, and Helen Lamprell, OBE as General Counsel and Company Secretary. The new appointments, in London and Dubai, strengthen AVEVA's international footprint and digital transformation capabilities at a time when business relies on interconnected solutions for global workforces. Both leaders bring a wealth of global expertise to AVEVA when they join on November 1.

Herzberg has over two decades of international experience within the technology sector. After seven years at Accenture, where he specialized in supply chain optimization and outsourcing, Herzberg spent ten years at Cisco, where he led sales for mega projects in Saudi Arabia, developed the company's global smart city strategy, and was global managing director for the emerging solutions advisory business before taking on the position of Vice-President Cisco Consulting Services for Asia Pacific, China, and Japan. For the past five years, he has led Schneider Electric's business across over 80 countries in the Middle East and Africa.

Raised in Egypt, Herzberg has a degree in Arabic and Modern Middle Eastern Studies from the University of Oxford, and an MSc in International Politics from SOAS University of London. He is a Board member of RES4Africa, a non-profit foundation committed to a green energy transition across Africa and is a member of the Advisory Council of the Dubai International Chamber of Commerce.

AVEVA will leverage his deep expertise to lead the global sales organization and to strengthen the capabilities of partners around the world. Herzberg, who is fluent in English, Arabic, French and

German, will be based in Dubai.

Lamprell studied law at Cambridge University and has over twenty years' experience in the fields of legal and external affairs. Over seven years at Linklaters, she advised on a broad range of matters ranging from emerging markets equities to hybrid capital. She then enjoyed an action-packed 18-year stint at the Vodafone Group and Vodafone UK, where she was most recently General Counsel & External Affairs Director and member of the UK Board. She led many of Vodafone's biggest deals in the UK and globally, including the landmark Verizon Wireless transaction, before switching to fixing the UK operations in Vodafone's historic home where Helen had a broad remit ranging from security to communications.

Lamprell was awarded an Order of the British Empire (OBE) in the 2020 New Year's Honours list for services to business and equality. An advocate for sustainability and diversity, she is currently a non-executive director at the Low Carbon Contracts Company and the Electricity Settlements Company, sister organizations jointly owned by the UK Department for Business Energy & Industrial Strategy. She remains a director of the not-for profit Employer's Initiative on Domestic Abuse, and a member of the UK government's Women's Business Council.

Lamprell will be based in London and will lead AVEVA's legal and company secretarial function globally as the organization builds on synergies from the recent acquisition of OSIsoft.

"AVEVA is at a transformative moment on its trajectory, and I look forward to the dynamic energy Helen and Caspar will bring to the executive leadership team," said Peter Herweck, CEO, AVEVA. "As a well-known leader in compliance and purpose-driven initiatives, Helen's work on tackling issues related to digital poverty has widespread recognition. For his part, Caspar is acknowledged for his expertise in concepts such as smart cities, digital transformation, and the Internet of Things. I am confident both Helen and Caspar will strengthen AVEVA as we expand our relationships globally and deliver digital transformation and sustainability for our customers worldwide."

Herzberg said: "For decades, AVEVA has pioneered innovations that empower industry to optimize value, efficiency and sustainability, and I'm delighted to be joining an organization with this track record. I'm excited to be working with Peter and the entire team to further how we work with our customers, address their most pressing issues, and deliver value through technology."

Lamprell said: "I'm looking forward to joining AVEVA at a moment when advanced digital technologies are delivering widespread economic and ESG* benefits for industrial organizations and their customers.

Now more than ever, technology companies must be agents for positive change, and I am pleased to be able to focus my energies at AVEVA on driving best practice and enhancing sustainable equitable impact alongside Peter and the executive team."

* *ESG = environmental, social, and corporate governance*

HCL Partners with Google Cloud to Launch Innovative Healthcare & Life Sciences Solutions

11 October 2021

HCL Technologies (HCL), a leading global technology company, has expanded its strategic partnership with Google Cloud to jointly launch healthcare and life sciences solutions for customers. This partnership will deliver the best of HCL and Google Cloud's deep health care and life sciences domain capabilities and investments through co-innovation and address the shifts in the industry.

CIMdata PLM Industry Summary

HCL will establish a joint center of excellence (CoE) for Google Cloud with industry subject matter experts and Google Cloud-certified ideapreneurs to deliver solutions for payer, provider, medtech and biopharma customers. HCL's Google Cloud Native Labs will help accelerate these solutions with Google Cloud support, which is positioned to deliver solutions through its native data and AI offerings and its security capabilities across the healthcare and life sciences value chain.

HCL's CoE will develop solutions that address critical industry issues, such as interoperability, data governance and security, while delivering a superior customer experience.

"As the healthcare and life sciences industry continues to digitally transform, there is a growing need for solutions that are cloud-native, secure and support innovation," said Kevin Ichhpurani, corporate vice president, Partner Ecosystem, Google Cloud. "We are pleased to expand our partnership with HCL to provide our customers with solutions that will help throughout their cloud transformations."

"We're excited to see our partnership with HCL grow within the healthcare and life sciences industry as we continue to build solutions that will help organizations digitally transform the processes and experiences of their customers, physicians and patients," said Joe Miles, managing director, Cloud Healthcare & Life Sciences Google Cloud. "Customers can leverage HCL's strong healthcare and life sciences industry expertise and their investments in the center of excellence for Google Cloud to support their growth and innovation objectives."

"We partnered with Google Cloud for this key initiative because it will enable our experts at HCL to incorporate decades of domain expertise to deliver cutting-edge, cloud-native solutions to the market," said Shrikanth Shetty, corporate vice president, HCL Technologies. "The partnership will help improve the patient and employee experiences and use data to drive insights in areas like claims management and servitization."

"HCL and Google Cloud's ecosystem is focused on helping our customers innovate by leveraging the power of Google Cloud," said Sanjay Singh, senior vice president and Global Head, HCL Google Ecosystem, HCL Technologies. "We will leverage our Google Cloud Native Labs to deliver rapid MVPs and solutions that will accelerate our healthcare and life sciences customers' digital transformations."

Oracle Expands Global Cloud Footprint to Meet Continued Triple-Digit Growth

11 October 2021

Unique dual-region strategy, sustainability, and next-generation cloud architecture help customers with business continuity and compliance requirements

OCI now has 30 cloud regions worldwide, one of the fastest expansions by any major cloud provider

Oracle announced plans to expand its cloud region footprint to support strong customer demand for Oracle Cloud services worldwide. Over the next year, Oracle will open 14 cloud regions with new locations across Europe, the Middle East, Asia Pacific, and Latin America. Upcoming cloud regions include Milan (Italy), Stockholm (Sweden), Marseille (France), Spain, Singapore (Singapore), Johannesburg (South Africa), Jerusalem (Israel), Mexico, and Colombia. Additional second regions will open in Abu Dhabi (U.A.E.), Saudi Arabia, France, Israel, and Chile. Oracle plans to have at least 44 cloud regions by the end of 2022, continuing one of the fastest expansions of any major cloud provider.

Oracle provides a broad and consistent set of cloud services across 30 commercial and government cloud regions in 14 countries on five continents to serve its growing global customer base. OCI currently operates 23 commercial regions and seven government regions, in addition to multiple dedicated and national security regions.

CIMdata PLM Industry Summary

“Oracle Cloud Infrastructure has seen stellar growth over the past year,” said Clay Magouyrk, executive vice president, Oracle Cloud Infrastructure. “We’ve introduced several hundred new cloud services and features and are continuing to see organizations from around the world increasingly turn to OCI to run their most mission-critical workloads in the cloud. With the additional Cloud regions, even more organizations will be able to use our cloud services to support their growth and overall success.”

To help customers build true business continuity and disaster protection, while helping them address their in-country data residence requirements, Oracle plans to establish at least two cloud regions in almost every country where it operates. The U.S., Canada, U.K., South Korea, Japan, Brazil, India, and Australia already have two cloud regions.

Oracle’s strategy is to meet customers where they are, enabling customers to keep data and services where they need it. Customers can deploy Oracle Cloud completely within their own data centers with Dedicated Region and Exadata Cloud@Customer, deploy cloud services locally with public cloud-based management, or deploy cloud services remotely on the edge with Roving Edge Infrastructure.

High Availability, Disaster Protection, and Dual Region Cloud Strategy

OCI’s next-generation architecture provides a high-performing, resilient foundation for cloud services, while its physical and virtual network design maximizes performance and security. For example, each Oracle Cloud region contains at least three fault domains, which are groupings of hardware that form logical data centers for high availability and resilience to hardware and network failures. Some regions (Ashburn, Phoenix, Frankfurt, and London) provide further resilience to entire data centers through multiple availability domains (ADs), which each contain three fault domains.

For business continuity and compliance requirements, Oracle’s unique dual-region cloud strategy enables customers to deploy resilient applications in multiple geographically separated locations—without having sensitive data leave the country. To help customers plan data center deployments to meet application requirements and optimize their cloud infrastructure, OCI’s provides a no cost inter-region latency dashboard that provides insights into real-time and historical latency for Oracle Cloud regions around the globe.

Sustainability

Oracle is committed to sustainability and has pledged to power all Oracle Cloud regions worldwide with 100 percent renewable energy by 2025. Several Oracle Cloud regions, including regions in North America, South America, and Europe are already powered by 100 percent renewable energy, and all Oracle Cloud regions use state-of-the-art energy management and cooling technologies to minimize their impact on the environment. As part of its renewable energy clean Cloud initiative, Oracle reused or recycled 99.6 percent of its retired hardware in FY21 while strictly adhering to Oracle’s data privacy and security practices.

Cloud Regions Deliver All Cloud Services and Multicloud

Oracle Cloud regions support every Oracle service and feature and are available to customers anywhere in the world. This includes Oracle Autonomous Database, Oracle Container Engine for Kubernetes, Oracle Cloud VMware solution, and Oracle Fusion Cloud Applications.

OCI’s extensive network of more than 70 FastConnect global and regional partners offer customers dedicated connectivity to Oracle Cloud regions and OCI services—providing customers with the best options anywhere in the world. FastConnect provides an easy, elastic, and economical way to create a dedicated and private network connection with higher bandwidth, lower latency, and more consistent performance versus public Internet-based connections.

CIMdata PLM Industry Summary

In addition, OCI and Microsoft Azure have a strategic partnership that enables joint customers to run workloads across the two clouds. This partnership provides a low latency, cross-cloud interconnect between OCI and Azure in eight regions (Ashburn, Toronto, London, Amsterdam, Tokyo, San Jose, Vinhedo and Frankfurt), federated identity for joint customers to deploy applications across both clouds, and a collaborative support model. Customers can run full stack applications in a multi-cloud configuration, while maintaining high-performance connectivity without requiring re-architecture. They can also migrate existing applications or develop cloud native applications that use a mix of OCI and Azure services.

Oracle Global Cloud Regions

Currently available Oracle Cloud regions:

- Asia Pacific: Tokyo (Japan), Osaka (Japan), Seoul (South Korea), Chuncheon (South Korea), Mumbai (India), Hyderabad (India), Sydney (Australia), Melbourne (Australia)
- Americas: San Jose (United States), Phoenix (United States), Ashburn (United States), Toronto (Canada), Montreal (Canada), São Paulo (Brazil), Vinhedo (Brazil), Santiago (Chile)
- Europe: Frankfurt (Germany), London (United Kingdom), Newport, Wales (United Kingdom), Zürich (Switzerland), Amsterdam (The Netherlands)
- Middle East: Jeddah (Saudi Arabia), Dubai (U.A.E)
- Government: Two general U.S. Government regions, and U.S. National Security regions, three U.S. Department of Defense specific Government regions, two in the United Kingdom (London and Newport, Wales)

PROLIM launches “Center of Excellence” at Hubli Center and i2E program

13 October 2021

PROLIM, a global leader in consulting, technology and next-generation services announced the launch of the Center of Excellence (CoE) at the PROLIM campus in Hubli. This CoE will focus on providing solutions for brownfield as well as greenfield industries.

This CoE will build on PROLIM’s Industry 4.0 thought leadership, deep knowledge of traditional product development leveraging CAD, CAM, CAE engineering and industry domains, along with the understanding of clients’ existing products and production lines grounds up to develop solutions on Low Code platform Mendix, PLM system Teamcenter. On this strong foundation, PROLIM will continue to make targeted investments in building industry-specific solutions leveraging technologies like TeamcenterX, Mendix, including an extensive Siemens Xcelerator – industrial innovation platform.

Ashwini Patil, Vice President, said, “We have the most robust solutions and low code technology in the world enabling organizations to improve the way that they design, manufacture, sell, operate, and service their products. Our Center of Excellence (CoE) in Hubli will help enterprises transform and generate significant value in today’s competitive business landscape.”

PROLIM has built IoT solutions for various Industries on AWS, Azure and MindSphere and developed multiple solutions using low code platform Mendix. We are expanding our low-code/no-code COE in Hubli through our I2E program. We started a batch last year, the second batch one week ago and starting the third batch next week. We are hiring MCA/BE-CS graduates and training them as part of the internship program.

Tech Mahindra, Parala Maharaja Engineering College and Biju Patnaik University of Technology sign an MOU for Cloud Computing and Cybersecurity Center of Excellence

14 October 2021

Tech Mahindra Ltd., a leading provider of digital transformation, consulting, and business reengineering services & solutions, today announced collaboration with Parala Maharaja Engineering College (PMEC) and Biju Patnaik University of Technology (BPUT) to establish Cloud and Cybersecurity Center of Excellence (CoE). The dedicated CoE will act as a knowledge center and aim to develop innovative proof of concepts for projects in the field of Cloud and Cybersecurity applications and services.

Trimble and One Click LCA Collaborate to Provide Embodied Carbon Calculations for Different Phases of Construction Projects

11 October 2021

Trimble announced that it has entered into a collaboration with One Click LCA that enables users of Trimble's Tekla Building Information Modeling (BIM) software to calculate carbon emissions at different phases of a project, helping to move the needle toward a net zero future for construction.

From early analysis and design through to finished construction, combining constructible data from Trimble's Tekla software with One Click LCA and its extensive Environmental Product Declarations (EPD) database allows the embodied carbon emissions of materials in a design—down to every nut, bolt or rebar—to be calculated for their entire lifecycle. Tekla users will have access to a One Click LCA carbon assessment tool, in an integrated configuration with the Tekla software platform, for free until the end of 2021.

Structural elements are responsible for up to 70 percent of a building's embodied carbon footprint, making cutting the carbon emissions of any structural design critical in the Race To Zero emissions, as outlined in the COP26 UN Climate Change Conference goals.

Low-Carbon Structures

One Click LCA's automated lifecycle assessment software helps users calculate and reduce the environmental impacts of building and infrastructure projects, products and portfolios. By combining the functionality with Trimble's Tekla BIM software, the two companies make it easier to design and build the low-carbon structures that are urgently needed in the race to zero emissions. Calculating embodied carbon—the amount of carbon dioxide emitted into the atmosphere from creating and maintaining all the materials that form a building—is a relatively new concept. For many structural experts—whether engineers, designers, builders or fabricators—it is fast becoming critical to their work. Across the construction sector, there is a growing demand for managing carbon performance. Governments of countries such as the Netherlands, France, UK, Sweden, and Italy and other authorities have started to require declarations of embodied carbon, which are expected to have mandatory emission limits in the future.

This cooperation builds on the existing integration of One Click LCA with Tekla® Structural Designer, Tekla Structures and with the Trimble Connect™ collaboration platform for seamless data exchange. Trimble Connect comes in multiple subscription versions, including a free version, with all versions supporting the integration with One Click LCA tools.

The Tekla Structures integration was performed by Sweco, a leading construction consultancy, in collaboration with One Click LCA. Sweco has used the combined solution in an ambitious project to

design a carbon-neutral sports venue.

Commenting on the collaboration, Ossi Kujala, structural designer at Sweco Structural Engineering, said: "At Sweco, we aim to be a role model in sustainability, taking responsibility for and being part of the solution to society's sustainability and carbon reduction challenges. One Click LCA's integration with BIM data is a practical way to evaluate the carbon impact during a building's lifecycle. We are currently working on a low-carbon project, using Tekla Structures for structural design, and One Click LCA to evaluate lifecycle impact. One Click LCA's integration with Trimble has helped us to obtain easy early-stage carbon assessments of each design option. The integration also simplifies the process of material quantity estimates after design changes with a high level of accuracy, meaning that we can maintain up-to-date quantity estimates and lifecycle information with little effort."

"This collaboration empowers structural engineers, fabricators, contractors and other stakeholders to systematically and effectively decarbonize their projects," said Panu Pasanen, CEO of One Click LCA. "Carbon and lifecycle assessment data is essential for carbon reductions, specifying cost- and carbon-optimal solutions and achieving regulatory and certification compliance. One Click LCA can be used to calculate environmental impact in order for projects to comply with BREEAM, LEED, DGNB, and over 50 other certification schemes, standards and requirements. The data can also be seamlessly combined with data from other design disciplines. We are very excited to partner with Trimble and scale up decarbonization with our tools."

"Sustainable construction will soon no longer be a choice, but a prerequisite," said Jari Heino, vice president and general manager, Structures at Trimble. "Carbon performance management will be part of value engineering in the future. Tekla Structures already helps to minimize the material waste and reduce unnecessary rework. Integrations with a best-of-breed automated lifecycle assessment software such as One Click LCA enable our Tekla customers to use the constructible data to calculate the carbon footprint at any phase of the project and deliver accurate final declaration to the authorities."

Event News

Accenture Opens Technology Innovation Showcase at Expo 2020 Dubai

12 October 2021

Accenture opened the Accenture Exchange – the company's dedicated venue at Expo 2020 Dubai reflecting its role as the Expo's Official Digital Services Partner. Housing Accenture's most powerful, cutting-edge and engaging innovations for the next six months, the space provides visitors the opportunity to learn more about Accenture's leading technology solutions and its role in bringing the Expo to life.

Located in The Partners Hub, overlooking Al Wasl Plaza, the Accenture Exchange is an immersive environment that showcases Accenture's innovative technology demos in artificial intelligence (AI), blockchain, cloud, quantum computing, and machine learning, among others. Demos include information security and customer relations solutions, e-ticketing technologies, AI-powered virtual assistants, geolocation services, and more. It is also home to a series of industry-specific client journeys in key areas such as sustainability, energy, health, travel and tourism, and global payments.

"We are privileged at Accenture to play an integral role with Etisalat Digital in delivering the first World Expo in the region while amplifying the UAE's position on the global stage," said Alexis Lecanuet, Accenture's regional managing director in the Middle East. "Despite the challenges posed by the pandemic, we collaborated with Expo 2020 and Etisalat Digital to deliver on the promise to create the

next generation of visitor-facing applications for the mega-event market over the next decade. Today, with the inauguration of our Accenture Exchange, we celebrate this achievement and welcome our industry stakeholders and peers to visit and learn about the transformative journey to deliver the digital foundations for this World Expo.”

As Expo 2020’s Digital Services Partner, Accenture successfully built the digital foundations to put the visitor at the heart of Expo. From designing, implementing, and running the platforms that power hyper-personalized guest experiences to giving Expo 2020 Dubai the tools to reach new audiences and tell new stories, Accenture delivered an end-to-end integrated solution, driving real connections. Moreover, Accenture created a suite of digital channels – including a website, mobile app and chatbot – leveraging AI, natural language processing (NLP) and data analytics, to ensure an accessible, relevant and personalized experience for all.

“We set out to help Expo deliver on their theme ‘Connecting Minds, Creating the future’ by making the Dubai event the most connected Expo ever,” said Gerardo Canta, senior managing director at Accenture. “Accenture and Etisalat Digital worked with Expo and its other technology partners to build a vast digital infrastructure that delivers a highly personalized visitor experience.”

The Accenture Exchange will give clients and partners access to special events, demos, talent experiences, workshops, live streams, collaboration opportunities, and partner showcases, offering a lounge, an auditorium, dedicated workshop spaces, and varied hospitality options.

Fujitsu and University of Tokyo Hospital Embark on Joint Research into AI to Aid the Fight Against Heart Disease

11 October 2021

Early detection of heart abnormalities with electrocardiograms to promote preventative treatment

Fujitsu Limited today announced that it has started joint clinical research with the University of Tokyo Hospital to verify the effectiveness of artificial intelligence technology to estimate abnormal heart movements based on electrocardiogram data. The research is planned to commence at the University of Tokyo Hospital from October 25.

Since December 2019, Fujitsu has been making progress with research and development of proprietary AI technology in collaboration with the University of Tokyo Hospital. This research draws on data from patients that have visited the University of Tokyo Hospital to date and includes approximately 630,000 pieces of electrocardiographic data and data from approximately 140,000 cardiac ultrasounds (echocardiography). This initiative has now succeeded in detecting patients with abnormal heart movements with high accuracy.

The AI will be used in clinical field research to estimate the presence or absence of abnormal heart movements based on the data of patients undergoing electrocardiographic procedures at the University of Tokyo Hospital. Patients identified by the AI as having abnormal heart movements will undergo echocardiography, and the effectiveness will be verified by comparing the results of doctors’ diagnosis with the results predicted by the AI. Fujitsu will leverage this AI to detect heart disease at an early stage to prevent progression to serious illness in patients and strengthen its vision of "Healthy Living", promoting well-being for people throughout society.

This initiative will be introduced at Fujitsu ActivateNow 2021, a global event to be held from October 12 in online format.

OpenText Showcases Latest Experience Platform Innovations at Google Cloud Next '21

12 October 2021

OpenText™, is a preferred partner at Google Cloud Next '21, which opens October 12, 2021. OpenText will be showcasing new cloud technologies that provide mutual customers the ability to utilize customer data for personalization in highly scalable environments.

The OpenText Experience Cloud now offers enhanced omni-channel personalization of websites, ads, statements, SMS and emails by combining audience data from across all touch points. The new capabilities are enabled by the integration of the OpenText™ Experience CDP customer data platform, OpenText™ Exstream and OpenText™ TeamSite with the Google Marketing Platform to manage both customer experiences and business communications.

“The acceleration of digital business is driving changes in customer expectations. Organizations need to ensure they have the right technology and processes in place to deliver personalized customer experiences at scale,” said Lou Blatt, senior vice president and CMO at OpenText. “Our long-standing, strong partnership and co-innovations with Google helps us provide the kind of customer data and user experiences that meet and exceed these expectations.”

Other recent activities between OpenText and Google include:

- **Cloud deployments** by OpenText on the Google Cloud. The cloud offerings can now be found in the Google Cloud Marketplace, with OpenText supporting the deployment, integration, ongoing management and optimization of Information Management applications.
- **Customer success programs** where OpenText and Google work together through joint sales, deployments and services to solve customers’ unique data and experience needs.
- **Partner Development** to deliver and evolve solutions with the specialized expertise of partners.
- **Further joint innovation** including updates to be released in Cloud Edition 21.4 at OpenText World.

“Our mutual customers require seamless and efficient integration of data and experiences that reflect the changes in customer experience requirements,” said Rayn Veerubhotla, Managing Director, Partner Engineering, Google Cloud. “At the core of our joint activities to meet these needs are OpenText™ Experience Cloud and Google Marketing Platform integrations, with critical, deep integration of data into the OpenText Experience Platform.”

Join us at Google Cloud Next '21, October 12-14.

Siemens’ Tessent technologies tackle key semiconductor scaling challenges at ITC 2021

11 October 2021

At this year’s International Test Conference (10-15 October 2021), Siemens Digital Industries Software is showcasing Integrated Circuit (IC) test and lifecycle management technologies that address the key scaling challenges facing the semiconductor industry

In addition to unveiling new technologies that accelerate test and enable rapid ramping of new process technologies and product qualification, at this year’s ITC event Siemens will also reveal how its customers are adopting packetized test strategies to address the design and system-scaling challenges posed by today’s highly complex systems-on-chip (SoC) designs and prepare for adoption of advanced

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2.5D/3D packaging technologies.

Siemens is also celebrating a significant DFT milestone at next week's show – just one year after introducing the Tessent™ Streaming Scan Network (SSN) design-for-test (DFT) solution, this technology is now deployed and in use with customers worldwide, including all of Siemens' top five Tessent customers. The conference program at ITC 2021 and Siemens' virtual booth will feature presentations from multiple customers describing their experience in using SSN technology.

“Last year, Siemens precipitated the industry's move from traditional DFT architectures to packetized test, with the introduction of Tessent SSN the first commercial, full-flow implementation of packetized scan test DFT technology,” said Geir Eide, director, product management for Tessent DFT products at Siemens Digital Industries Software. “Packetized test architectures form the foundation for effective, productive 3D IC test, along with industry standards such as IEEE 1838. Packetized test is also ideal for very large designs like those associated with semiconductors targeting artificial intelligence (AI) and other fast-growing applications. These capabilities helped spark rapid customer adoption of our groundbreaking Tessent SSN software, which today powers DFT for many of the world's top IC design companies.”

In addition to the focus on packetized test, Siemens will showcase three new DFT technologies at ITC – Reversible Scan Chain Diagnosis (RVS), Tessent SiliconInsight HP and ATPG Boost – all designed to help manufacturers address timely semiconductor supply chain issues and other emerging challenges:

- Designed primarily for use in node qualification and early technology ramp, RVS is proven in use to deliver 4x acceleration in the time required to diagnose faults – a task which, using traditional approaches, can stretch to days or even weeks in the early deployment of a new process.
- SiliconInsight HP targets new product qualification, helping customers reduce time-consuming and costly characterization iterations during first silicon bring-up of new products. It improves ATPG performance of Siemens' SiliconInsight Desktop by up to 30 percent, increases pin count by more than 2x to 330, and supports packetized implementations via SSN.
- Siemens continues to lead the way in automatic test pattern generation (ATPG) with the debut at ITC 2021 of ATPG Boost – the latest addition to the popular Tessent™ TestKompress™ software. ATPG Boost is designed to enhance IC test coverage and throughput in both hierarchical DFT approaches such as SSN, and traditional, flat designs. Early adopters of ATPG Boost technology are scheduled to share their experiences with ATPG Boost at the ITC Diamond Sponsorship Event (Tuesday, October 12 at 11:00 am PDT) and in the Siemens virtual exhibit booth theater throughout the virtual event.

Financial News

DXC Technology to Report Second Quarter 2022 Results on Wednesday, November 3

13 October 2021

DXC Technology announced that it will release financial results for the second quarter of fiscal 2022 on Wednesday, November 3, 2021, at approximately 4:15 p.m. Eastern Daylight Time (EDT).

DXC Technology senior management will host a conference call and webcast on the same day at 5:00 p.m. EDT. The dial-in number for domestic callers is 888-510-2008. Callers who reside outside of the United States should dial +1-646-960-0306. The passcode for all participants is 9312260. The webcast

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audio and any presentation slides will be available through a link posted on the Investor Relations section of DXC Technology's website.

A replay of the conference call will be available until November 17, 2021 at 800-770-2030 for domestic callers and at +1-647-362-9199 for international callers. The replay passcode is 9312260. A transcript of the conference call will be posted on the Investor Relations section of DXC Technology's website.

Infosys: Growth accelerates in Q2 with resilient operating margins

13 October 2021

Infosys, a global leader in next-generation digital services and consulting, delivered a strong Q2 performance with YoY growth increasing to 19.4% and sequential growth accelerating to 6.3% in constant currency. Growth was broad-based across geographies and segments with the largest geography, North America growing at 23.1% and the largest segment, Financial Services growing at 20.5%, YoY in constant currency. Large deal momentum continued with TCV of \$2.15 billion in Q2. Operating margin for the quarter was resilient at 23.6%. The Board has announced interim dividend of ₹15 per share for FY22.

"Our stellar performance and robust growth outlook continue to demonstrate our strategic focus and the strength of our digital offerings. As we witness a strong market opportunity with global enterprises rapidly accelerating their digital journeys, our sustained investments in expanding capabilities, including the differentiated cloud play, Infosys Cobalt™, has uniquely positioned us to continue serving our clients effectively, gain market share and emerge as the preferred cloud and digital transformation partner in the market," **said Salil Parekh, CEO and MD.** "Given this continued momentum we have further increased our revenue growth guidance to 16.5%-17.5%", he added.

42.4% YoY CC Digital growth	19.4% YoY 6.3% QoQ CC Revenue growth	23.6% Operating margin	12.7% YoY Increase in EPS (₹ terms)	\$2.15 bn Large deal signings
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1. Key highlights:

For the quarter ended September 30, 2021

- Revenues in CC terms grew by 19.4% YoY and 6.3% QoQ
- Reported revenues at \$3,998 million, growth of 20.7% YoY
- Digital revenues at 56.1% of total revenues, YoY CC growth of 42.4%
- Operating margin at 23.6%, decline of 1.8% YoY and 0.1% QoQ
- Basic EPS at \$0.17, growth of 13.0% YoY
- FCF at \$712 million, YoY growth of 5.6%; FCF conversion at 97.1% of net profit

For six months ended September 30, 2021

- Revenues in CC terms grew by 18.1% YoY
- Reported revenues at \$7,780 million, growth of 21.0% YoY
- Digital revenues at 55.0% of total revenues, YoY CC growth of 42.2%
- Operating margin at 23.6%, decline of 0.4% YoY
- Basic EPS at \$0.34, growth of 19.0% YoY
- FCF at \$1,575 million, YoY growth of 12.3%; FCF conversion at 109.5% of net profit

"In order to harness the full potential of the market opportunity, we are expanding our college graduates hiring program to ~45,000 for the year. Simultaneously, we continue to strengthen employee value proposition including health and wellness measures, reskilling programs, appropriate compensation

CIMdata PLM Industry Summary

interventions and enhanced career growth opportunities", said **Pravin Rao, Chief Operating Officer**. "With over 86% of Infosys employees in India having received at least one dose of 'vaccination', we are now preparing to embrace the hybrid work model. We have equipped employees with the resources they need to be productive, cyber secure, stay connected, and maintain a work-life balance. Our talent strategy also factors in expanded hiring pools that include new communities and work locations", he added.

"Our operating margins for Q2 were resilient; the impact of enhanced employee value proposition initiatives was offset by strong operating parameters, cost optimization and operating leverage. We will continue to invest in our employees to remain a preferred employer-of-choice and seamlessly fulfill client demand", said **Nilanjan Roy, Chief Financial Officer**. "Cash generation remained robust. We have executed the capital allocation policy with the successful closure of share buyback and step up in interim dividend to `15 per share", he added.

2. Capital Allocation

The company has completed the open market share buyback on September 8 at an average price of ~₹1,649 per share (compared to maximum Buyback Price of ₹1,750 per share). Consequently, the share capital of the company has reduced by 1.31%. With this, the company has returned ~82% of the free cash flow for FY20 and FY21 through dividends and buyback.

The Board has announced interim dividend of `15 per share for FY22.

3. Client wins & Testimonials

- Infosys recently launched **Infosys Equinox** to help enterprises securely deliver hyper-segmented, personalized omnichannel commerce experiences for B2B and B2C buyers. **Eric Nelson, Chief Information Officer North America, The Kraft Heinz Company**, said, "Infosys Equinox serves us as a digital hub powering over 250 of our global brand sites, B2B ecommerce and recipe sites, as well as direct-to-consumer (D2C) initiatives. We are able to launch new brand sites in as little as 3 to 5 days. The platform also supports our hyper-personalization initiatives and distills real-time insights for our marketing programs. With Infosys Equinox, we at Kraft Heinz are well set to offer richer, more personalized, and meaningful experiences to our consumers."
- Infosys inaugurated its **Automotive Digital Technology and Innovation Center** in Stuttgart, Germany last quarter, furthering its strategic commitment to drive innovation and IT infrastructure transformation in the automotive sector. "As software becomes modular and IT infrastructure continues to scale, Daimler will take three simultaneous steps to transform its IT landscape: consolidation, scaling and modernization. Through establishing the Infosys Automotive and Mobility GmbH in Germany, Infosys is committed to grow with us in the automotive industry and provide exciting career opportunities for our employees. The center will also set new standards for cloud and infrastructure services in the automotive industry. We're delighted that through this partnership, Daimler will strengthen its overall technology investment and partnership strategy," said, **Jan Brecht, Chief Information Officer, Daimler and Mercedes-Benz**.
- Infosys collaborated with Goldman Sachs to digitally transform their Client Services Helpdesk using ServiceNow Platform. "Infosys truly partnered with Goldman Sachs by providing best practices and guidance in our service management transformation journey. They collaboratively worked with us to understand our pain points and challenges. Based on their experience, Infosys ensured that the solution was aligned with our requirements and expectations, thus resulting in improved agent productivity and enhanced user experience.", said, **Robert Naccarella**,

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Managing Director, Goldman Sachs.

- Frost Bank and Infosys recently launched a new mortgage loan product offering. "Offering mortgage loans along with our other consumer loan products is integral to meeting our customers' evolving needs and bringing the Frost experience to more Texans," said, **Phil Green, Chairman and CEO at Frost Bank**. "Working with a world-class company like Infosys will allow us to be involved in the entire process from start to finish and bring our industry-leading customer service experience to mortgages."
- Infosys and The Economist Group announced a new strategic partnership around **sustainability**. **Lara Boro, CEO, The Economist Group**, said, "A sustainable future will depend on creative collaboration. This exciting partnership with Infosys shows how pooling strengths can accelerate innovation and amplify impact in the pursuit of progress."
- BankDhofar, one of the leading banks in Oman, was able to successfully complete a three-phase modernization program leveraging the **Finacle Digital Banking Suite**. **Abdul Hakeem Omar Al Ojaili, Chief Executive Officer, BankDhofar**, said, "We are glad that BankDhofar Vision 2020 is today a reality with a new digital-first banking platform, powered by Infosys Finacle. We are glad that our transformation program covering technology upgrade, channels upliftment, process improvement, data restructuring, branch modernization, and culture transformation are well underway, allowing no room for disruption to the end customer. Post go-live, we believe BankDhofar ranks the highest in terms of technology leadership, and functional coverage. We are now well positioned to offer our customers a world-class banking facility with the new platform, either at the branch or through digital channels, as we strive to strengthen our leadership position in the Sultanate."
- Universities and Colleges Admissions Service (UCAS), UK, recently announced a **major core technology collaboration** with Infosys. **Sander Kristel, UCAS' Chief Operations Officer**, said, "I cannot emphasise enough the importance of this new agreement with Infosys, and the benefits to UCAS staff and customers. It represents a real shift in our partnership, and will focus extensively on automation, innovation, and efficiency across the business, which is key to delivering on our strategy for the future."
- **Infosys Living Labs** partners with venture capital investment arms of global enterprises to mutually enrich portfolios of tech innovators. "We are excited to partner with Infosys to help our portfolio companies scale new heights by providing them access to Infosys' global client base. Infosys brings its rich heritage of delivery excellence and global access to our portfolio companies. We are a growth investor in lighthouse technologies and Infosys Living Labs provides a great opportunity to bring best in class technology innovations to clients while de-risking the adoption of startup solutions for Infosys clients." said, **Matthew Koertge, Managing Director, Telstra Ventures**.
- Infosys Public Services recently launched a **blockchain network** to modernize public recordkeeping for County of Riverside in California. "As Riverside County's Assessor-County Clerk-Recorder, our goal is to provide recordkeeping, record issuance, and property valuation in a timely, secure, and cost-effective manner," said, **Peter Aldana, Assessor-County Clerk-Recorder at County of Riverside**. "Adoption of blockchain technology will greatly advance our digital transformation journey towards our goal."

PROS Holdings, Inc. Announces Date of Third Quarter 2021 Financial Results Release, Conference Call, and Webcast

12 October 2021

PROS®, a provider of SaaS solutions optimizing shopping and selling experiences, will release its financial results for the third quarter ended September 30, 2021 after the U.S. financial markets close on Tuesday, November 2, 2021.

PROS Holdings, Inc. will host a conference call on Tuesday, November 2, 2021 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 November 16, 2021 at 1-844-512-2921 (toll-free) or 1-412-317-6671 using the pass code 13724008.

Wipro Limited Announces Results for the Quarter Ended September 30, 2021 Under IFRS

13 October 2021

Wipro Limited announced financial results under International Financial Reporting Standards (IFRS) for the Quarter ended September 30, 2021.

Results for the Quarter ended September 30, 2021:

- Gross Revenue was Rs 196.7 billion (\$2.7 billion¹), an increase of 7.8% QoQ and 30.1% YoY
- IT Services Segment Revenue was at \$2,580.0 million, an increase of 6.9% QoQ and 29.5% YoY
- Non-GAAP² constant currency IT Services Segment Revenue increased by 8.1% QoQ and 28.8% YoY
- IT Services Operating Margin³ for the quarter was at 17.8%, flat on adjusted⁴ basis QoQ and reported decrease of 104 bps QoQ
- Net Income for the quarter was Rs 29.3 billion (\$395.2 million¹), an increase of 18.9% YoY
- Earnings Per Share for the quarter was at Rs 5.36 (\$0.07¹), an increase of 23.8% YoY

Performance for the quarter ended September 30, 2021

Thierry Delaporte, CEO and Managing Director said, "The Q2 results demonstrate that our business strategy is working well. We grew at over 4.5% organic sequential growth for a second quarter in a row, resulting in a 28% YoY growth in the first half of this financial year. I thank our customers, partners, and colleagues as we surpassed the \$10Bn milestone of annualized revenue run rate."

Jatin Dalal, Chief Financial Officer said, "We sustained our operating margins in Q2 in a narrow band even after absorbing the full impact of our recent acquisitions and investing significantly in our business across sales, capabilities and talent. We completed a salary increase covering 80% of our colleagues, making it the second hike in this calendar year. We delivered a robust growth in EPS of 23.8% YoY."

Outlook for the quarter ending December 31, 2021

We expect Revenue from our IT Services business to be in the range of **\$2,631 million to \$2,683 million***. This translates to a sequential growth of **2.0% to 4.0%**.

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*Outlook is based on the following exchange rates: GBP/USD at 1.36, Euro/USD at 1.17, AUD/USD at 0.72, USD/INR at 74.13 and CAD/USD at 0.78

1. For the convenience of the readers, the amounts in Indian Rupees in this release have been translated into United States Dollars at the certified foreign exchange rate of US\$1 = Rs 74.16, as published by the Federal Reserve Board of Governors on September 30, 2021. However, the realized exchange rate in our IT Services business segment for the quarter ended September 30, 2021 was US\$1= Rs 75.11
2. Constant currency revenue for a period is the product of volumes in that period times the average actual exchange rate of the corresponding comparative period
3. IT Services Operating Margin refers to Segment Results Total as reflected in IFRS financials
4. IT Services Operating Margin change has been adjusted for one time gains in 'other operating income' in Q1'22 for Rs 2,150 million

IT Services

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

- Wipro has won a strategic, multi-year cloud migration and application modernization engagement with a leading North American financial institution to transform and migrate its enterprise applications across all lines of business. The engagement will lower total cost of ownership (TCO) and provide the bank with significant tools and intellectual property to modernize its processes and become more nimble.
- Wipro has won a multi-year engagement with ABB Information Systems to provide digital workplace services for their 100,000+ employees spread over 100+ countries. Wipro will support and contribute to the transformation of ABB's end-user infrastructure to enhance the consumer experience, leveraging industry-leading practices.
- Wipro has won an engagement with a global healthcare company to consolidate and deliver member engagement services for various public assistance programs. The scope includes outreach, advocacy, retention services, as well as procuring and revival of patient's health care records securely. Additionally, Wipro will guide dual eligible members on benefits and beneficiary protections.
- Wipro has won a strategic, multi-year engagement with a leading North American financial institution to modernize and transform the Quality Engineering and Testing portfolio within their Retail and Commercial Banking segment to the new ways of working. The engagement will focus on Digital Transformation for enhanced customer experience and cost optimization.
- Wipro has won an engagement with a US-based financial services organization to extend its capabilities into Infrastructure Operations and Engineering. The multi-year deal expands the partnership while driving greater productivity, increased delivery speed, and higher business value, ensuring a stable and modern IT Infrastructure.

Digital Services Highlights

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

- Wipro has won an engagement with a multinational electrical engineering and software company to transform their sales and marketing services across subsidiaries and affiliated companies spread over 55 countries. Wipro FullStride Cloud Services will develop and implement a cloud platform to empower the client with a single global view of their customer database.

CIMdata PLM Industry Summary

- Wipro has won a strategic engagement with a leading multinational financial services company in LATAM to accelerate their digital transformation journey. Wipro will deliver API and micro services based on Banking Industry Architecture Network model and modernize the bank's direct and assisted customer channels.
- A US-based software solutions company has selected Wipro to transfer their on-premise platforms to a SaaS-based business model. Wipro FullStride Cloud Services will modernize the client's offerings using cloud native capabilities.
- A global technology company has hired Designit to support the operation and management of 100+ social and blog channels as part of their B2B marketing program.

IT Products

- IT Products Segment Revenue for the quarter was Rs 1.9 billion (\$25.5 million¹)
- IT Products Segment Results for the quarter was a profit of Rs 0.1 billion (\$1.3 million¹)

India business from State Run Enterprises (ISRE)

- India SRE Segment Revenue for the quarter was Rs 1.9 billion (\$25.2 million¹)
- India SRE Segment Results for the quarter was a profit of Rs 0.4 billion (\$5.3 million¹)

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

Results for the quarter ended September 30, 2021, prepared under IFRS, along with individual business segment reports, are available in the Investors section of our website.

Quarterly Conference Call

We will hold an earnings conference call October 13 at 07:15 p.m. Indian Standard Time (09:45 a.m. U.S. Eastern Time) to discuss our performance for the quarter. The audio from the conference call will be available online.

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

Implementation Investments

Aldridge Electric Moves Its eCMS ERP Software System to the Cloud

7 October 2021

Computer Guidance Corporation, the leading developer of cloud-based ERP solutions for the construction industry, announced that Aldridge Electric has migrated its backbone enterprise resource planning solution, eCMS, to the Cloud leveraging Computer Guidance's Managed Cloud Hosting services and state-of-the-art SaaS data centers.

Aldridge Electric's Hosted eCMS ERP system now resides in a cloud computing environment where users access and operate the feature-rich, fully integrated construction management software over the Internet through a highly secure Web portal.

"As we were dealing with the constraints of the COVID-19 pandemic and embracing the remote work environment, we decided that it was time to eliminate unnecessary workloads, costs and risks," said Patrick Laud, Manager of Information Technology, Aldridge Electric. "CGC not only delivered a successful migration of our fairly large and complex ERP database and environment on a short notice,

but they exceeded our plans and expectations by completing the migration with a very minimal downtime and interruption to our business.”

With \$500 million in annual revenue, 1,300 employees and over 65 years of experience completing complex infrastructure projects, Aldridge is widely recognized as one of the leading contractors in the country. Aldridge has built a reputation for completing challenging projects in the transportation, power, utility and industrial markets while upholding their commitment to being incident and injury free.

“Businesses around the world have faced many new and unique challenges this past year due to the pandemic, including the need to embrace accelerated digital transformation and cloud system deployments,” said Bob Shantz, Director of Infrastructure and Cloud Services, Computer Guidance Corporation. “With Hosted eCMS, Aldridge Electric can now focus on their business while leveraging the integrated data and digital workflows that our eCMS ERP provides without the need to worry about the management and maintenance of the underlying ERP system and infrastructure.”

Bentley Systems and SMRT Trains Collaborate to Improve Safety and Reliability of Metro Rail Services in Singapore

12 October 2021

Bentley Systems, Incorporated, the *infrastructure engineering software* company, and SMRT Trains, the pioneer Mass Rapid Transit (MRT) operator in Singapore, have successfully completed the implementation of a Predictive Decision Support System (PDSS) for Singapore’s North-South and East-West lines, the oldest MRT lines in the country. SMRT Trains’ PDSS, which is based on Bentley’s AssetWise Linear Analytics, contributes to improving the reliability of the two lines across 282 kilometers of track and has helped SMRT Trains achieve more than 1 million kilometers between failure (MKBF). MKBF is a measure of reliability used by train operators around the world, where a failure is defined as a service delay of more than five minutes.

Kaushik Chakraborty, vice president, Bentley Asia South, and Gan Boon Jin, president of Strides Engineering, at the MOU signing ceremony.

Based on the success of the PDSS implementation on the North-South and East-West lines, SMRT Trains has started the implementation of the PDSS solution on the Circle Line (CCL) in Singapore.

With many owner-operators of large metro networks in Asia Pacific cities focusing on improving reliability to provide uninterrupted services to riders, Bentley Systems and Strides Engineering, previously SMRT Services, a business arm of SMRT Corporation that provides a range of station-based engineering services, announced the signing of a Memorandum of Understanding (MOU) to jointly market a rail predictive maintenance solution in the Asia Pacific region. The MOU establishes a partnership between the two companies that combines strong technology expertise and rail operational capabilities to help urban rail and metro operators. Under the terms of the MOU, both organizations will market a rail predictive maintenance solution that visualizes all rail asset information and manages, monitors, and analyzes rail conditions. Bentley Systems will continue to sell, implement, and support its AssetWise solution while Strides Engineering will market and deliver its domain experience and add-on applications for track maintenance.

SMRT Trains will be featured in an *Infrastructure Spotlight Series* webinar in November as a part of Bentley Systems’ *Year in Infrastructure 2021* presentations highlighting advancements in *going digital*. Registration details will be available soon for this session on yii.bentley.com to learn more about how SMRT Trains is an innovator to watch.

Lam Sheau Kai, president of SMRT Trains, said, "Leveraging technology and taking pre-emptive

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actions are two very important components in the plan to help us improve and maintain rail reliability for the train lines SMRT Trains operates. PDSS represents both components, and its successful implementation for the North-South and East-West lines has given us much confidence to scale it for the rest of our lines."

Commenting on the new partnership, Gan Boon Jin, president of Strides Engineering, said, "Strides Engineering's collaboration with Bentley Systems on the PDSS demonstrates a firm partnership in combining strong domain and rail operational capabilities with proven technological expertise. The PDSS will enhance and optimize decision-making in rail maintenance. We look forward to bringing the best practices and results of PDSS to other train operators in the region."

Kaushik Chakraborty, vice president, Bentley Asia South, said, "We are extremely happy and honored to partner with Strides Engineering to forward our common objective of advancing infrastructure. With our combined strengths and industry experience, we will empower rail and metro operators in the region to improve reliability of the infrastructure that serves citizens and residents."

Centric Software® Celebrates 500 PLM Projects

12 October 2021

Centric Software, cementing its position as Product Lifecycle Management (PLM) market leader, is celebrating partnerships with 500 customers, over 150 of whom have chosen Centric PLM™ since the pandemic began. This massive, worldwide adoption underscores the market's confidence in Centric's innovative digital solutions and unparalleled industry expertise.

To bring products to market, consumer goods companies have a fundamental need to enable remote, yet agile teamwork in addition to increasing cost savings, operational efficiency, business agility and supply chain collaboration while also complying with sustainable and regulatory requirements.

Based in Silicon Valley, Centric Software is the pioneer of PLM solutions for planning, designing, developing, sourcing and selling consumer products such as apparel, footwear, sporting goods, furniture, cosmetics & personal care, food & beverage, luxury, consumer electronics, private label goods and more.

Retailers, brands and manufacturers with operations in over 40 countries, ranging from iconic luxury labels to emerging market disruptors, rely on Centric to bring approximately \$1.3 trillion worth of goods to market per year via 1 million+ points of sale. Centric PLM empowers companies of all sizes to superspeed time to market and improve supply chain efficiency by up to 50%, enabling more sustainable product development with reduced costs and improved product margins. With a 99% retention rate, Centric PLM users are the happiest worldwide; 40% of companies using Centric today replaced a previously purchased PLM system with Centric's market-driven innovations.

Centric is redefining the concept of PLM with many industry firsts such as mobile apps, interactive digital boards, Social PLM integrating team communication tools like Slack, Quick Start and fully remote deployment, integrations with dozens of ERP and e-com solutions and a groundbreaking CAD agnostic approach with fluid workflows connecting to dozens of 3D CAD systems. The net effect is true, end-to-end internal and extended team collaboration using one actionable source of truth for all.

A sincere thank you to our long-time customer partners as well as the most recent additions to the Centric family, including our 500th customer, the global golf industry giant, Callaway Golf.

"Centric PLM will drive increased efficiency into our product development process. We create a wide variety of products in diverse categories, and this is going to enable greater efficiencies across our multi-

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branded apparel, footwear, and accessory categories. These products require distinctly different workflows and Centric provides an exceptional technology solution to handle the vastness and complexity of our global business,” affirms Jeff Cross VP of Global Operations and Development, Apparel & Soft Goods at **Callaway Golf**.

“We are very proud to celebrate 500 PLM projects and growing,” says Chris Groves, President and CEO of Centric Software. “We sincerely thank each and every customer, from those who chose to work with and inspire us over a decade ago to our more recent partners like Callaway. The trust that our customers place in us drives us to continue to push the boundaries of innovation, industry expertise and best practices.”

“We are truly honored to be on this exciting journey with so many innovative and market-leading partners,” says Groves.

More cutting-edge companies from around the world attest to the importance of their partnerships with Centric, both new and longstanding:

“Centric PLM has enabled us to utilize our materials more effectively, streamline our costing process and increase process efficiencies... We’ve also seen a 15-20% reduction in admin-intensive tasks such as creating items, doing quotes and finalizing costings,” observes Moira Alexander, Manager of Improvement Projects at South Africa’s **Woolworths**, one of the largest retailers in the Southern Hemisphere.

“When we spoke to Centric, we realized that opting for their off-the-shelf solution would greatly accelerate our transformation process. And as we have invested a lot in technology innovations, we were looking for a partner who can match our pace—a market leader,” explains João Souza, Head of Sourcing for the Women’s Department of retailer **C&A Brazil**.

“We wanted a partner with the experience to really know best practices in product lifecycle management and development. One that would work with us to review and deeply understand the nuance of our current processes and yet modernize them as we transform to digital. Centric has certainly fulfilled their mandate, supporting us over the years as we expanded our brick-and-mortar business, introduced new digital-first brands, and entered new markets, all the while housing the SKU lifecycle in PLM,” says Alex Thomson, VP of eCommerce, from US-based outdoor home furnishings company, **Arden Companies**. Arden was an early adopter of Centric PLM, over a decade ago.

“After the situation with the last system, we saw more demos and some just kind of felt more like a smart Excel sheet, which didn’t really alleviate a lot of the problems we were finding. When Centric came in to do a demo for us and once we saw the capability of what it could do, we were all pretty much sold,” offers Avery Francois, Project Manager at the American **UPPAbaby**.

“One of the things that was really surprising to us and was not something we expected—Centric PLM has significantly changed the way we’re approaching the work and how our team works together,” says Sabrina Findlay, CEO of US footwear company **Otabo**.

“Considering the size of our organization and the complexity of our requirements, going live on time is a testament to the capabilities of Centric’s solution,” confirms Surendra Karunakaran, CIO of the Sri Lankan manufacturer **Brandix Limited**.

“Centric PLM goes further than streamlining Balabala’s business processes, promoting and enhancing value-creation in the organization,” explains Mr. Chris Jin, Chief Information Officer of **Semir Group**, parent company of Balabala, the leading childrenswear brand in China.

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“We chose Centric Software over 10 years ago because they are the fashion PLM specialists and a trusted partner. The software’s flexibility, continuous innovation and the team’s commitment and understanding of our needs support the evolution of our operations from one collection to another”, says Catherine De Leusse, Global Merchandising & Business Planning Director at French luxury house, **Longchamp**.

GULF CRAFT EMBARKS ON DIGITAL TRANSFORMATION WITH SAP TO DRIVE GLOBAL EXPANSION

11 October 2021

Gulf Craft, a leading boat and yacht manufacturer, has announced a strategic digital transformation partnership with the global technology company, SAP, which will revolutionize the experience of its customers all over the world. The partnership will support the ongoing expansion of Gulf Craft across the world.

The digital transformation will include the implementation of new systems and processes that will drive the brand’s innovative approach to boat and yacht manufacturing - from prototyping to production and delivery of the vessel to the owner.

Talal Nasralla, Gulf Craft’s CEO said: “As our business continues to expand into new and emerging markets across the globe, it is important that we have a strong digital infrastructure to streamline our processes effectively. With the addition of customers from different parts of the world, digitalization will help unify our sales, project management, manufacturing, and procurement functions on one real-time digital platform. This will contribute significantly to enhancing our operational and resource management efficiency.”

As part of the first phase of digital transformation, Gulf Craft will deploy the RISE with SAP solution that includes customer relationship management, project and portfolio management, and supply chain solutions running on the Microsoft Azure cloud. In the second phase, SAP Ariba digital procurement solutions and the SAP SuccessFactors human experience management suite will be rolled out. The SAP Teamcenter by Siemens solution will also provide integrated product lifecycle management that leverages Industry 4.0 capabilities.

“By adopting SAP’s real-time solutions, Gulf Craft can drive innovation to optimize its operations, costs, and customer experiences, and fuel its global growth strategy,” said Zakaria Haltout, Managing Director, SAP UAE. “Gulf Craft’s marketing, sales, and service teams can gain a single source of truth to support new levels of business competitiveness in the yachting industry.”

Founded in the United Arab Emirates in 1982, Gulf Craft has three facilities in the UAE and the Maldives and has a manufacturing capacity of 200 boats per year. The company has built more than 10,000 boats already, serving clients around the world. Gulf Craft’s brands include its flagship Majesty; Silvercraft featuring affordable smaller family and fishing boats; Oryx sports cruisers; Nomad explorer yachts and Touring Passenger Vessels.

Idemitsu Kosan Successfully Deploys AVEVA Schedule AI Assistant at its Hokkaido Refinery to Transform Schedule Operators to Value Chain Strategists

12 October 2021

AVEVA, a global leader in industrial software, driving digital transformation and sustainability, announced the successful deployment of AVEVA Schedule AI Assistant at Hokkaido Refinery, operated

CIMdata PLM Industry Summary

by Japanese energy company Idemitsu Kosan Co., Ltd.

AVEVA Schedule AI Assistant, part of AVEVA Unified Supply Chain, is an optimization and artificial intelligence (AI)-infused cloud-based solution. Designed to empower crude oil operational schedulers at refineries to explore and rank possible scenarios for efficiency, profitability and emissions, the solution helps to accomplish days' worth of work in seconds, enhancing business agility and optimizing decision-making. Analytics automatically generate and evaluate multiple schedules and anticipated events within the complete supply chain. The AI-powered solution then recommends the crude scheduling strategy that best fits the organization's safety, sustainability and economic value chain objectives.

Petrochemical refineries aim to optimize their planning and scheduling processes to achieve greater productivity and stabilize production flows. Through schedule optimization, management teams can take charge and prepare for changing environments: A production scheduler plans the flow of crude oil throughout a refinery – unloading it from vessels, transferring to storage tanks, preparing the charging schedule for different crude oil distillation units, considering restrictions on units' capacity, flow and compositions, carrying out tank maintenances, and managing the production of end-product to maximize profitability on the spot market. As such, efficiency is limited by human fallibility and time constraints. The multi-step process and numerous variables can lead to errors, making it challenging to overall optimization.

By leveraging the predictive and prescriptive artificial intelligence in AVEVA Unified Supply Chain, customers can seamlessly drive scheduling decisions, capitalize on economic opportunities and unlock more value with AVEVA Schedule AI Assistant.

Idemitsu Kosan had already transformed its refinery operations by implementing AVEVA Unified Supply Chain to optimize its enterprise value chain and standardize its combined downstream operations. The company had introduced AVEVA Unified Supply Chain to develop planning and scheduling models for enhancing decision-making process for higher refinery margins, optimizing refinery operations and minimizing cost of crude oil and transportation. Having realized significant benefits from their existing AVEVA solution, deploying AVEVA Schedule AI Assistant at their Hokkaido refinery was the natural next step for Idemitsu Kosan in their digitalization program using AVEVA Value Chain Optimization .

“With the Schedule AI Assistant, AVEVA Unified Supply Chain solution is transforming operational schedulers into value chain strategists by presenting many possible solutions and placing them at the center of a cloud and AI-assisted supply chain decision support system that recommends the most efficient course of action, saving teams time and enabling them to exceed their objectives. AVEVA's comprehensive software portfolio gives our clients the highest levels of efficiency and enables true value chain optimization,” said

Harpreet Gulati, Senior Vice President, Planning, Simulation and Optimization Business.

The Schedule AI Assistant elevates AVEVA Unified Supply Chain solution to the next level to further extend its capability of addressing each component of the value chain, right from feedstock data management, trading, production planning and network optimization, to scheduling and performance monitoring.

Seiji Yoshii, Manager, System Development & Maintenance Section No2 Information Systems Department, Idemitsu Kosan said, “Initially, we felt very difficult to execute this project technically. However, we developed the software for practical use and put it into operation for actual inspection in a year. We are confident that this achievement will result in a new generation of schedulers that will

significantly change the traditional concept of try-and-error simulation-based scheduling. we look forward to initiating further developments and lead to great results.”

KPN Turns to Oracle to Modernize Operations

13 October 2021

Oracle announced that Dutch telecommunications leader KPN has chosen Oracle Fusion Cloud Applications Suite. The implementation, managed by Deloitte and Oracle Consulting, will see KPN deploy Oracle Fusion Applications for finance, supply chain management and human resources to help streamline the company’s business operations.

KPN has over six million consumer customers (broadband and mobile) in the Netherlands. The company aims to make the Netherlands the best-connected country in the world and deliver the most environmentally sustainable network and services in the region. It has been rapidly diversifying its business towards digital services over the last few years, which required the company to rethink how it manages its core business processes so that it can quickly and easily embrace new business models and scale new services.

Oracle’s integrated cloud platform will enable KPN to optimize financial planning and forecasting, modernize its HR processes and improve the employee experience, and consolidate and streamline procurement and supply chain management. The rollout will also help KPN meet its goal of significantly reducing operational costs and energy consumption across its business.

“Digitalization is transforming how we work and live, and also offers significant opportunities to recover from the pandemic and address many of the social and environmental challenges we face. KPN is transforming its business to support our customers in this new world, and this requires us to simplify and consolidate our operations to become more agile, more adaptable, and more flexible in what is a continually shifting environment. We believe Oracle can support us in this transformation,” said Chris Figeo, CFO at KPN.

Oracle Fusion Applications, including Oracle Fusion Cloud Enterprise Resource Planning (ERP), Oracle Fusion Cloud Supply Chain Management & Manufacturing (SCM) and Oracle Fusion Cloud Human Capital Management (HCM) will enable KPN to standardise business processes, and manage finance, HR and supply chain data on a single integrated IT platform.

“Telecom companies like KPN are reimagining operations as they diversify their businesses to capture new market opportunities and meet rapidly shifting customer expectations. The global pandemic has added more urgency to this process,” said Cormac Watters, executive vice president, EMEA Applications, Oracle. “KPN’s culture of sustainable innovation and customer-centricity has enabled it to lead in the Netherlands for years, and with Oracle Fusion Applications’ continuous innovation, the company will be able to take advantage of the latest emerging technologies and the delivery of next-generation digital and connectivity services in the Netherlands.”

Piraeus Bank Embarks on a Three-Year Transformation Journey to Cloud with Accenture and Microsoft

14 October 2021

Piraeus Bank is collaborating with Accenture and Microsoft to accelerate its digital transformation, leveraging a cloud-first approach. The shared ambition of this initiative is to enhance Piraeus Bank’s position as a next-generation finance institution, powered by cutting-edge cloud technology, to deliver a superior banking experience to its stakeholders.

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Migrating its technology infrastructure to the cloud will serve as a catalyst for innovation, providing far more robust, innovative, secure, and compliant banking capabilities. With cloud, Piraeus Bank expects to increase its overall operational efficiency and agility, launch new products and services more quickly, enhance customer service, lower information technology costs, and contribute to its broader sustainability efforts by reducing its carbon footprint.

As part of the initiative, Accenture will work with Piraeus Bank to devise and execute its strategic cloud migration, and help the company develop and introduce new cloud-based services. Microsoft will serve as the cloud provider and design authority, leveraging its Azure platform and providing quality assurance throughout the migration process.

“Working with Accenture and Microsoft — two technology and cloud leaders — will help position Piraeus as one of the most digitally advanced banks in Greece, enabling us to provide customers the highest level of service while increasing our operational efficiency,” said Dimitris Mavroyiannis, Piraeus Bank’s group chief operating officer (COO). “Our aspiration is to follow a cloud-first strategy and have most of our technology infrastructure on the cloud, minimizing the need for a physical data center and promoting our ESG agenda.”

George Pallioudis, managing director in Accenture’s Banking industry group in Greece and account lead for Piraeus Bank, said, “Piraeus Bank understands that competing in today’s rapidly evolving market requires making cloud the foundation of its operational infrastructure. Working together with Microsoft, we will help Piraeus Bank in its transformation to become a cloud-first organization, marking one of the first and largest cloud migrations in the Greek financial services market.”

Yanna Andronopoulou, the Enterprise Commercial Sales Director for Greece Cyprus Malta at Microsoft, stated, “Piraeus Bank is proceeding with its transformation, setting a new benchmark for the banking sector. Our partnership will lead to a cloud-based operating model in order for the bank to offer outstanding personalized, friction-less banking experiences to its customers. In the coming years, as we progress this work, we are committed to addressing the bank’s uprising needs and further evolving the operating model of Piraeus Bank, leveraging our cloud infrastructure, innovation and skilling initiatives in order to fully harness the power of technology.”

RECARO AUTOMOTIVE ACCELERATES DIGITAL DESIGN AND PRODUCTION WITH OPTITEX 2D CAD SOLUTIONS

14 October 2021

Optitex®, a global provider of integrated end-to-end 2D & 3D CAD/CAM software solutions for the fashion, tech-textile, and automotive industries, announced its agreement with RECARO Automotive, a leading global automotive seating manufacturer for OEMs, and aftermarket and motorsport seats, who purchased Optitex 2D PDS (Pattern Design Software) solutions and complementary Marker tools to enhance their development to production process.

Headquartered in the USA, with subsidiaries in Germany and Japan, RECARO Automotive has been setting standards in automotive seating since 1965. A recognized global market leader, RECARO develops, produces and distributes premium vehicle seats, and boasts a customer base of some of the world’s most prominent, globally active automobile manufacturers.

As one of the world’s leading automotive seating system manufacturers, RECARO skillfully designs, develops, and produces car seat solutions using only premium quality materials, where reducing material waste is key. To keep pace in a fast-changing and highly competitive market, the demand for high-quality materials, large volumes, and costly resources and manpower, RECARO Germany was set on

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enhancing their design to production efficiency.

The RECARO team has been familiar with Optitex's advanced digital tools, making Optitex their solution of choice. RECARO partnered with Optitex and implemented Optitex 2D PDS (Pattern Design Software) to fully automate the design and production workflow, specifically, to efficiently produce all of the surface materials for RECARO seats that resulted in a reduction of material waste and costs.

Optitex PDS 2D is an advanced patternmaking software solution to seamlessly create digital patterns, eliminating hundreds of manual steps in the design-development process. With PDS 2D, tech designers can draft pieces from scratch, edit and finalize digital patterns with powerful editing tools, and digitize existing hard copy patterns, for highly accurate, fully functional digital patterns. To complement 2D PDS, RECARO also adopted Optitex Marker, an innovative cutting layout tool to plan and optimize fabric use.

“As a leading supplier to some of the world's most premium and performance car manufacturers, we can't afford to fall short on consistently delivering product safety, comfort, and sustainability in each and every seating system we provide,” said Jürgen Ebner, Purchasing and Logistics Director, RECARO Automotive GmbH in Germany. “We're in a highly competitive market, where our customers demand nothing less than the best. This is why we chose Optitex, assured from the start to partner with a strong and reliable vendor who could help us not only maintain our leading position, but raise the bar on our design and production efficiency. We are confident that with Optitex 2D PDS and Marker, we'll save valuable time, resources, and costs, especially in reducing our material waste. Optitex has changed the way we work, today, and well into the future.”

Jamie Symon, Optitex Automotive Business Development Director, commented, “We are proud to welcome RECARO Automotive in Germany to our global customer roster, as we continue to deliver winning solutions to meet the automotive seating industry's growing customer demands and stringent industry requirements. Our 2D digital tools are designed to add substantial value to this dynamic market, and we look forward to a long and mutually beneficial relationship with RECARO's design and production teams, to help them deliver market-winning products to their customers around the globe.”

Today, both RECARO and Optitex are looking towards the future and long-term collaboration, where discussions are underway to further support RECARO with additional Optitex 2D functionality and complementary tools, and, the next step, to implement Optitex 3D flattening solutions on the drawing boards and the production floor at RECARO.

Saudi Arabia's AutoWorld Goes Live with Infor CloudSuite Equipment

12 October 2021

Infor, the industry cloud company, announced at Gitex that Al-Jazira Equipment Co. Ltd. (commercially known as AutoWorld), part of SEDCO Holding and a pioneer in auto leasing in the Kingdom of Saudi Arabia, has completed its deployment of Infor CloudSuite Equipment and Infor People Solutions to help spearhead its digital transformation supported by Infor Consulting Services and running on Amazon Web Services (AWS).

Infor CloudSuite Equipment will help support AutoWorld's new digital transformation project, SWITCH, which is designed to accelerate the digitization of its business processes, particularly those related to operational leasing and maintenance of its fleet of vehicles, to achieve best practices across the board. AutoWorld will now use Infor's solution to get an intuitive and streamlined approach to leasing management, such as a single entry point to manage the complete leasing flow: from quotations through to contract, vehicle dispatch, return, and invoicing — with built-in support for complex pricing, discount

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scenarios, bulk leasing, and more.

Moreover, AutoWorld will use Infor's solution to standardize key business functions across its operations in Saudi Arabia with the aim of building a more effective workforce and delivering enhanced customer acquisition and retention.

This multi-tenant cloud deployment, running on AWS, is important in Saudi Arabia's fast-growing auto sector, where the value of the vehicle rental market is expected to reach \$641 million in 2023 from \$560 million in 2020, according to research from Statista. The auto market is also experiencing significant expansion following the country's decision in 2018 to allow women to drive.

AutoWorld is headquartered in Al-Khobar and has offices throughout Saudi Arabia, covering all major commercial and industrial cities.

"We're focused on digitizing our business in line with Saudi Vision 2030 and the National Digital Transformation Program, with the aim of simplifying, standardizing, and transforming our business practices to deliver best-in-class services to our clients as highlighted in our recently developed business strategy, Shift 2025," said Tariq Khoshhal, CEO of AutoWorld. "The depth and breadth of Infor's CloudSuite Equipment solution will help us become even more competitive through the increased visibility of critical business information, the smooth flow of data between departments, and streamlined business processes across all of our offices. This September, we launched operational leasing to individuals, and now Infor CloudSuite Equipment will support us in this B2C business as well."

"AutoWorld is looking to transform several client service areas including improved after-sales service and customer care to provide an edge in an increasingly competitive market, but which also holds immense growth potential," said Amel Gardner, VP and general manager of Infor Middle East & Africa. "Infor's CloudSuite Equipment solution helps provide flexibility to manage mix-mode and complex environments, while also giving the agility and scalability required to prosper in Saudi Arabia's thriving private sector."

Saudi Arabia's Hafil Transportation Company Increases Efficiency with Infor Enterprise Asset Management

14 October 2021

Infor, the industry cloud company, announced that Hafil Transportation Company, the region's biggest transportation company, has deployed a suite of Infor solutions including Infor EAM, to help enhance efficiency across its operations in Saudi Arabia.

Hafil has a fleet of 12,000+ vehicles, a fully equipped workshop, and service centers and depots throughout the kingdom, making it one of the Middle East's largest bus and coach companies. As part of a consortium supervised by Makkah Development Authority, Hafil Transportation plays a pivotal role in ensuring pilgrims, who increase in number each year, travel to and from the Holy City of Mecca in comfort and safety.

Motivated by its growing operations, Hafil sought to standardize and automate business processes across all its divisions, including Hajj/Umrah, school transportation, and public transport. To enhance its performance, Hafil, which dispatches 5,000 to 8,000 buses daily, selected Infor EAM, a best-in-class enterprise asset management software solution with built-in functionality and the flexibility to integrate with other applications. Infor EAM is a scalable solution that is accessible on any mobile device and built on modern architecture. Because Infor's EAM is highly configurable, Hafil was able to integrate it with its existing applications.

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“We pride ourselves on delivering a comprehensive customer experience to both the private and public sectors. With Infor EAM, we are able to manage our fleets more effectively, track vehicle and fuel expenses, and use the data to create more efficient routes and increase operational competences,” said Akram Al-Shehri, Hafil Transportation Company’s IT manager.

In addition to Infor EAM, Hafil has selected Infor OS (operating services), a platform that will help ensure a smooth transition of data from legacy systems and is flexible enough to make even the most complex enterprise systems run in harmony.

“Unparalleled visibility was necessary for Hafil to manage its growing operations efficiently. With Infor EAM, Hafil is able to track and manage its fleets, whilst capitalizing on opportunities for productivity and cost-per-mile savings. The company will now be able to run a lot more smoothly,” said Khaled AlShami, Infor’s director of solution consulting for Middle East & Africa.

Finally, by using Infor’s solutions, Hafil will be able to maintain common business rules for creating and consolidating all of its documents, while ensuring that common practices around governing permissions are always enforced.

Surf 9 Rides the Wave to Efficiency with Centric PLM

14 October 2021

Surf 9, an outdoor sports and footwear company selected Centric Software®’s Product Lifecycle Management (PLM) solution, Centric SMB for emerging enterprises. 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, personal care, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Founded in 2005 and headquartered in Bonita Springs, Florida, Surf 9 is a licensed consumer goods company. Matt Verrecchia, EVP of Marketing and Communications says, “We specialize in the watersports and footwear categories, but mainly with a focus on outdoor and performance equipment across paddle boards, kayaks, surfing and wakesurfing equipment as well as footwear including sandals, water shoes and lifestyle.”

Verrecchia describes their business model. “We work with brands like Body Glove, Nautica and Spyder to extend their categories as they’re looking to build their assortment mix. We handle everything from design, manufacturing, importation as well as sell-in to strategic retail partners across wholesale, family channels and sporting goods. We make sure that those stores are in stock, partnering on everything from initial go-to-market delivery to product flows, so we are end to end.” The growth of their company, the complexity of the business, the wide variety of categories they produce and the full-service aspect for the brands and retailers they deal with led them to consider PLM.

Hang Matchett, EVP of Technology at Surf 9 says, “We have grown organically for the last few years and doubled our business. We were running on Excel and QuickBooks. I was brought on to look at what systems we wanted to support the future growth of the company. PLM was a focus to look at product information down to the level of being able to identify the costs of everything in our finished goods. And we didn’t have visibility to that. Or if we did, it was very limited and it was all in Excel spreadsheets.”

Surf 9 narrowed the potential PLM providers down to three, using a vendor scorecard and in the final analysis, chose Centric Outdoor PLM. “I wanted to utilize a cloud-based platform that we could bring on quickly and grow as we’re growing. We feel Centric is the solution for that. Also, our head of global sourcing has used Centric in the past and her voice carried a lot of weight because her team is the one

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that would be using PLM the most,” says Matchett. Add to that the number of positive referrals that Matchett was able to speak with, reinforcing their decision.

Matchett estimates that they will eliminate thousands of Excel files with their Centric PLM implementation. Verrecchia concurs, “We go down endless rabbit holes seeking the correct information.”

Says Matchett, “From my standpoint, I’m just really excited to get us moving. There’s a lot of data that we don’t have easy access to. And once we get all our products in, down to the material level and look at cost components, I think there’s a lot more negotiations that we can work on with our partners, both on the customer side, as well as on the vendor side that we haven’t had a chance to do in the past because we didn’t have that information readily available. So yeah, I’m looking forward to using Centric PLM.”

Chris Groves, president, and CEO of Centric Software says, “Surf 9 embodies the spirit of the burgeoning outdoor segment. They are empowering brands to extend their categories with high-quality watersports equipment and footwear at a time when people need to get outside. We are happy to be a part of their success as they continue their upward trajectory.”

TD2 Partners with Medidata to Enhance its Clinical Operations and Accelerate Clinical Trials

14 October 2021

Medidata, a Dassault Systèmes company, announced that Translational Drug Development (TD2), a precision oncology contract research organization (CRO), has signed an agreement to adopt Medidata’s **Rave CTMS** (Clinical Trial Management System) and **eTMF** (electronic Trial Master File) solutions. Rave CTMS and **eTMF** are key offerings within **Medidata’s Unified Platform**, a cutting-edge platform that is transforming the clinical trial experience for patients, sponsors, CROs, and research sites.

“TD2 has worked with Medidata using their Rave EDC (Electronic Data Capture) system for many years. The addition of Medidata’s CTMS and eTMF platforms will allow for even more standardization across data management and clinical operations, creating efficiency, while reducing integration time and resources,” said Dr. Stephen Gately, President and CEO at TD2. “Medidata has been a key partner for TD2 in supporting our goal of enhancing access to the right care, for the right patient, at the right time. This partnership improves our ability to provide valuable, data-driven insights to our clients, which is critical to the success of clinical trial design and execution.”

Rave CTMS addresses the struggle that study teams experience in trying to efficiently manage and oversee clinical trials due to the fragmented and rapidly changing trial ecosystem. In 2021, Medidata released major enhancements to Rave CTMS including **ad hoc reporting** and proactive risk management support, enabling users to move beyond static data based on simple calculations to intelligent risk detection and actionable data-driven insight. Rave CTMS:

- Improves speed and efficiency for the oversight of studies and sites, including study/site team creation and activation, patient enrollment and milestone tracking, site monitoring, and issue management
- Serves as a transactional, digital hub to connect users and deliver workflows
- Enables data-driven insights that foster collaboration, visibility, and transparency

Rave eTMF streamlines creating, managing, and populating clinical trial content while providing full support for the Drug Information Association’s (DIA) TMF reference model. Because Rave eTMF is

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unified with the Medidata Unified Platform, study teams can manage TMF content seamlessly and accurately while maintaining inspection readiness and compliance. Rave CTMS paired with eTMF is the only data-driven solution for faster, smarter, end-to-end trial management.

“TD2 focuses exclusively on oncology drug development and has impressive experience conducting translational studies from bench-to-bedside against all tumor types and hematology indications,” said Martin Dowdall, Vice President, Product Management at Medidata. “We’re excited to work with TD2 to revolutionize its clinical operations technology and expand its capabilities into all phases of clinical development. Our deep experience in delivering CTMS solutions for over 10 years, across 130 customers and more than 9,000 studies, as well as our best-in-class unified platform, make Medidata a natural partner for TD2 as they accelerate patient access to novel therapies.”

Medidata is a wholly owned subsidiary of Dassault Systèmes, which with its 3DEXPERIENCE platform is positioned to lead the digital transformation of life sciences in the age of personalized medicine with the first end-to-end scientific and business platform, from research to commercialization.

Product News

ActCAD 2022 Update 735 Released, Dt.13-Oct-2021

13 October 2021

ActCAD 2022 New update 735 released for Standard, Professional and BIM products.

It is a minor release with below improvements:

- Improved the speed and performance of ActCAD 2022 PDF Printer
- Some improvements to Network Licensing
- Updated ODA dwg libraries
- Fixed right click selection options in Block Attributes Command
- Fixed certain font display issue
- Fixed certain crash issue when null pointer returned by external programs
- Fixed MULTIPLE command locking issue
- Fixed crash issue while doing menu setup
- Fixed WBLOCK dialog does not store any history in File name and path combo
- Fixed background color change issue while resizing the palette
- Fixed running snaps do not work from a Lisp shortcut to Zoom Window
- Fixed display issue of thumbnail preview
- Fixed certain snap issues of a circle
- Fixed entity selection issue of (nentselp) functions
- Fixed entity shape while rotating
- Fixed lag issues during 3D Solid snapping
- Fixed crash issue while handling nested Xrefs
- Fixed certain issues with dynamic input
- Fixed zoom on mouse wheel at paperspace not centered on mouse pointer

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- Fixed objects associativity in paperspace when DIMASSOC set to 2
- Fixed some crash issue associated with DIMSTYLE sysvar value
- Fixed crash issue while trying to align a Block
- Fixed certain issues with selection cycling API call
- Fixed paste link issue of Paste Special
- Fixed certain hanging issue while editing MTEXT
- Fixed Xref Manager to show unreferenced xrefs
- Fixed display issue of nested Xrefs in explorer and Xref Manager
- Added ability to save and load PDF Publish Options
- Fixed some issues in IRX API

Advance Design 2022.1 version release

11 October 2021

Key new features and improvements in Advance Design 2022.1

Advance Design 2022.1 Update is enhanced with new functionalities and improvements with high benefits for the end-user.

This update mainly focuses on improving the quality and convenience of daily work. Therefore, it contains mainly improvements, corrections, and adjustments, but we can also find interesting novelties. The following list presents just a few selected improvements and new features.

Among many improvements and new features, we would like to highlight:

- **Possibility to automatically split rebars in reinforced concrete slabs** - allows automatic splitting of the generated rebars so that they do not exceed the maximum length.
- **New material database for Canadian timber** - allows modeling of structures with timber elements compliant with the Canadian standard.
- **Possibility to use Russian language in the design modules** - enables work and document generation in Russian language in design modules.
- **New calculation method for anchorage bolts** - enables a more complete analysis of column base connections in the Steel Connection module.

We are inviting you to take a quick look at the selected improvements brought by the Advance Design 2022.1 Update.

Automatic rebar splitting on RC Slab module

To increase the usability of rebar drawings and reinforcement schedules generated in RC Slab, the possibility of automatic splitting of rebars exceeding a certain limit has been introduced. The rebars can be split using several splitting methods:

- **Welding** - Bars are lapped on a defined length and connected by welding
- **Mechanical couplers** - Bars are offset by a defined gap length and are then mechanically connected

Bars lapping: Bars are connected by lapping. The lap length value can be defined either automatically, or as a multiple of diameter, or as a constant value for all diameters

Improvements to the combination definition window

The window used to define and manage load combinations has been updated. Among the changes, it is worth mentioning a unification of content for all 4 tabs (Combinations, Concrete, Steel, Timber) as well as adding a new *Type* column to the table in the Combinations tab. Thanks to this it is much easier and faster to check the type of the generated combination, and also, if necessary, to modify the type in an intuitive and fast way by selecting it from the list directly in the table.

Russian interface language

The Russian language has been added to the list of available languages in the **design modules** of Advance Design. Changing the interface language will allow working in Russian, which is especially important for Russian-speaking users of the reinforcement detailing and design tools in the Graitec PowerPack for Revit. Changing the report language allows you to create documentation in Russian.

Timber material database according to Canadian standard

The material database in Advance Design has been expanded with various types of wood used in Canada. This will make it easier to model a structure for FEM calculations when it contains wood elements typical for North American countries. The new libraries allow the selection of the wood types compliant with Canadian standard O86, including Glue-laminated timber, Structural composite lumber (SCL), Visually stress-graded sawn lumber (Visual), Machine evaluated sawn lumber (MEL) and Machine stress-graded sawn lumber (MSR).

New display mode for results on surface elements

When displaying results for planar elements, you can now select a new *Display mode* called **Iso map**. This is a new type of map that displays areas of uniform color for values within a given scale range. This way of presentation makes it easier to check the results and works not only with FEM results but also for RC results.

New calculation method of the anchorage length for Base plate connections

For the Base Plate and Tubular Base Plate joints, to determine the bond resistance of anchors subjected to tension, an anchorage length needs to be computed. Starting with version 2022.1, the anchorage length calculation has changed:

- For the French design annex, the anchorage length is computed according to both CNC2M and Eurocode 2 recommendations, and the smallest length is used to compute the bond resistance.
- For the other localizations, Eurocode 2 recommendations are used to determine the anchorage length.

Along with new verifications, new messages and warnings have been added, making it much easier to control calculations.

Online help improvements

In parallel with the program enhancements, the online help of Advance Design is also being improved. By separating the Help from the program version, the online Help is improved independently and continuously. Recent improvements include adding new pages, updating graphics, expanding multiple descriptions, and reorganizing the Help structure to make it easier to find information.

Improvements to paper sizes of drawings

A set of improvements to drawings generated by design modules of Advance Design have been introduced in the 2022.1 version. The most important improvements are related to drawing paper sizes. Now, dwg template files with title block have been modified and contain not only the title block contour

but also the paper size contour. And the margin widths can now be changed directly in the Sheet drawing area, separately for each edge. When changing the margins, the drawing table is scaled, but not the layout and scale of the views themselves. In addition to the existing default templates for A3 and A4 paper sizes, additional templates for A1 and A2 paper sizes have been added to the Title block template list.

Improvements to Info Panels on design modules

To make it easier to view the contents of tables in the Info Panel, a vertical slider has been added for the entire contents of the Info Panel as well as separate horizontal sliders for each table. This will speed up checking the contents of the table without having to increase the size of the view window. In addition, in the RC column module, an additional column with information about the combination that was decisive for given reinforcement has been added. A new column is available in the group with results of reinforcement verification (longitudinal top / bottom, shear in X / Y).

New rules for torsion analysis of steel profiles (according to EC3 and NTC)

Until now, torsion analysis for steel profiles in Advance Design was performed for closed profiles. Starting with version 2022.1, torsion analysis according to Eurocode 3 and the Italian NTC standard has been extended to include open profiles (such as I-sections).

Eurocode 3 and NTC 2018 specify that steel sections should be verified for torsion using total torsional moment as the sum of two internal effects: St. Venant torsion and warping torsion. Now, in Advance Design, the verification for torsion is done using both torsion components, if available. Note that for the standard static analysis (using a finite element with 6 degrees of freedom) we only have the St. Venant component available. To obtain the warping component as well, it is required to use the Advanced Stability analysis (which uses a finite element with 7 degrees of freedom).

Along with the above changes in the calculation, the verification descriptions for torsion have also been updated, and there can be two types of description, according to the scope of the calculation:

- ‘Torsion St. Venant’ - if Advance Stability analysis is not enabled and torsion is analyzed for the St. Venant component.
- ‘Total torsion’ - if Advance Stability analysis has been enabled and torsion is analyzed for both components: St. Venant and warping.

AI-Powered TCS TwinX™ Now Available on Google Cloud

12 October 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions organization, announced that TCS TwinX™, an Artificial Intelligence (AI)-powered enterprise digital twin platform for risk-free business simulations, is now available on Google Cloud.

TCS TwinX combines cutting-edge research on AI and actor-based modeling to help envision, experiment, and execute business decisions through a digital twin-based simulator. It creates a digital twin of the enterprise’s entire value chain i.e., customers, products, processes, partners, and resources along with their interrelationships. Once modelled as twins, TwinX enables enterprises to simulate behavior in response to decisions.

The solution empowers business stakeholders to experiment and evaluate their decisions by testing multiple hypotheses before zeroing in on the right one. TCS TwinX can simulate hypotheses in several strategic areas such as new product launches, media mix and campaign design, customer lifetime value maximization, value chain optimization, business growth and transformation, fraud control and

management, and risk analysis and mitigation.

TCS TwinX is being adopted by forward-thinking enterprises across several industries such as communications, media and information services, banking and finance, consumer packaged goods, manufacturing, and logistics, to accelerate their customer journeys, improve go-to-market strategies, prevent churn, manage customer value, prevent fraud, and build and rollout networks.

“We are excited to announce that the innovative TCS TwinX platform is now available on Google Cloud. TCS TwinX takes a different approach than traditional AI methods by performing actor identification and modeling based on both historic events and use-cases context in real time. It helps enterprises make decisions based on evidence from real-time business simulations rather than just managerial intuition. TCS TwinX helps decision-makers evaluate the impact of their business strategies and choices at scale, prior to deploying them in the real world,” said **Kamal Bhadada, Business Group Head, Communications, Media & Information Services, TCS.**

“TCS and Google Cloud share a commitment to accelerating digital transformations for businesses across industries,” said **Victor Morales, Managing Director, Global Systems Integrator Partnerships, Google Cloud.** *“We’re thrilled that TCS is bringing its TwinX digital twin platform to Google Cloud, enabling enterprises to deploy TCS’ widely-adopted business modeling and decision-making platform on Google Cloud’s global, scalable infrastructure.”*

TCS offers a full complement of services and solutions leveraging its domain-focused innovation and Google Cloud’s suite of technologies. These services help companies achieve superior business outcomes from cloud transformation initiatives to gain resilience, better customer experience and the flexibility of an open, scalable, and democratized ecosystem.

TCS has a rich suite of cloud accelerators rendered on the [Google Cloud Garage](#), a digital lab that allows sprinting for experimentation with an immersive experience. TCS has seven Google Cloud specializations – Application Development, Infrastructure, Work Transformation – Enterprise, Data Analytics, Machine Learning, Cloud Migration and Security as well as 58 Expertise Badges.

Allplan Bridge 2022: The Evolution in Modeling for Precast Girder Bridges

8 October 2021

ALLPLAN, the global provider of BIM solutions for the AEC industry, announced the availability of Allplan Bridge 2022. Allplan Bridge is the world’s first BIM software that enables bridge engineers to work from the creation of a parametric 4D model to structural analysis, reinforcement design and detailing with one single solution. The new version introduces a new modeling approach to easily and quickly create accurate geometry for precast girder bridges. Further new features include the US norm AASHTO LRFD9 design and code checking as well as the integration of IFC4.3 for better interoperability and optimized BIM workflows.

Dr. Detlef Schneider, CEO of ALLPLAN, said: *“Allplan Bridge’s set of powerful features and its user-friendly interface make it the most efficient BIM software for bridge design on the market. With the new modeling approach for precast girder bridges and its enhanced tools for optimized BIM workflows, Allplan Bridge lets engineers focus on what they do best: design and build attractive and safe bridges.”*

“Allplan Bridge 2022 continues to grow with its unique BIM workflow for parametric modeling, analysis, design and detailing. The new version builds on previous releases and introduces specific workflows for the design of precast girder bridges, which is one of the most common bridge types around the world. This marks an important milestone in terms of innovation, because Allplan Bridge now offers a unique solution for 3D modeling of precast girder bridges,” adds Gregor Strekelj, Product

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Manager Infrastructure at ALLPLAN.

Many improvements in Allplan Bridge 2022 are based on customer feedback. For example, Ko-Biro, one of the leading consulting engineering companies in the field of designing bridges in Slovenia, has been testing the latest beta version, especially the new workflow for precast girder bridges. Aljosa Klobucar, bridge engineer and co-owner of Ko-Biro is convinced: *“The new modeling workflow actually allows us to generate 3D BIM and detailing models of precast girder bridges in no time. Especially due to the usage of 3D templates and the new element type link girder. With this 3D modeling approach, usage of the BIM method can now be applicable for these types of bridges.”*

New in Allplan Bridge 2022

Specialized Solution for Precast Girder Bridges

The new modeling approach is specifically tailored for precast and steel girder bridges. The straightforward definition speeds up the modeling process and allows users to generate an accurate model with ease. Several new features have been implemented to enable this workflow and there are many additional new features that not only simplify this workflow but can be used more broadly. For example, the precast girder can be generated by using the new element type “Link Girder”.

Parametric Modular Modeling

To optimize the modeling process even further, not only for precast girder bridges but for any bridge type with repeated bridge elements, the new version of Allplan Bridge enables users to create and use parametric 3D templates. This way, repetitive bridge elements – such as straight precast girders – have to be defined only once and then placed parametrically as many times as necessary. This speeds up not only the modeling alone but also the process of implementing changes.

AASHTO LRFD 9 integrated

The integrated version of AASHTO LRFD 9 covers strength limit states, service limit states, and fatigue limit state of reinforced and prestressed sections, with checks of detailing rules for designed reinforcement. This provides comprehensive design and code-checking of concrete bridges based on a sectional approach. The overall process takes over previously calculated internal forces based on the construction schedule and considering creep and shrinkage calculations based on AASHTO functions. They are applied to a section with time-dependent material and cross-sectional properties. This means that concrete hardening in time is considered as well as the state of the section.

Code-based design and checks to Euro norm extended

The Eurocode design and checks were extended with the brittle failure check based on the reduction of prestressing force method and detailing checks of soft and prestressing reinforcement. The tasks for ULS and SLS situations were merged into one common task, optimizing design processes.

IFC4.3 for enhanced project collaboration

For the use of the openBIM method a neutral data format is required, which plays a decisive role in the BIM workflow. IFC4.3 for infrastructure has been added to the latest version of Allplan Bridge. The IFC4.3 schema enhances the previous structure of products and product types to better explain the classification of a specific domain. In the domain of bridges, bridge type and bridge part type are used with enhanced object types to represent respective bridge elements, such as abutment, pier, deck, foundation, superstructure, substructure and many more.

This new schema is supported by both Allplan Engineering and Allplan. It allows the bridge structure to be more easily broken down. Further, it includes descriptions for object type, geometry, and materials.

All this improves the quality of the IFC model and results in smoother BIM coordination and collaboration in bridge projects between all involved parties.

Availability:

Allplan Bridge 2022 as well as the free 30-day trial version are now available for download.

Ansys Will Transform Metal Stamping Through Launch of Ansys Forming

14 October 2021

Ansys will release its first metal stamping simulation software in January, an all-inclusive product equipped to meet industry needs within one platform. With Ansys LS-DYNA as its solver, Ansys Forming provides predictive accuracy and a streamlined workflow to digitally design, simulate, and validate sheet metal forming throughout the metal manufacturing process.

Ansys Forming enables early stage and detailed design configurations by allowing users to preset varying simulation needs, including feasibility, formability and springback prediction. Through this end-to-end workflow, engineers can perform the entire die process on a single platform, eliminate the need for physical testing, and enhance productivity and cost savings. Ansys Forming reaches optimum performance by maintaining predictive accuracy and speed.

"Ansys Forming is intuitive, efficient and allows our team to set up complicated forming processes in a short period of time," said Xue Fei Green, technical director, Dongguan Vision Tool & Mould Co., Ltd. "Ansys Forming combines pre- and post-processing in one package and removes a lot of the manual work required by its predecessors. I've used many and am confident that Ansys Forming is the best pre- and post-processor for metal forming applications."

Sheet metal forming simulation helps manufacturers detect errors, identify the most appropriate materials, and determine the most efficient and cost-effective machining process to use. As a result, engineers spend less time designing and redesigning later. Additionally, Ansys Forming delivers a tremendous detail about the design, including identifying structural weaknesses where the metal might wrinkle, tear, or buckle.

"Ansys Forming will enhance our customers' simulation processes and lower the barrier to entry for engineers, because the interface is so easy to use," said Ramesh Venkatesan, CEO at Kaizenat. "The increased accessibility and improved workflow will take our users cost savings to the next level." Kaizenat is a certified Ansys channel partner.

Ansys Forming product developers are already working toward future releases with additional functionalities, including a springback compensation feature.

"Ansys Forming will meet the metal stamping needs of the industry, from the biggest manufacturers and suppliers to the smallest die shops," said Shane Emswiler, senior vice president of products at Ansys. "With all-in-one stamping software, manufacturing and process engineers will streamline their workflows, increase productivity, and achieve consistent solutions every time."

BETA CAE Systems announces the release of the v21.1.5 of its software suite

13 October 2021

About this release

Apart from investing in the implementation of new tools and features as for the major v22.x.x deployment, BETA CAE Systems professes its constant support to those of you still working with the v21.1.x branch, by issuing another bug-fix release.

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This bug-fix release for ANSA/EPILYSIS/META and KOMVOS hosts numerous fixes in recently detected issues, a highlighted selection of which is featured below:

Known issues resolved in ANSA

CAD Import / Export

Upon translation of CATIA files, by enabling the option Hierarchy [Force single part], the structure of the Geometric Sets would be erased, resulting in erroneous input of geometry.

Modular Run Management

Focusing on Interface and particularly on A POINTs / LC POINTs, when creating a new Assembly or Loadcase point on location, the selection of a user defined area would not be stored. As a result, the Assembly/Loadcase point would fail to be applied.

Moreover, It would not be possible to change the position of an Interface Point through the entity card (i.e. x,y,z values), once applied.

Scripting

In Batch Meshing domain, the batchmesh.ReadSessionMeshParams() script function would not read wrap parameters correctly.

In DECKs, the "Mass Information" result of the script function base.DeckInfo() would ignore elements related to MAT_NULL, leading to erroneous result.

For more details about the new software features, enhancements and corrections please, refer to the Release Notes document.

Known issues resolved in EPILYSIS

Superelements

When STRESS and FORCE header command had a reference to a SET of Superelements, internal elements results would erroneously be printed for all elements.

For more details about the new software features, enhancements and corrections please, refer to the Release Notes document.

Known issues resolved in META

Drawing

Unexpected termination could occur when adding connected PIDs, while multiple pages existed.

In Graphics, activating the option "Draw only Min/Max Tensor Components" did not have any effect, apart from the fact that Fringe range was not properly calculated for free grids.

Read Results

Several fixes for various solvers have taken place, as follows:

- The center of gravity was generally not calculated correctly.
- After CTRL+N, the setting for the surface option when reading stresses from NASTRAN files was not updated and led to reading of wrong results.
- OptiStruct modal participation factors were not recognized correctly from HDF format and a contribution analysis could not be performed. In addition, META would unexpectedly terminate, when reading modal or panel participation results from OptiStruct punch file.
- Reading ParaView .vtk files of certain format would lead to frozen state.

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- Patran template file was not respected and this led to erroneous loading of results.
- Global curves (Energies, etc.) could not be read from Pam-Crash result files.
- In case of FEMZIP .d3plot files, initial results were not removed, when "Stresses minus Initial" results were loaded.
- As for the Template Manager, unexpected termination could occur while reading Strain Energy, Inner Surface results.

Managing Curve Data

Modal Displacements 2d result could not be read correctly for all the subcases, while reading a Nastran .pch file.

NVH Calculators

After a successful FRF Assembly calculation, an unexpected META termination could occur when trying to calculate twice a modified FRF Assembly setup which had errors in the Full check and was error-free in the Assembly check.

In Modal Response, when complex modes with zero real part were provided, calculation was interrupted, complaining for zero eigenvectors.

For more details about the new software features, enhancements and corrections please, refer to the Release Notes document.

Known issues resolved in KOMVOS

Session – Scripting

When script function session.Quit() was invoked, even though the termination of the application was scheduled, the execution of the python script would continue after the session.Quit() statement.

For more details about the new software features, enhancements and corrections please, refer to the Release Notes document.

Compatibility and Supported Platforms

ANSA files saved by all the first and second point releases of a major version are compatible to each other. New major versions can read files saved by previous ones but not vice versa.

META Project files saved from version 21.1.5 are compatible and can be opened by META version 16.0.0 or later. To be readable by META versions earlier than v16.0.0, they have to be saved selecting the option "Version 16.0.0" or "Version <16.0.0".

Support for Mac OS has been discontinued.

Support for 32-bit platform has been discontinued for all operating systems.

Hexagon announces market-aligned strategy for Computer-Aided Engineering innovation and smarter manufacturing

14 October 2021

Hexagon's Manufacturing Intelligence division has announced the new structure and growth plans for Computer-Aided Engineering (CAE) at its first simulation-focused conference, HxGN Live Design & Engineering 2021.

As the trusted partner to manufacturers all over the world, Hexagon has been steadily building its CAE portfolio since it acquired MSC Software in 2017, supporting its customers to push the boundaries of

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design and engineering and address production challenges earlier in product development through industry-leading simulation capabilities and smart manufacturing solutions that utilise the breadth of Hexagon and partner ecosystem technologies.

Roger Assaker, President of Hexagon’s Design and Engineering business unit, said: “This week has showcased the enormous breadth and depth of our simulation capabilities. We have heard presentations from more than 200 customers spanning every sector and at every level – from analysts to data scientists, design engineers to management and the C-Suite – about how our solutions have enabled them to design better, smarter and faster.

“Hexagon invests 12% of its revenue directly into R&D, and we have applied that drive for innovation to our CAE business as well. In just four years, we have amassed a portfolio that goes beyond offerings from simulation-only companies, serving diverse needs that any customer may have throughout the product lifecycle, regardless of their development mindset or industry. Moreover, we have built that portfolio in the spirit of Hexagon’s core value of openness – there are no ‘vendor silos’ in our offering. Our mission is for our customers to achieve smarter manufacturing of sustainable products by design, and we want to empower them to be able to achieve that in the most effective way for their workflows and toolchains.”

Hexagon’s CAE offering is now defined as eight ‘Centres of Excellence’ (CoE), which group its portfolio of leading CAE tools by customer-defined goals, each focusing on one type of physics while enabling greater interoperability of workflows within common collaboration platform technology to enable multi-physics, generative design with data management and unique end-to-end solutions combining virtual and real data. Each CoE is led by an entrepreneurially-minded specialist, to ensure their customers’ needs are met at every stage and includes the discipline of product development, product marketing and process planning.

Assaker also revealed that one of Hexagon’s key focusses for cross-discipline development is Artificial Intelligence (AI), providing solutions in each CoE that are both physics- and data-based. Hexagon is applying AI to improve accuracy, leverage data and enable problem solving in seconds rather than hours or days, by building on its capabilities in Finite Element and Finite Volume Analysis and other numerical simulation without compromising fidelity.

Helping its customers engineer parts that perform as intended when manufactured is in Hexagon’s DNA. Hexagon will continue to help customers move beyond how a part will perform in theory, and to exploit its connection to market-leading metrology and production software to introduce high-value solutions in smart manufacturing. Democratising the use of CAE is implicit to this – making predictive insights available not just to designers, but to take simulation from engineering to the shop floor and the boardroom with new user experiences.

Nearly all of the Hexagon D&E tools will also be available through one licensing system to further lower barriers to entry; MSCOne, which includes partner software, and a new Innovate portal, which forms one simple destination for new and experienced engineers and designers alike to learn about Hexagon’s software, CAE topics and training.

The new Centres of Excellence include:

- **Autonomous solutions**, to simulate more scenarios and make next generation advanced driver-assistance systems (ADAS) and autonomous driving a reality as soon as possible, centred around the open Virtual Test Drive (VTD) platform.
- **Computational Fluid Dynamics (CFD)**, for complex multi-physics fluid dynamics for everything from construction to aero-elasticity and MedTech, using Cradle CFD.

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- **Acoustics**, the staple of automotive manufacturers and suppliers, aerospace and defence companies, and consumer product manufacturers, using Actran.
- **Structures**, combining modernised high-productivity user experiences with greater accuracy and performance, from MSC Nastran to Marc and MSC Apex.
- **Virtual Manufacturing and Costing**, leading cost engineering and virtual manufacturing of metal forming processes, virtual assembly and metal additive manufacturing solutions, from generative design to manufacturing, building on FTI FormingSuite to Simufact products and MSC Apex Generative Design.
- **System dynamics**, applying unparalleled insight to movement, from supporting electric vehicle powertrain and rotating machinery design to predicting durability and noise, vibration, and harshness (NVH), with the Adams and Romax portfolios.
- **Integrated Computational Materials Engineering (ICME)**, using the best available technology to design and make efficient use of materials, predicting the manufactured product's performance, from polymer composites to metals, using Digimat and MaterialCenter.
- **Applied solutions**, using Hexagon and its partners' technologies to solve real design manufacturing problems, for everything from wind turbines to electric vehicle powertrains.

IFS Extends Boomi Integration Capabilities For IFS Cloud

12 October 2021

Following the initial success of the partnership between global cloud enterprise applications company IFS and leading cloud-based iPaaS provider Boomi, IFS is now unveiling enhanced connectivity to empower IFS Cloud customers to accelerate time to value.

The IFS-Boomi partnership, announced in February, 2020, has already attracted investments from numerous IFS customers looking for a faster and more efficient way to integrate and interconnect their business solutions' landscape with minimum effort and a low total cost of ownership.

The extended IFS-Boomi connector is designed to deliver all the benefits of the Boomi AtomSphere™ Platform to all IFS Cloud customers. By leveraging IFS Cloud's REST APIs, IFS customers can connect and integrate IFS Cloud with any other application in their IT landscape. The connector is future-proof by design with a drag-and-drop interface, enabling companies to connect various business applications to support their evolving needs without the need to consider future updates and releases.

The enhanced IFS Cloud connector supports OAuth 2.0 authentication, making it secure and significantly simplifying how companies manage the flow of information between their IFS applications and any other application. Performance improvements have been made to handle large amounts of data, and new hierarchy navigation capabilities will make it easier to find, update, and query integrations.

“Our collaboration with Boomi empowers our customers with tools that make it easy to innovate, integrate, and extend their IFS platform,” IFS Chief Product Officer Christian Pedersen said. “Over the past year and a half, we have seen a sharp increase in the number of customers looking to adopt new technologies to stay ahead of the competition. The IFS-Boomi offering provides the ideal platform to orchestrate the full range of enterprise applications used by today's businesses, while de-risking and simplifying digital transformation initiatives aimed at supporting new business models and delivering outstanding moments of service.”

“The Boomi promise to instantly connect everyone to everything aligns perfectly with the ethos of our partnership with IFS,” said Ed Macosky, Head of Product at Boomi. “The enhanced connector makes it

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possible for customers to innovate quickly and easily, in the manner that makes sense for their business models. We are very excited to embark on the next phase of our collaboration and look forward to helping IFS customers achieve their goals and create value faster.”

Over the next 12 months, IFS and Boomi will continue to develop connectors that address customer needs and reduce integration complexity and time.

Medidata Launches Medidata Link, the First Centralized Technology Solution to Connect and Analyze Patient-Level Clinical Trial Data and Real-World Data

11 October 2021

Medidata, a Dassault Systèmes company, announced the launch of **Medidata Link** at NEXT Global 2021. Medidata Link is the only centralized solution to connect patient-level clinical trial data and real-world data (RWD) – powered by and fully integrated with the **Medidata Unified Platform** – providing any clinical trial run on Medidata Rave EDC (electronic data capture) the option to conduct data linkage. “Medidata Link provides the opportunity to enhance evidence generation activities, including needs that were not originally anticipated, which allows sponsors to collect trial data and connect it to patients’ RWD,” said Sastry Chilukuri, co-CEO of Medidata. “This transformational capability bridges evidence gaps, and helps create the insights necessary to save time and bring more confidence in clinical decision making.”

Medidata Link enables customers to generate a “token” to connect the patient’s clinical data in the Medidata Unified Platform to the industry’s broadest RWD ecosystem in a secure, compliant, and scalable manner. Medidata facilitates the de-identification process by providing a user-friendly collection process for Personally Identifiable Information (PII) through site-facing capabilities and the **myMedidata** patient portal. This creates a seamless integration with the rest of the clinical trial workflow and is agnostic of consent methods. The solution protects sponsors from the risks of directly holding PII, while streamlining third-party data privacy certifications so that only certified data is transferred to sponsors. Medidata is partnering with HealthVerity and Datavant to establish pre-built integrations to enable this de-identification and linkage to a broad RWD ecosystem.

Medidata Link helps sponsors, trial sites, and patients to:

- **Gain a head start in evidence generation:** Begin collecting real-world patient-level data during the trial to jump-start evidence generation and patient insights; for completed trials, RWD sets can bolster patient-level data about specific participants, rather than waiting for general RWD to accumulate after launch.
- **Enhance data collection beyond a single trial:** Track longer-term patient outcomes, safety, and insights not captured within the finite period of the clinical trial, to generate evidence to support payor and provider discussions; fill gaps for unanticipated questions, or understand outcomes for patients lost to follow-up.
- **Reduce patient and site burden:** Reduce the need for burdensome follow-up visits, leading to lower patient attrition and reduced burden for sites.

Medidata Link offers a significant opportunity to better understand a patient population and therapeutic outcomes before, during, and after the trial. By connecting patients participating in a trial to RWD, drug developers can save years by not having to wait until the trial concludes to start generating real-world evidence (RWE) that can inform medical and future pipeline decisions. Unrivaled in analytics, clinical and commercial expertise, Medidata allows sponsors and CROs to generate the best evidence and

insights from their connected data.

Medidata is a wholly owned subsidiary of Dassault Systèmes, which with its 3DEXPERIENCE platform is positioned to lead the digital transformation of life sciences in the age of personalized medicine with the first end-to-end scientific and business platform, from research to commercialization.

New Siemens Aprisa IC place-and-route software version targets faster time-to-market with performance improvements

12 October 2021

Siemens Digital Industries Software announced that the latest release of its Aprisa™ physical design solution is now available. Aprisa 21.R1 has achieved major performance and technology advancements, including dramatic improvements in both runtime and memory footprint reductions. For customers, these enhancements can translate to lower design costs and faster time-to-market.

The technology advancements available in Aprisa 21.R1 demonstrate Siemens' commitment to delivering best-in-class physical design Integrated Circuit (IC) solutions to its Electronic Design Automation (EDA) customers. Since completing the acquisition of the Aprisa portfolio in December 2020, Siemens has more than doubled the Aprisa R&D team as part of a substantial investment in the Aprisa technology portfolio.

The latest release of Aprisa targets advanced technology nodes and includes the following milestones and highlights:

- Average full-flow runtime reduction of 30 percent compared to the previous release, and up to 2X faster runtimes for larger, more challenging designs.
- Enhancements to all major place-and-route engines, from placement optimization to clock tree synthesis (CTS) optimization, route optimization and timing analysis. The benefits of these performance enhancements can be observed on almost all IC designs, and especially on large designs with complicated multi-corner multi-mode (MCMM) features. On these challenging designs, Aprisa has proven to run up to 2X faster than the previous generation.
- Up to 60 percent memory footprint reduction; Aprisa has reduced, on average, 30 percent full-flow peak memory usage for large designs, and up to 60 percent for complex designs, compared to the previous generation. This greater efficiency enables even larger designs with complicated MCMM to be completed on servers with less available RAM.
- 6nm/5nm/4nm design enablement. Siemens has collaborated closely with leading foundries to enable Aprisa for advanced nodes. Aprisa is fully certified for 6nm processes, and Siemens has implemented all required design rules and features for the design enablement of 5nm and 4nm nodes. Final certifications, in collaboration with the world's leading foundry partners, are in progress.
- Extended support for multi-power domain (MPD). The extended functionalities greatly increase the flexibility and completeness of MPD support, which is critical for extreme low-power designs.

“This new release reconfirms Siemens' commitment to providing truly world class physical design technology to our EDA customers,” said Inki Hong, division director of the Aprisa product line for Siemens Digital Industries Software. “With Aprisa 21.R1, our customers can work more efficiently with larger and more challenging designs than ever before.”

StructionSite is First to Integrate Procore BIM, Offering Greater Project Predictability to Enterprise Customers

7 October 2021

StructionSite, Inc., the leading provider of intelligent project tracking software for the construction industry, announced that it has become the first technology provider to fully integrate with Procore's Building Information Modeling (BIM) software. Procore BIM helps teams to improve project predictability by taking 3D models out of the office and putting them in the hands of the people installing and validating work in the field. Now StructionSite's integration with Procore BIM allows users to perform a side-by-side comparison of a model to VideoWalks or 360 Photos from StructionSite. This helps teams verify that work is going according to plan as they compare reality to their 3D design models. This integration can be used natively in the StructionSite app, delivering even more value to StructionSite's extensive enterprise customer base.

"We are incredibly excited about StructionSite's deeper integration with Procore BIM, particularly as we share so many joint customers," said Kristopher Lengieza, Senior Director of Business Development at Procore. "Enabling users to instantly compare their BIM models to what is actually happening onsite through VideoWalks and 360 Photos is gamechanging. We've made it very simple to identify where any differences lie so that projects can stay on track, and any adjustments can be made in the moment. We believe this will save customers a lot of time, money and headaches over the course of their projects."

With this integration, information is pulled directly from Procore as soon as the latest models are updated, so installations are always compared to the most up-to-date versions. Additionally, users can share side-by-side comparisons to generate an RFI or provide information to stakeholders when there is a discrepancy. StructionSite and Procore capabilities also make it easy to communicate field conditions to the office and verify work is going according to plan.

Expanding Its Enterprise Footprint

The launch of these new joint capabilities comes as StructionSite secures several new enterprise agreements. The company has added The Walsh Group, one of the largest and most established builders in North America, as well as Clayco Inc. and Pogue Construction to its impressive roster of customers. StructionSite is now used by organizations including Ryan Companies, McCownGordon and ENR Top 20 contractors-- McCarthy Building Companies, PCL Construction, Skanska, and DPR Construction.

"Construction technology is rapidly evolving, and we are always searching for the tools and services that can help us maximize our resources and productivity. StructionSite's technology enables us to capture site conditions, verify install quality and validate progress more efficiently and effectively than ever before," said Dan Smolilo, Director of Process and Innovation at The Walsh Group. "We tested several different solutions and chose to partner with StructionSite, providing the best combination of productivity, performance and overall value for both Walsh and our clients. Several of our project teams have been realizing the benefits of the solution for over a year now, and we felt like it was time to offer a more standardized solution across our various regions. Our teams love how easy it is to use and our clients are loving the visibility they get as we bring their project to life."

StructionSite currently provides the most sophisticated project tracking platform on the market, with workflows that combine decades of jobsite knowledge with state of the art AI capabilities.

Persistent Growth and Innovation to Help Customers Track Projects More Efficiently and Increase Profitability

Since launching its initial product in 2017, customers have used StructionSite technology to capture over

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\$150B of construction volume, providing them with unparalleled documentation and insights related to both progress and quality. Builders looking for a competitive edge are turning to StructionSite to increase profitability and overall efficiency of their project teams, which has spurred rapid customer adoption and 3x year-over-year growth in active projects.

Over the past year, the company has continued to make strides in product development. In addition to the Procore BIM integration, StructionSite has decreased turnaround time of its 360 video processing engine by 10x while simultaneously experiencing a 4x increase in data going through its system. The performance improvements come largely due to the proprietary new computer vision engine StructionSite deployed.

The company also has plans for a major expansion of its SmartTrack product line, the industry's first photo-based tracking system that requires only a 360 degree video and 2D construction drawings. SmartTrack is the first module built on top of the core StructionSite Site Documentation platform to give project teams web and mobile access to job sites anywhere, anytime.

“When I met my co-founder Philip on a hospital project in 2013, he was the guy walking the site with a set of paper plans and a highlighter, manually tracking progress. The DNA of this team, with real world experience actually doing the work we are now automating, is what makes us different,” said Matt Daly, CEO and co-founder of StructionSite. “We set out to transform how jobsites function, and the company's rapid growth, continued innovation and partnerships and integrations show that we are delivering products that matter and that make a real difference to our customers.”

Synopsys and Dassault Systèmes Partner to Enable Industry's First Holistic Lighting Design Platform

12 October 2021

Synopsys, Inc. and Dassault Systèmes announced their partnership to integrate **Synopsys optical design solutions** into the Dassault Systèmes **3DEXPERIENCE platform** to facilitate the development of safer, smarter vehicles. By integrating complete optical systems design tools with world-leading virtual twin experience and product lifecycle management software, designers gain access to the industry's first holistic design portfolio for automotive lighting.

Designers using Synopsys optical software on the 3DEXPERIENCE platform will benefit from a multidisciplinary development process that empowers them to define, simulate and validate driving experiences. The integration allows the development of safer vehicles and enables distinctive illumination styling – all while accelerating delivery to market. Designers will also benefit from the 3DEXPERIENCE platform's collaborative virtual environment, which connects product teams to help them interact and innovate together.

“Lighting is becoming more and more intelligent and a key component of active safety and ADAS. Its development cost has significantly increased. Our extended partnership with Synopsys complements our existing offerings to provide a first-of-its-kind solution for vehicle manufacturers and suppliers to define, test and experience lighting and sensors for intelligent driving systems from functional requirements to manufacturing within the 3DEXPERIENCE platform,” said Olivier Sappin, CEO, CATIA, Dassault Systèmes.

Dassault Systèmes' 3DEXPERIENCE platform provides comprehensive industry solution experiences, such as “**Smart, Safe, and Connected**” for intelligent vehicles. The Synopsys Optical Solutions Group and Dassault Systèmes have extended their current CATIA applications partnership to the 3DEXPERIENCE platform to address the challenges of vehicles equipped with a range of advanced

lighting and optical systems, including adaptive front-lighting, cameras, LIDAR and other sensors. These technologies play a crucial role in ensuring that vehicles detect driving hazards and assist drivers in safely navigating roads.

3DEXPERIENCE platform users will be able to access the Synopsys **LucidShape®**, **LightTools®** and **CODE V®** tools from within the platform, taking advantage of advanced, accurate technologies to model vehicle lighting – including LED pixel lights and laser headlights – as well as sensor systems. In turn, Dassault Systèmes will offer a unique opportunity for OEMs and suppliers to design the entire value chain of intelligent vehicles within the 3DEXPERIENCE platform. This includes the ability to virtually position and test vehicle driving systems.

The integration of Synopsys optical design tools on the 3DEXPERIENCE platform also creates future opportunities to extend these solutions to 3DEXPERIENCE platform users across a wide range of industries, from aerospace and defense, to life science and healthcare, industrial equipment, high tech and consumer goods.

“Synopsys LucidShape products are used by industry-leading automotive OEMs as well as Tier 1 and Tier 2 suppliers to develop lighting systems that meet their evolving functionality, branding and safety requirements,” said Stuart David, vice president of applications engineering in the Synopsys Optical Solutions Group. “Since 2017, LucidShape has been integrated within Dassault Systèmes' CATIA environment and the market is quickly adopting this solution because of its powerful automotive and aeronautic lighting simulations and analyses. By extending our partnership to the 3DEXPERIENCE platform to include our LucidShape, LightTools and CODE V products, we are offering Dassault Systèmes customers a complete set of optical design, simulation and analysis tools for any type of optical application imaginable.”

TCS BaNCS™ Marketplace Launched to Help Financial Services Companies Accelerate Innovation with Partner Ecosystem

14 October 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions organization, announced the launch of the enhanced TCS BaNCS™ Marketplace, an innovation hub for customers to collaborate and adopt cutting-edge partner solutions compatible with the TCS BaNCS suite, spanning banking, capital markets, and insurance domains.

Financial institutions are increasingly partnering with TCS to accelerate their innovation and to leverage a larger co-innovation ecosystem curated by TCS. The TCS BaNCS Marketplace offers them a rich ecosystem of solutions and APIs from fintechs, insurtechs, risktechs, regtechs and other innovators.

Customers can collaborate and experiment with these partners in a secure and trusted sandbox environment, to co-innovate and rapidly prototype solutions that enhance end-customer experience, and enable new value-added services and revenue streams. They can also select pre-packaged and curated solutions to accelerate their responses to evolving market needs.

For partners the Marketplace offers access to TCS BaNCS' large installed base across the world and an opportunity to expand into newer markets. More than 100 partners are already part of the TCS BaNCS Marketplace. Of these, 50% are in different stages of monetization and 25% of the partner solutions have already been deployed at customer organizations.

To be hosted on the Marketplace, partners go through a process of curation to determine their strategic relevance to customers and complementarity with the TCS BaNCS product roadmap.

R Vivekanand, Co-Head, TCS Financial Solutions, said, *“TCS BaNCS Marketplace gives our customers a place to collaborate and innovate with our curated set of partners in a secure, trusted environment, and deliver fresh experiences to their customers. The solutions on the Marketplace have evolved with the product direction of TCS BaNCS and the market, and its API-first approach not only facilitates easy and secure integration with multiple ecosystems, but also creates new business models and possibilities for our customers.”*

Trimble Introduces Connected Model-Based Estimating Workflow for Mechanical Piping and Electrical Contractors

14 October 2021

Trimble introduced its model-based estimating workflow, which seamlessly connects the Building Information Model (BIM) to the estimate for mechanical piping and electrical contractors. Powered by a direct API connection between Trimble® SysQue® detailing software and Trimble Estimation® MEP cloud estimating software, the workflow provides contractors with greater project insight and visibility, improved collaboration and more accurate project execution.

Model-based estimating focuses on the "I" in BIM to create the estimate from the constructible model. The detailer creates the constructible model—up to Level of Detail (LOD) 400—using SysQue. Once the model is complete, the model information is sent to Trimble Estimation MEP with the click of a button. A populated estimate with the selected details is then automatically created in Estimation MEP complete with a list of materials that contain a description, size, price and labor hours from Trimble's industry-leading MEP content database.

"We have heard from MEP contractors that disconnected, siloed workflows are a source of huge inefficiency and profit loss," said Lawrence Smith, vice president and general manager of Trimble MEP. "By connecting the detailed model with the estimate and sharing rich Trimble-managed content between applications, we are breaking down data silos, improving collaboration and unlocking significant value for MEP contractors."

The generated estimate can be used for:

- **Quantity comparisons and improved future bid accuracy** - Compare original bid estimates against what has been modeled, approved, and coordinated to better understand project status and improve bid accuracy on future projects
- **Securing the final Bill of Materials (BOM)** - Determine final quantities, materials and manufacturers for buyouts
- **Extending model data** - Estimation MEP extends model data with catalog numbers and material pricing
- **More accurate project execution** - With more detailed information from the coordinated model, contractors can more accurately plan their projects through their shops and into the field

"At Icon Mechanical, we use the model for everything—from prefabrication to loading points to the total station—and the next step for us is model-based estimating. As a design-build contractor, we do a lot of value engineering analysis of systems. By running the options we're considering through the model-based estimating process, we can quickly compare different design options in different systems to determine what will be the most cost effective option for each project," said Tim Riedle, vice president of Engineering at Icon Mechanical.

"Additionally with Trimble model-based estimating, the ability to track cost progress versus the

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estimate—our earned value versus spent value—more routinely provides an enormous advantage. It's a pain to re-do estimates every single time; the model-based estimating workflow provides a process we can run the model through to see how we're tracking without starting from scratch each time," added Riedle.

"Trimble model-based estimating is a game changer for us," said Mike Chiappone, VDC manager at Lightning Cad, Inc. "We can be more accurate with pricing and labor, and quickly send a model to Trimble Estimation MEP for progress estimates."