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CIMdata News

PLM and Sustainability

14 February 2024

This 9-page Thought Leadership paper, the first in a series, discusses the impact of sustainability on all our products—how we design, manufacture, operate, reuse, refurbish, and recycle them. Product Lifecycle Management (PLM) is central to sustainability. CIMdata believes there’s a tremendous opportunity in an economy that rewards carbon-free sustainability, enabling profitability while respecting people and our planet.

[Download Full Thought Leadership Paper Here](#)

All life on Earth is vulnerable to the sustainability and global warming issues we are experiencing. Sustainability and the Energy Transition, moving away from fossil fuels and harmful greenhouse gases (GHG) toward clean and renewable energy, is the defining issue of our time. Sustainability is not just an energy problem but impacts all our products—how we design, manufacture, operate, reuse, refurbish, and recycle them. Product Lifecycle Management (PLM) is central to sustainability.

Earth’s average temperature is about 1.2°C (2.2°F) above pre-industrial levels, and we’re currently on pace to reach between 2.4°C and 2.8°C by the end of the century. This trajectory far exceeds the targets set by the Paris Agreement of limiting global warming to well below 2.0°C, much less the preferred 1.5°C. The 28th Conference of Parties (COP28) to the United Nations Framework Convention on Climate Change concluded with 154 nations agreeing this was “the beginning of the end of the use of fossil fuels.”

The obvious problem is that the use of fossil fuels continues to rise, setting a record high of 57.4 GtCO₂e in 2022. Some countries, such as the United Kingdom, have decreased their fossil fuel use in the energy sector to the lowest level in 66 years. This is mainly due to increases in the use of renewable energy and a plan to have a fully decarbonized grid by 2035. Despite the COP28 commitments to reduce the use of fossil fuels and the projection that fossil fuels may peak as early as 2024, the challenge globally is that they’re still on the rise, with approximately 374 coal-fired units and 505 gas-plant units under construction. This and other non-energy use of fossil fuels results in higher global warming.

How Can PLM Help?

This is an exciting time for people involved in PLM as we’re in the midst of tremendous change related to product-related technology enhancements, sustainability, and the efficiencies gained in a circular product lifecycle. Just as PLM can manage the product through life, it’s also ideal for managing its sustainability, including its embedded carbon and other sustainability data.

This paper touches on the following key areas, which will be explored in greater in additional thought-leadership articles on the topic of Sustainability and PLM:

- [Embedding Sustainability in PLM](#)

- Sustainability Goal Setting & Measurement
- Design for Sustainability
- Reducing CO2e from Product Carbon Footprint
- Decarbonizing the Supply Chain
- Circular Economy
- Digital Twins, Digital Thread, IoT, and More
- Systems Thinking
- People and Education

Ultimately, the driving force behind any change is awareness. Without it, you can't begin to form a clear, compelling vision or strategy that people can buy into. While many stakeholders are involved in transitioning to a more sustainable and net-zero future, people's awareness of the problem and actions create the movement.

Today, many CEOs are under pressure to reduce their company's carbon footprint and meet their net-zero and sustainability commitments. Any major change within an organization will always require leadership, but if people don't understand the issues, the employees will struggle to execute. This is a lot of what we're seeing today. Clearly, investors, the board, and CEOs have a vested interest in reducing their carbon footprint and becoming more sustainable; the question they are wrestling with is how.

Education spreads awareness and is the catalyst that sustains movements, both inside and outside a company. Today, any company serious about reaching its net-zero goals must have an educational component that empowers its people to change how they think and design and collaborate on their products to be more sustainable.

As companies strive to meet net-zero commitments and navigate regulatory requirements, integrating sustainability into PLM becomes imperative for long-term success.

We all inhabit the same planet and atmosphere, breathe the same air, and want a sustainable Earth for our children. I believe the desire and the intent are there, but the impact is not. The ability to execute is just starting to be learned now. CIMdata believes sustainability needs to be embedded into PLM to reduce a product's PCF, decarbonize a company's supply chain, and engage in more sustainable design practices, circular processes, and business models. We believe there is a tremendous opportunity as our economy transitions to one that rewards carbon-free sustainability, and lack of waste—one that enables profitability while respecting both people and the planet.

PLM and Sustainability is a 9-page CIMdata-authored Thought Leadership paper.

Renesas Acquires Altium Limited - a CIMdata Highlight

16 February 2024

On February 15, 2024, Renesas, a leading global provider of microcontrollers, announced that they have entered into an [agreement to acquire Altium Limited](#), a global leader in printed circuit board (PCB) design tools. Renesas will acquire all outstanding shares of Altium for a cash price of A\$68.50 per share (US\$44.53 at today's exchange rate of 0.65 A\$ to US\$), a total equity value of approximately A\$9.1 billion (approximately US\$5.92B). This is part of [Renesas digitalization strategy](#) announced in October 2023.

The two companies' shared vision is to establish "an integrated and open electronics system design and lifecycle management platform that allows collaboration across component, subsystem, and system-level design." They plan to leverage Altium's existing platform capabilities, including their cloud-native Altium 365 offering. Since its introduction in May 2020, Altium has expanded Altium 365s capabilities and announced a number of partnerships supporting the solution.

This is the second acquisition in the electronic design automation (EDA) space in recent weeks, following close on the heels of Synopsys announcing a very sizable US\$35B deal to acquire global simulation leader Ansys. CIMdata has long spoken about the trend toward smart, connected products, and how both EDA and software development capabilities are critical to developing these new products in a wide variety of industries. (Software development tools have been popular acquisition targets in recent years as well.)

[Altium was targeted by Autodesk in 2021](#) but the companies could not agree on a price. Renesas came in with a much richer offer that apparently could not be refused (US\$38.50/share). It will be interesting to see what the combined companies will do to achieve their vision. Renesas has great experience in using EDA tools and likely has some internal software capabilities that might help them achieve this broad vision for the combined company. For example, Renesas is an Aras customer, which might have given them some [platform ideas](#). Altium has had early and sustained success with Altium 365. But while electronic components are vital to smart, connected products, they are still only part of the complete product, whose development is most often defined and managed using solutions from PLM leaders such as Dassault Systèmes, PTC, Siemens Digital Industries Software, and their many competitors. Renesas wants an open system, but it will take time and effort to form allegiances with PLM solution providers and "coopetition" can hinder their efforts. CIMdata looks forward to learning more about this new combined entity and getting more details on their solution plans.

The Digital Product Highway: Enabling digital threads across the product lifecycle - a CIMdata Commentary

13 February 2024

Key Takeaways

- CONTACT Elements' open web architecture, with a configurable data model, enables composable, reusable components to build applications and interfaces which provide the foundation for a digital thread.
- CONTACT enables a closed-loop digital thread from requirements and project planning through product engineering, manufacturing, operations, maintenance, and through end of life as well as a web of digital threads and vertical integrations within each of these lifecycle stages.
- CONTACT enabled Marel to create a "Digital Product Highway" for more efficient management of product data and collaboration across the enterprise.
- CONTACT's digital thread capability enables companies to realize benefits to their top- and bottom-line and increase their resiliency.

Introduction

Many companies suffer from siloed data that is isolated and used within a given functional area but is disconnected and inaccessible to the wider enterprise. This siloed data results in time wasted searching for and often not finding information users need to do their jobs. An organization's processes should flow end-to-end across the product lifecycle, however often they are disconnected by these silos causing manual intervention, resulting in many inefficiencies. These pockets of siloed data constrained the organization's ability to collaborate and share insightful information across the extended enterprise. Without real-time visibility to product data, organizations struggle to make informed decisions and react with the speed and efficiency required in today's competitive marketplace.[\[1\]](#)

Companies with disconnected processes have huge challenges managing revisions and versions across information silos within the enterprise and across the extended value chain. A company's supply chain is critical to their success. Supply chains are complex, global, and multi-tiered, so it is essential that they are well connected with stakeholders throughout the enterprise. These disconnects impact quality, which is everyone's job. Siloed information inhibits the ability to enable proactive quality control. This results in more defects and increases the cost of quality.

Data that is not connected results in many inefficiencies including schedule delays, cost overruns, and dissatisfied customers, all of which impact bottom-line profits, top-line revenues, the resiliency to adapt to market disruptions and respond to new business opportunities.

Without connecting data and processes across the enterprise, companies lack visibility and traceability, which prevents optimization and increases both risks and costs. As products become more complex, smarter, and more connected with increased digitalization, and as

business models shift toward product as-a-service, companies are looking to take advantage of digital threads.

What is a Digital Thread?

A digital thread is a framework that connects data and processes across an extended enterprise. It is often thought of as a linear thread because the product is managed across its product lifecycle from concept through life. However, a digital thread consists of a web of items or nodes that connect the data and decisions that are made in many complex directions that support the product.

The digital thread is traceable, bi-directionally across the web of items from many contributing departments, domains, and suppliers containing information that can impact how well others can perform their tasks. This traceability enables users to “look back” to prior decisions or views of data they wouldn’t normally have. It provides information that people can use to understand “how” and “why” decisions were made. In doing so, this helps them to collectively collaborate more efficiently, resolving issues faster, performing analysis and tasks with the correct data to make more informed decisions.

One common application of a digital thread is enablement of the connection between a physical asset and its digital twin—a virtual representation (i.e., digital surrogate) of a physical asset. The digital threads enable the company to take advantage of the dataflows to and from the physical assets. This improves operations by generating valuable insights, resulting in more efficient processes, and monitoring and optimizing the physical asset. The digital threads are the pathways that connect hundreds of information nodes that enable the enterprise to keep a digital twin up to date with visibility and access to everything related to the asset in manufacturing or in operation and service. Connecting the physical asset to a digital twin or series of digital twins across a closed loop digital thread enables the enterprise to continuously develop and improve existing assets as well as improve the development of newer generations of the product.

Key attributes of a digital thread are:

- Openness, that enables integration to other applications besides those the solution vendor offers.
- Connectivity and interoperability, which allows seamless collaboration.
- Composable, providing the ability to readily expand the scope of architecture and applications across the enterprise.

The Benefits of a Digital Thread

Companies that have digital threads are more collaborative and productive. They accelerate their time to value, reduce their cost of quality, and are more resilient with increased ability to address challenges and opportunities with speed and agility.

The most obvious benefit to the end user is their ability to find data quickly. Using a digital thread, stakeholders can navigate and access the most relevant product data, enabling them to

use this information to collaborate with others across projects, domains, departments, and throughout the supply chain.

The increased connectivity and visibility when using a digital thread across departments, enterprise systems (i.e., ERP, MES), and the supply chain accelerates the enterprise's ability to access the right data faster, enabling analysis and other tasks to be performed more efficiently. This increases a company's operational productivity and accelerates their time-to-value.

When everyone can access the same data, and trace back to when decisions were made, it reduces defects caused by incorrect data. This enables quality to become everyone's concern without extra effort.

CIMdata's view is that a company that has visibility across its end-to-end processes is more resilient because it is connecting the many different specialized areas that impact each other. This enables the collective organization to be more informed and have greater and quicker insights into how to address potential disruptions or take advantage of market opportunities faster and collaboratively. CIMdata believes this ultimately has a positive impact on their top- and bottom-lines.

Technology and Approach

CONTACT Software offers a set of five products in one platform: PLM, IoT, Project Management, Collaboration, and Integration. CONTACT Elements is the underlying open architecture and configurable data model which enables composable reusable component applications and interfaces. It provides the foundation to allow for an end-to-end digital thread across the digital enterprise. This modular approach enables applications to be composed and updated faster than more monolithic approaches.

CIM Database PLM is an open, scalable PLM software that enables collaboration and flexible processes within projects, across disciplines and systems, and across the extended enterprise. It consists of PLM modules based on the open, modular low-code Elements platform.

CONTACT Catalyst Web Services are the building blocks based on standardized technologies that enable the development of enterprise applications. CONTACT Catalyst integrates the PLM platform and CIM Database with other large enterprise applications such as ERP, which enables the digital thread capability.

CONTACT Elements creates both horizontal and vertical connectivity. While it can connect horizontally across the product lifecycle, it also enables vertical integration from any lifecycle stage. Marel, a full-line supplier of innovative food processing solutions, were able to use CONTACT to enable a "Digital Product Highway" ensuring that everyone is looking at the correct information, in easy-to-understand formats with data consistency in a cohesive integrated approach from concept through end-of-life. There are several benefits to this approach, such as process harmonization, which can be observed in Marel's Digital Highway approach. Also, from an automation perspective (i.e., data integration, data distribution), CONTACT provides considerable benefit to support mass data processing and consolidation. From a corporate strategic perspective, having the flexibility to deal with post-merger/acquisitions where processes need to be harmonized is another key benefit.

Conclusion

CIMdata believes that to maintain market competitiveness, companies must digitally connect their end-to-end processes and adopt the use of digital threads across their extended enterprise. CIMdata is impressed with CONTACT Elements open web architecture. The configurable data model enables composable, reusable components on which organizations can build applications and interfaces, which provide a foundation for a digital thread. CONTACT enables a closed-loop digital thread from concept through life as well as a web of digital threads and vertical integrations. This promotes improved efficiency, quality, time-to-market, visibility, collaboration, more informed decision making, and ultimately impacts the top-line and bottom-line. CIMdata recommends any company looking to enable end-to-end connectivity with both horizontal and vertical integration consider CONTACT Software.

[1] Research for this commentary was partially supported by CONTACT Software.

Acquisitions

ABB to acquire SEAM Group to expand electrification service offering

16 February 2024

ABB announced that it has entered into an agreement to acquire SEAM Group, a major provider of energized asset management and advisory services to clients across industrial and commercial building markets.

The acquisition will complement ABB's Electrification Service offering, bringing significant additional expertise to customers in the areas of predictive, preventive, and corrective maintenance, electrical safety, renewables and asset management advisory services. The transaction is subject to regulatory approvals and expected to close in Q3 2024. Financial terms were not disclosed.

SEAM Group offers a suite of services including strategic advisory, custom training, advanced technology and data management solutions to help clients improve their safety and operational performance by securing asset uptime and improving productivity.

The Company has nearly 250 employees and supports more than 1 million energized assets for over 800 active clients operating across 50 US states, as well as in the Americas, EMEA and Asia. With its presence at around 3,000 customer sites and a strong foothold in fast-growing segments such as commercial buildings, data centers, healthcare, manufacturing and renewables including EV charging infrastructure, SEAM Group will extend ABB's low- and medium-voltage services where reliable and available power is critical.

"For many industries, every minute of production time counts. Proactive asset management is now a priority for industrial companies to guarantee peak performance of electrical systems and overall operational efficiency, safety and sustainability," said Stuart Thompson, Division President, ABB Electrification Service.

“This acquisition is part of our ongoing strategy to create a new force in electrification service, broadening our offering and footprint in the US. By sharpening our approach in one of our key markets, we will be able to offer customers complete asset lifecycle management services, while expanding our field service coverage across North America.”

Colin Duncan, Chief Executive Officer for SEAM Group said: “The synergies between SEAM Group and ABB are clear. From our shared values of customer focus, collaboration and enabling a more sustainable future, to our complementary portfolios, together we will deliver new levels of operational performance while supporting companies in their energy transition. We look forward to becoming part of ABB and the opportunity to bring the best of SEAM Group and ABB to our customers.”

Accenture to Strengthen Sourcing and Procurement Services With Acquisition of Insight Sourcing

13 February 2024

Accenture has entered into an agreement to acquire Insight Sourcing, a provider of strategic sourcing and procurement services. Insight Sourcing will broaden Accenture’s sourcing and procurement services for private equity companies and the consumer goods, retail, technology and industrial industries.

Insight Sourcing helps its clients optimize costs when sourcing and negotiating contracts for direct materials (e.g., metals, electronics, food ingredients, chemicals, clinical services), indirect materials (e.g., logistics, packaging, IT, marketing), services related to capital expenditures (e.g., construction, facility equipment) and energy procurement management.

The firm will strengthen Accenture with proven expertise in cost takeout strategy powered by category and supplier market intelligence. Insight Sourcing will add approximately 220 sourcing consultants to Accenture’s Sourcing & Procurement practice within its Supply Chain & Operations function. The acquisition will include Insight Sourcing’s bespoke suite of more than 40 technology procurement tools to help clients capture value faster.

Rob Fuhrmann, global lead for sourcing and procurement at Accenture, said: “Accenture and Insight Sourcing will combine expertise across direct, indirect and capital expense cost reduction with complementary data and technology capabilities to drive efficiency and resilience across our clients’ supply chains. With Insight Sourcing, we are taking another important step to position Accenture as a leading provider in sourcing and procurement advisory and execution services for corporate and private equity clients.”

With Insight Sourcing, Accenture will continue expanding its capabilities for private equity clients. Insight Sourcing currently serves more than 60 companies in this industry, including 10 of the 25 largest funds in North America. Accenture recently acquired two additional sourcing and procurement services providers that support private equity companies, New York-based advisory firm Impendi in January and consultancy The Shelby Group last November.

“Insight Sourcing will be the latest investment we are making to address growing demands from private equity investors, who seek tailored and repeatable solutions that drive value,” said Muqsit Ashraf, global lead for Accenture Strategy. “Combined with Accenture’s proven expertise across strategy, advisory, technology and managed services, Insight Sourcing will provide critical spend and sourcing capabilities to our private equity clients and their portfolio companies.”

Tom Beaty, founder and CEO of Insight Sourcing, said: “Joining Accenture will accelerate our mission of bringing procurement excellence to our clients. Over two decades, we have built a skilled team of professionals who are passionate about being the best in their craft and driving impactful results. As part of Accenture’s sourcing and procurement strategy, we will reach new levels of continued success with increased resources and opportunities.”

Insight Sourcing is headquartered in Atlanta and was founded in 2002. The acquisition will include Insight Sourcing’s energy procurement and management business, Insight Energy.

Terms of the transaction were not disclosed. Completion of the acquisition is subject to customary closing conditions, including receipt of regulatory approvals.

Renesas to Acquire PCB Design Software Leader Altium to Make Electronics Design Accessible to Broader Market and Accelerate Innovation

15 February 2024

Renesas Electronics Corporation, a supplier of advanced semiconductor solutions, and Altium Limited, a global leader in electronics design systems, announced they have entered into a Scheme Implementation Agreement (“SIA”) for Renesas to acquire Altium by way of a Scheme of Arrangement under Australian law (“Scheme”). Under the terms of the transaction, subject to satisfaction of a number of conditions, Renesas will acquire all outstanding shares of Altium for a cash price of A\$68.50 per share, representing a total equity value of approximately A\$9.1 billion (approximately 887.9 billion yen at an exchange rate of 97 yen to the A\$) and an enterprise value of A\$8.8 billion (approximately 859.3 billion yen at an exchange rate of 97 yen to the A\$). The acquisition enables two industry leaders to join forces and establish an integrated and open electronics system design and lifecycle management platform that allows for collaboration across component, subsystem, and system-level design. The transaction strongly aligns with Renesas’ digitalization strategy and represents the company’s first significant step in bringing enhanced user experience and innovation at the system level for electronics system designers.

As technology advances, the design and integration of electronic systems become increasingly complex. The current electronics system design flow is a complicated and iterative process that involves multiple stakeholders and design steps, from component selection and evaluation to simulation and PCB physical design. Engineers must be able to design systems that are not only functional but also efficient and cost-effective under shortened development cycles.

Together, Renesas and Altium, under a shared vision, aim to build an integrated and open electronics system design and lifecycle management platform that unifies these steps at a

system level. The acquisition brings together Altium's sophisticated cloud platform capabilities with Renesas' strong portfolio of embedded solutions, combining high-performance processors, analog, power and connectivity. The combination will also enable integration with third-party vendors across the ecosystem to execute all electronic design steps seamlessly on the cloud. The electronics system design and lifecycle management platform will deliver integration and standardization of various electronic design data and functions and enhanced component lifecycle management, while enabling seamless digital iteration of design processes to increase overall productivity. This brings significantly faster innovation and lowers barriers to entry for system designers by reducing development resources and inefficiencies.

"Development processes continue to evolve and accelerate. With our Purpose "To Make Our Lives Easier" in mind, our vision is to make electronics design accessible to the broader market to allow more innovation through a cloud-based platform," said Hidetoshi Shibata, CEO of Renesas. "Addition of Altium will enable us to deliver an integrated and open development platform, making it easier for businesses of all sizes and industries to build and scale their systems. We look forward to working with Altium's talented team as we continue to invest and drive our combined platform to the next level of value for our customers."

"I strongly believe that electronics is the single most critical industry to building a smart and sustainable world. Renesas's visionary leadership and commitment to making electronics accessible to all resonates strongly with Altium. Altium's vision of industry transformation finds its fullest expression in service of this grand vision of Renesas," said Aram Mirkazemi, CEO of Altium. "Having worked closely with Renesas as a partner for nearly two years, we are excited to be part of the Renesas team as we continue to successfully execute and grow."

Altium's history began in 1985 from Australia as one of the world's first printed-circuit board (PCB) design tool providers. The company has grown into a global market leader with the most popular PCB software tool in use today. Its software tools empower and connect PCB designers, part suppliers and manufacturers to develop and manufacture electronics products faster and more efficiently. With the addition of the world's first digital platform for design and realization of electronics hardware, Altium 365, Altium's leading PCB design software creates seamless collaboration across the entire PCB design process. In June 2023, Renesas **announced** that it had standardized development of all PCB design on the Altium 365 cloud-based platform from Altium. Renesas has been working with Altium to publish all its products' ECAD libraries to the Altium Public Vault. With features such as manufacturer part search on Altium365, customers can choose Renesas parts directly from the Altium library for faster time to market.

The transaction has been *unanimously* approved by the boards of directors of both companies and is expected to close in the second half of 2024. Completion of the transaction is subject to approval by Altium shareholders, Australian court approval as well as regulatory approvals and other customary closing conditions. The Altium Board unanimously recommends that Altium shareholders vote in favor of the Scheme, in the absence of a superior proposal and subject to the independent expert concluding (and continuing to conclude) that the Scheme is in the best interests of Altium shareholders. Subject to those same qualifications, each Altium director intends to vote, or cause to be voted, all Altium shares held or controlled by them in favour of

the Scheme. Altium will continue to be led by CEO Aram Mirkazemi as a wholly-owned subsidiary of Renesas.

Financial Highlights

The acquisition strengthens Renesas' financial profile and provides shareholders significant value by accelerating Renesas' Digitalization strategy.

Financial highlights of the transaction include:

- Purchase of all Altium common stock for A\$68.50 per share in cash. This represents a premium of approximately 34% to the closing price of Altium common stock on February 14, 2024, the last trading day prior to the transaction announcement, a premium of approximately 39% to Altium's one-month volume-weighted average price ("VWAP") from January 15, 2024, a premium of approximately 46% to Altium's three-month VWAP from November 15, 2023 and a premium of approximately 31% to Altium's all-time high closing price.
- The all-cash transaction represents an equity value of approximately A\$9.1 billion (approximately 887.9 billion yen at an exchange rate of 97 yen to the A\$), and an enterprise value of approximately A\$8.8 billion (approximately 859.3 billion yen at an exchange rate of 97 yen to the A\$).
- The transaction is immediately accretive to earnings without synergies; the combined company expects to achieve earnings impact from revenue and cost synergies after the completion of the transaction. Altium brings US\$263 million revenue, 36.5% EBITDA margin, and 77% recurring revenue. These metrics are based on Altium's fiscal year ended June 30, 2023.
- Renesas plans to finance the transaction with bank loans and cash on hand and the transaction is not subject to any financing condition.
- Renesas expects to deleverage its Net debt/Non-GAAP EBITDA multiple to <1.0x within 3 years after the completion of the transaction.

Advisors and counsel

Deutsche Bank is serving as exclusive financial advisor to Renesas; DLA Piper LLP, Covington & Burling LLP and Nagashima Ohno & Tsunematsu are serving as Renesas' legal counsel.

J.P. Morgan Securities LLC is serving as exclusive financial advisor to Altium; King & Wood Mallesons and Reed Smith LLP are serving as Altium's legal counsel.

Zoom Webcast information

Renesas and Altium management will host a webcast to discuss details of the transaction at 12:00 p.m. Sydney Time / 10:00 a.m. Japan Time today / 5:00 p.m. Pacific Standard Time on February 14. Shareholders, analysts, investors and media are invited to join the live webcast by registering using the following

link: https://us06web.zoom.us/webinar/register/WN_UZNbsq0GRP63mrabGLcOuA

After registering, you will receive a confirmation email containing details to access the webinar via conference call or webcast.

A recording and the accompanying presentation relating to the transaction will be available on the [investor relations section](#) of the Renesas website after the event.

Company News

AECOM appoints Katherine Stephens as Chief Operating Officer for its Canada Region

12 February 2024

AECOM, the world's trusted infrastructure consulting firm, announced Katherine Stephens has been named Senior Vice President and Chief Operating Officer of its Canada region, based in its Toronto office. With nearly two decades of service at AECOM, Ms. Stephens will be responsible for driving long-term growth, providing operational leadership, and overseeing strategic insight and hiring for business activities in the region.

"We are thrilled for Katherine to build on her outstanding track record at AECOM and take our business forward as we collaborate with clients across Canada on the country's largest and most impactful infrastructure projects," said Richard Barrett, chief executive of AECOM's Canada region. "Katherine has a demonstrated history of leading high performing teams to continually improve operational efficiency, enhance client satisfaction and manage organizational change while successfully balancing short-term business objectives with long-term growth. Her wealth of experience across our global network is a valuable asset as we continue to accelerate growth through our *Think and Act Globally* strategy."

Ms. Stephens first joined AECOM in 2007 and has since held a variety of leadership roles across North America. Most recently Ms. Stephens served as Senior Vice President and Director of Operations for the Company's U.S. West regional Environment business line, helping implement AECOM's *Sustainable Legacies* strategy, and supporting technical teams to bid and deliver on projects that have a lasting impact on communities.

"Over the course of my career, I have been dedicated to fostering a culture of collaboration and innovation on my teams. I'm honored to step into this new role and partner with Richard and the senior leadership team, where we will continue to improve operating performance and remain committed to delivering on clients' expectations," said Ms. Stephens. "As a Canadian, I have a deep understanding of the region and look forward to bringing the breadth of my experiences within the global AECOM network to this role."

Ms. Stephens' role is effective immediately.

Aurigo Software Appoints Richard Craemer as Vice President of Marketing

15 February 2024

Aurigo Software, the leading provider of capital planning and construction management software for infrastructure and private owners, announced it has appointed Richard Craemer as Vice President of Marketing. In his updated role, Richard will spearhead new market initiatives, launching new solutions and expanding the company's engagement with customers and end users. He joined Aurigo's marketing team in January 2020.

"Over the past four years, Richard has been the architect behind our marketing team's transformation into a global, multi-disciplinary group sharing Aurigo's extraordinary story with our customers and industry," said Balaji Sreenivasan, CEO and founder of Aurigo Software. "He has led our company through an exceptional phase of execution and scale."

Aurigo has shown strong growth for several years with the company seeing expanding interest in its capital planning, right of way, and construction management capabilities as major public agencies take advantage of funding from the bipartisan Infrastructure Investment and Jobs Act passed in November 2021. Capital investment in the private sector is also on the rise in many areas, including manufacturing, warehousing, and data centers.

"To build a team from the ground up that gets to work with some of the brightest minds in capital program management and construction is a truly unique opportunity," Richard Craemer stated. "I'd like to thank everyone who's been a part of this journey so far—our customers, my colleagues at Aurigo, and our industry partners. We're just getting started."

Richard has worked in the construction and engineering technology space for 18 years. He has implemented project management and other key systems for over 50 different capital owners, including local, regional, and state-level public agencies, major healthcare providers, and top university systems. He will oversee all aspects of Aurigo's marketing function, including brand and communication, demand generation, product marketing, customer marketing, and operations.

Bluebeam Announces 2023 Partner Award Winners at Global Channel Forum

14 February 2024

Bluebeam, a leading developer of solutions and services for architecture, engineering, and construction (AEC) professionals worldwide, announces the winners of the company's Partner Awards program. Bluebeam hosts these annual awards to recognize and honor those partners who demonstrated excellence in collaboration and growth throughout the year. Winners were announced at the Bluebeam Global Channel Executive Forum last week held in Orlando, FL.

- **The "One to Watch" Award** was given to Dutch reseller, Bouwplaatsautomatisering (BPA). This award recognizes a rising star among smaller or newer partners of Bluebeam who exhibits outstanding dedication and strides in expanding their Bluebeam business and setting a high standard for growth potential.

- **The Subscription Super Star Award** was given to Kalkylhjälp AB out of Sweden and US-based Print-O-Stat (tie). This recognition celebrates the partner(s) who embodied Bluebeam's transition to a subscription model by showcasing exceptional adaptability and success in embracing this transformative shift.
- **The New User Growth Award** recognizes the partner in each global region who has demonstrated exceptional success by realizing the highest percent year-over-year increase in expanding Bluebeam's user base throughout 2023. This year's winners were UK-based Cadventure (EMEA), VinZero Cloud A2K, an ARKANCE Company (APAC), and Microsol Resources (Americas).
- **The New Customer Acquisition Award** recognizes companies that embody remarkable tenacity in acquiring net new customer accounts. This year's winners were Italian reseller Weisoft (EMEA), Singapore-based Innocom (APAC), and Topcon Solutions Store (Americas).
- **The Partner of the Year Award** demonstrates the relationship between the partner company, Bluebeam, and customers and celebrates the partner's ability to deliver an extraordinary experience through product knowledge and sales. This year's Partners of the Year were Cadventure (EMEA), VinZero Cloud A2K, an ARKANCE Company (APAC), and U.S. CAD, an ARKANCE Company (Americas).

"The Global Partner Awards were created to highlight companies who showed elevated performance and realized key achievements in 2023," said Mary Santoro, Chief Sales Officer at Bluebeam. "Last year was a monumental year in Bluebeam's history as we transformed into a SaaS business with the launch of Bluebeam Cloud. These partners have each been instrumental in our success, have proven their ability to delight customer, and we are honored to work alongside them."

CAPGEMINI PARTNERS WITH MISTRAL AI TO SPEARHEAD THE ADOPTION OF NEW FRONTIER GENERATIVE AI MODELS

8 February 2024

Capgemini announced a new alliance partnership agreement with one of the world's most innovative and dynamic new players in artificial intelligence, Mistral AI. Together, Capgemini and Mistral AI will focus on accelerating the evolution towards more accessible, versatile, and cost-effective generative AI implementation at scale. Capgemini aims to help its extensive portfolio of global clients derive greater long-term value and accelerate their generative AI use cases by embedding Mistral AI's highly efficient foundational models into their broader generative AI architecture.

Thanks to this new partnership, Capgemini's clients will not only benefit from the company's leading capabilities in data and AI, breadth of generative AI services and deep industry expertise, but also Mistral AI's revolutionary generative AI models. Mistral AI is changing the game for organizations looking to transform their business, developing a broad range of AI models that are more cost efficient and currently outperform most alternatives in the industry.

Leveraging Mistral AI's technology, Capgemini aims to make generative AI more accessible for enterprises looking to customize and deploy multiple use cases for a large number of users, and with a lower carbon footprint.

Mistral AI's foundational large language models (LLMs) are a transformative force for innovation. Based in France and with a team of cutting-edge AI scientists across Europe, Mistral AI's models offer unmatched customization and are pretrained for robust multi-lingual competencies – a key requirement for global organizations today. Together, Capgemini and Mistral AI are exceptionally well-positioned to address clients' specific business needs, especially in highly regulated and sensitive industries, such as Financial Services, Aerospace and Defense, Utilities and Telcos, and Public Sector.

Arthur Mensch, Cofounder and CEO of Mistral AI said, *"Mistral AI is on a mission to push generative AI forward and it is only through collaboration with like-minded visionaries that we will accelerate the diffusion of this world changing technology. Deployment at scale is one of the biggest barriers to widespread adoption of generative AI, and our partnership with Capgemini means forward-thinking organizations of all sizes will be able to customize our compute-efficient, powerful AI models for real world applications."*

Fernando Alvarez, Chief Strategy and Development Officer at Capgemini and Group Executive Board member said, *"Sustainable business transformation demands the ability to scale, and for generative AI this means efficient, high performing open models with smaller compute size and lower carbon footprint installations. Together with Mistral AI, Capgemini will help to spearhead the AI revolution, enabling organizations of all sizes to realize significant business value from this technology that is set to redefine the world we live in and accelerate the dual transition towards a digital and sustainable economy."*

CoreLogic Deepens Capabilities through Strategic Alliance with Google Cloud

14 February 2024

CoreLogic®, a leading global provider of property data and analytics, has announced the expansion of its strategic alliance with Google Cloud, solidifying a successful collaboration that has thrived over the past half-decade.

Since the inception of this relationship, CoreLogic has integrated Google Cloud's forward-looking solutions into all of its crucial property professional workflow solutions. Over 1.5 million property professionals rely on CoreLogic's scaled, secure data and software solutions, giving the company deep insights into the U.S. housing economy.

As part of this extended collaboration, CoreLogic is working with Google Cloud to mature its AI capabilities by leveraging Vertex AI, Google Cloud's enterprise AI platform. This unified platform is designed to accelerate the building of new machine learning models, leveraging pre-built models that empower CoreLogic to unlock valuable insights from its expansive, industry-leading property dataset. CoreLogic is accelerating new product development with wide-scale deployment of image and climate risk analytics, natural language processing and state-of-the-art predictive modeling using Google Cloud's suite of AI solutions. From automating a property

listing, to calculating the first-floor height of every structure, CoreLogic is bringing invaluable insights into the hands of every property professional.

“CoreLogic has been at the forefront of innovation for decades with our best-in-class property data, platforms and software solutions. Our strategic relationship with Google Cloud has allowed us to further unleash our AI potential, empowering CoreLogic to help our clients make faster, smarter and more people-focused decisions,” said Patrick Dodd, President and CEO of CoreLogic.

“Generative AI is fundamentally changing how businesses in every industry operate, fueling a new era of cloud that can benefit virtually every area of an organization,” said Thomas Kurian, CEO, Google Cloud. *“By utilizing Google Cloud’s leading gen AI capabilities, CoreLogic can transform how agents, lenders and carriers serve their end customers and unlock new ways to solve the property ecosystem’s largest business challenges.”*

Digital Twin Consortium Publishes Industry User Guide for Applying Reality Capture to Site Civil Projects

13 February 2024

Digital Twin Consortium® (DTC) published the *Industry User Guide for Applying Reality Capture to Site Civil Projects*, which is a supplement to the DTC whitepaper *Reality Capture: A Digital Twin Foundation*. The new guide is a resource and practical companion industry stakeholders can use for guidance and insights when implementing reality capture for digital-twin-based on-site civil projects.

“Reality-capture technology embodies a set of devices and processes that are used to collect the conditions of a physical objects, assets, or space, said Dan Isaacs, GM & CTO, DTC. “Reality capture technology with digital twins enhances visualization to support decision making about site civil projects like buildings, roads, bridges, canals, dams, airports, sewage systems, and pipelines.”

“By integrating reality capture data from a civil site into a digital twin, project stakeholders gain valuable insights, allowing for better resource allocation, scheduling, and connecting the physical world to the digital world,” said Michael LaFontaine, PLS, PMP, Deputy County Surveyor, Orange County, and one of the authors of the user guide.

The user guide includes the following information:

- Using reality capture devices in different phases of a civil site project
- Typical reality capture devices used for civil site projects
- Work stages of civil site projects
- Civil site project stakeholders
- Control and accuracy for civil site projects
- Specifications for safety standards, privacy, accuracy, and precision

- Reality capture outputs and deliverables
- Use cases, trends, and technologies featuring digital-twin-based reality capture
- Standards for reality capture of buildings

EMA Design Automation and Hawk Ridge Systems Reshape Engineering Software Landscape with Full ECAD/MCAD Convergence

7 February 2024

EMA Design Automation, Inc. and Hawk Ridge Systems entered a strategic partnership to give customers a full ECAD/MCAD design experience, leveraging best-in-class tools and support for the entire electronic product design flow.

EMA Design Automation, Inc. is the world's premier electronic design automation (EDA) value-added reseller (VAR). Hawk Ridge Systems is the leading provider of 3D design, manufacturing and 3D printing solutions in the U.S. and Canada.

As electronic product design continues to grow in complexity and scale, the traditional silos between electrical and mechanical domains are inhibiting teams from meeting their design goals and timelines. End-to-end solutions are needed, along with deep domain expertise, to help customers develop fully connected flows to solve their design challenges.

"As the ECAD and MCAD domains continue to converge, there is a great need to help customers manage the realities and requirements of a fully integrated design environment across the electrical and mechanical product development process," said Manny Marcano, President of EMA Design Automation, Inc. "Partnering with Hawk Ridge Systems brings two companies together with unmatched expertise in electrical and mechanical design to help customers confidently deliver successfully electromechanical products on the first pass."

Through this partnership, Hawk Ridge Systems will now sell and distribute Cadence and EMA ECAD design solutions to their customers. These state-of-the-art solutions were developed with 30+ years of electronics design expertise and support from EMA.

"Our customers are looking for solutions to help them bridge the gap between MCAD and ECAD to operate more efficiently and effectively as they design their products," said Dale Ford, CEO at Hawk Ridge Systems. "This partnership with EMA allows us to instantly provide expert guidance and support to our customers for the electronics in their electromechanical systems. We're excited to be working with EMA."

Illinois Tech Partners With Gamma Technologies

8 February 2024

Illinois Institute of Technology (Illinois Tech) and Gamma Technologies (GT), a global leader and innovator in multi-physics systems simulation software, have signed a collaboration agreement, marking the beginning of a long-term relationship aimed at mutual growth and innovation in advanced physics simulation.

This collaboration will provide Illinois Tech students and faculty access to Gamma Technologies' GT-SUITE, their flagship product, an advanced multi-physics simulation software. The engineering students and faculty will deploy and implement the GT-SUITE product portfolio in student learning environments and provide feedback on product roadmaps to GT. In addition, Illinois Tech will soon introduce a new course that incorporates the principles of multi-physics, multi-scale systems simulation, utilizing Gamma Technologies' software.

"We are thrilled to partner with Gamma Technologies," said Louis Cattafesta, Chair of the Department of Mechanical, Materials, and Aerospace Engineering at Illinois Tech, who played a pivotal role in forging this partnership. "This collaboration not only provides our students with state-of-the-art resources but also will help them develop the real-world skills needed to succeed. I look forward to growing this relationship and exploring the many possibilities this partnership holds."

"Illinois Tech is educating the workforce of the future...today," remarked Dimple Shah, President and CEO of Gamma Technologies. "Virtualization of complex systems is critical to engineering a sustainable future. Shaping engineering talent to advance innovations with interdisciplinary methods around computer-aided engineering is mission critical for industry pioneers. Working with these emerging engineers at Illinois Tech and seeing them excel at state-of-the-art best practices before they graduate, is gratifying."

"This collaboration with Gamma Technologies is yet another testament to Illinois Tech's dedication to staying at the forefront of technological advancement," said Kenneth T. Christensen, Provost of Illinois Tech. "As Chicago's only tech-focused university, providing our students with opportunities to engage directly with industry leaders is a cornerstone of our educational philosophy. Partnerships like these are essential in giving our students opportunities for hands-on experience to prepare them for the challenges of tomorrow."

Beyond the classroom, Gamma Technologies plans to provide internships to Illinois Tech students, enabling students to gain real-world exposure. This partnership is especially well-matched because of Tom Morel, a co-founder of Gamma Technologies and alumnus of Illinois Tech. Morel, Chairman of GT's Board of Directors, in 2019 gave a generous donation to the university to establish the Thomas and Josette Morel Graduate Fellowship, which supports graduate students who are pursuing research-based master's and doctoral degrees in the fields of mechanical, materials, and aerospace engineering.

"Illinois Tech's dedication to engineering excellence and providing the best resources and opportunities for their students has always inspired me," stated Morel. "Seeing their program growing and collaborating with industry and best-in-class software manufacturers, such as GT, is exciting. These Illinois Tech graduates are ready to excel and contribute as soon as they leave campus."

L&T Technology Services and BlackBerry collaborate to offer suite of automotive technologies for SDVs

13 February 2024

L&T Technology Services Limited, a pioneering digital engineering and R&D services company, announced a strategic partnership with BlackBerry, the trusted security software and services company. The collaboration is set to leverage the BlackBerry® QNX® suite of automotive software solutions and enable the development of innovative Software Defined Vehicles (SDVs) for global Original Equipment Manufacturers (OEMs).

The partnership sees LTTS integrating cutting-edge BlackBerry® technologies – including QNX® Neutrino® OS, QNX® OS for Safety, QNX® Hypervisor, BlackBerry IVY® vehicle data platform, and QNX acoustics middleware – into its service offerings. This will help expedite product time-to-market while ensuring safe and secure mission-critical solutions.

With its rich engineering domain and software expertise in SDVs, LTTS has been enabling OEMs to build innovative next-generation vehicles with tailored solutions focusing on safety and security. The collaboration with BlackBerry serves as a significant milestone in LTTS' ongoing journey to forge partnerships with global tech leaders and deliver top-tier engineering solutions to end customers.

LTTS will deploy industry leading solutions by BlackBerry in building next-generation SDV platforms on High Performance Compute (HPC) and domain controllers with complex software architectures, and middleware that reduces time-to-market for end-customers significantly. As part of this partnership, LTTS and BlackBerry will also jointly train engineers on QNX OS and QNX Hypervisor platforms.

Dhiraj Handa, Vice President, Asia-Pacific, BlackBerry IoT said, *“BlackBerry is a market leader for embedded software that requires functional safety, security and reliability. Through our collaboration with LTTS, our technology provides a trusted software foundation for the development and advancement of next generation Software-Defined Vehicles that will deliver enhanced user experiences, safely and securely.”*

Alind Saxena, President – Sales and Executive Director at L&T Technology Services Limited. *said, “LTTS has been supporting global automotive customers to accelerate their technological development journey towards Software Defined Vehicles built on the highest considerations of security and safety. Through this collaboration with BlackBerry, LTTS can help automotive organizations realize the full potential of its high-performance and scalable solutions built on industry-leading BlackBerry embedded technologies.”*

Netskope Promotes Network Security Veteran Raphaël Bousquet to Lead Worldwide Sales

5 February 2024

Netskope, a leader in secure access service edge (SASE), announced the promotion of Raphaël Bousquet to Executive Vice President, Worldwide Sales, leading all aspects of the company's

global sales and channel strategy. Bousquet succeeds Chris Andrews, who will retire from Netskope this year as part of a planned leadership transition.

A networking and security industry veteran and highly-regarded sales leader, Bousquet has successfully led top-performing technology sales teams at market-leading companies for decades. As worldwide head of Netskope's global sales organization, he will continue to drive customer demand for Netskope's industry-leading SASE and zero trust solutions to enable secure cloud transformations.

Since joining Netskope in 2021 as Senior Vice President, EMEA & LATAM, Bousquet has delivered strong leadership and exceptional execution, which has led to numerous achievements for Netskope and its EMEA and LATAM territories. This includes expanding the company's footprint across the regions, recruiting top talent, and landing world-renowned brands in financial services, healthcare, retail, manufacturing, government, and other industries as Netskope customers. Prior to joining Netskope, Bousquet successfully served as Vice President, EMEA South, Israel & Alps at Palo Alto Networks, growing territory revenue more than 600% in a five-year period. Before that, he held various international management roles at Cisco.

"Raphaël's deep industry experience, passion for winning, and the extensive accomplishments he's already achieved at Netskope make him the unanimous choice of the company's executive team and board of directors to take the sales leadership reins and drive this next era of our growth," said Dave Peranich, President, Go-to-Market, Netskope. "As we make a graceful sales leadership transition, the entire Netskope team salutes Chris Andrews for everything he has helped us achieve over the past decade – including scaling to the several-hundred-million-dollar market leader we are today."

"Chris' achievements go hand-in-hand with Netskope's biggest milestones, and we thank him for his leadership and determination over a long, impressive run that spans nearly the entire history of Netskope sales to date," said Sanjay Beri, CEO and Co-Founder, Netskope. "He helped lay the foundation for our continued success and will always be part of Netskope's legacy. We wish him the very best in retirement, and well-earned time to focus on family and personal pursuits. Here's to you, Chris!"

Andrews joined Netskope in 2014 after many years in executive sales, professional services, and support positions at Infoblox, Fortinet, Juniper, Netscreen, and other organizations. Under his sales leadership at Netskope, the company:

- Earned the trust of enterprise security and networking buyers in the most discerning industries across the world, including over 30 of the Fortune 100 as customers today.
- Helped define, and has continued to dominate, next-generation market categories such as Cloud Access Security Broker (CASB), Secure Web Gateway (SWG), Zero Trust Network Access (ZTNA), Security Service Edge (SSE), and SASE.
- Developed numerous successful go-to-market partnerships, including with major global systems integrators and managed services providers such as BT, Deloitte, Orange, Telefónica, Telstra, and Wipro, and critical alliance partners

such as Amazon Web Services, Microsoft, Google, Okta, Mimecast, CrowdStrike, and more.

- Expanded and deepened its public sector business worldwide, including, most recently, achieving FedRamp High authorization in the United States.
- Received countless accolades and industry awards, including a steady climb up the influential Forbes Cloud 100 list over seven years and counting.

Nevaris strengthens its partnership with Bluebeam and takes over direct sales for both brands

14 February 2024

With effect from January 2024, NEVARIS Bausoftware GmbH and Bluebeam GmbH are once again intensifying their partnership. After already having a joint sales organization for the core products NEVARIS Build and Bluebeam Revu since summer 2023, NEVARIS is now taking over direct sales for both brands and their successful software solutions in the DACH region. The Bluebeam sales team will thus become part of the NEVARIS team and will remain an important contact for existing and new Bluebeam customers in the future.

The two building software specialists are moving even closer together thanks to direct sales by NEVARIS. This stringent further development of the brand cooperation between NEVARIS and Bluebeam is a logical step: industry expert Ruth Schiffmann has been Managing Director of both Nemetschek subsidiaries since 2022. Since then, she and her management team have been able to gain in-depth insight into brands and software, their USPs and strategies, promote important synergies between NEVARIS and Bluebeam and uncover valuable potential for joint product development.

NEVARIS direct sales for customer benefit

NEVARIS has been an official reseller of Bluebeam's PDF-based construction software Revu since July 1, 2023. The takeover of Bluebeam direct sales with effect from January 2024 is the result of various synergy effects that have crystallized during this time. The fact that direct sales of both brands are handled centrally by NEVARIS means that customers benefit from many advantages. Important points here are: Fewer contact persons, a larger portfolio for individual challenges on the customer side, holistic support in project management as well as in program support and even greater technical expertise on the part of NEVARIS and Bluebeam. In addition, a future joint calculation solution for flexible and location-independent cloud use is being programmed and implemented in the near future.

The close cooperation at product, sales and support level is already manifesting itself at digitalBAU 2024 (from February 20 to 22 in Cologne). NEVARIS and Bluebeam will jointly represent the Nemetschek Group's Build division there and exhibit at the joint stand.

NEVARIS and Bluebeam Managing Director Ruth Schiffmann is highly satisfied with the positioning of both brands and their future joint strategic development: "The even closer integration of our two companies marks a milestone. By combining our strengths, we will be

able to actively shape the future of construction software and provide our customers and interested parties with first-class, customized solutions."

Okuma America Corporation Appoints New VP of Engineering & Factory Automation Group

8 February 2024

The management team of Okuma America Corporation, a leading global manufacturer of computer numeric control (CNC) machine tools, controls and automation systems, is pleased to announce the appointment of Mr. Wade Anderson to the position of Vice President of Engineering & Factory Automation Division for the Americas. This new role was created to optimally position Okuma to serve customer needs for evolving and next-generation manufacturing solutions.

Mr. Anderson brings more than 30 years of machine tool industry experience to his new role, having held previous positions as a machinist, application engineer, sales engineer and manager, product specialist manager, technical center manager, and most recently the general manager of Okuma America's Factory Automation Division. In this new role, Mr. Anderson will lead Okuma America Corporation's Engineering Department which includes applications engineering, product engineering, and quality assurance teams. Additionally, Mr. Anderson will continue to lead the Okuma Factory Automation Division, a business division created in 2023 to develop and expand a comprehensive line of CNC automation solutions to be used with Okuma machine tools. Mr. Anderson also serves as a member of the company's executive steering committee.

"Wade embodies our mission, vision, and values through his strong and passionate leadership," said Jim King, President and COO of Okuma America Corporation. "I am confident that his diverse background, deep process knowledge, and ability to build effective teams and programs will continue to drive excellence in engineering and automation technology at Okuma America."

In addition to his professional experience, Mr. Anderson earned a degree in Business Administration and Management from Southern New Hampshire University.

OpenText Joins the Joint Cyber Defense Collaborative to Enhance U.S. Government Cybersecurity

13 February 2024

OpenText™ has been named a member of the U.S. Government public-private cybersecurity initiative, Joint Cyber Defense Collaborative (JCDC). This collaborative effort, established by the Cybersecurity and Infrastructure Security Agency (CISA), is dedicated to elevating the cybersecurity posture of the U.S. government and its strategic international partners.

"OpenText is honored to join the JCDC and contribute to its mission of enhancing the cybersecurity of the U.S. government and its allies," said Mark Barrenechea, OpenText CEO and CTO. "We believe that OpenText threat intelligence capabilities and insights will complement

the efforts of the other JCDC members and create a more secure and resilient cyber ecosystem in support of mission.

"As a member, OpenText will support JCDC's mission to shift the paradigm from reacting to threats and vulnerabilities to proactively planning and taking steps to mitigate them. These efforts will help strengthen the government's security management practices which are essential to protect sensitive data from threat actors. OpenText will empower cyber defenders with:

- **Knowledge of how threat actors behave:** OpenText provides a wealth of knowledge and experience starting with its BrightCloud® threat intelligence telemetry, which offers visibility into the behaviors and activities of threat actors. This insight spans SMBs, consumers, and enterprises. The consumer angle is unique to what other JCDC members offer and is a valuable addition to the mission, as targeted attacks frequently extend to family members and friends of high-value assets as a way to get to the desired target.
- **Intelligence at the beginning of an attack lifecycle:** With cyDNA, OpenText introduces active risk intelligence, tracking threat actors in the early stages of their attack lifecycle. This proactive approach enables the identification of potential threats before they gain initial access, offering crucial situational awareness to halt attackers before they achieve their objectives.
- **Insight to secure and create resiliency within software supply chains:** OpenText addresses the critical aspect of securing software supply chains through its Debricked solution. By providing threat intelligence on open-source code, OpenText empowers developers to make informed decisions, minimizing the introduction of risks into their development environments. This initiative aligns with JCDC's overarching goal of creating resiliency within software supply chains.
- **Support for CISA analysts and global cyber defenders:** OpenText's commitment extends to supporting CISA analysts and global cyber defenders by actively sharing threat intelligence, including behaviors and indicators. This knowledge transfer enhances overall threat hunting efforts, fostering a deeper understanding of evolving threats within the threat intelligence community.

"Partnering with the JCDC provides OpenText the opportunity to help anchor and elevate cyber defense for this nation," says Kevin E. Greene, Public Sector, OpenText Cybersecurity. "As a former DHS alum, it is an honor to be the partner lead for OpenText as we join forces with the JCDC to disrupt adversarial activities with relentless resilience through early warning capabilities and actionable threat intelligence."

Taulia And IFC Collaborate To Help Build Sustainable Supply Chain Finance Programs

15 February 2024

Taulia, a leading provider of working capital management solutions, announced its collaboration with International Finance Corporation (IFC), a member of the World Bank Group,

to build sustainable supply chain finance programs for small and medium-sized enterprises (SMEs) in emerging markets.

IFC is Taulia's inaugural multilateral funder and adds to its already large and growing multi-funder network, which enables the business to access an increasingly broad and diverse funding pool.

Multifunder models within supply chain finance programs are designed to provide resiliency through diversification and a wider pool of funding for different currency, geography, client size, and credit profiles. Combined with the right technology, it enables businesses to hedge against liquidity risk, particularly during periods of economic uncertainty.

As an industry leader in ESG financing, IFC will assist Taulia in developing its sustainable supply chain financing programs, supporting SMEs in emerging markets with enhanced access to financing solutions, where such opportunities are often limited.

By combining Taulia's supply chain financing technology with IFC's global reach and influence, the collaboration aims to offer efficient and sustainable solutions for SMEs using early payments and working capital programs.

The collaboration will draw on IFC's own deepening commitment to sustainable supply chain finance under its Global Trade Supplier Finance (GTSF) Program, which recently doubled in size to \$1 billion and extends financial discounts to emerging market suppliers that improve their social and environmental performance.

The first-ever financial platform to provide sustainability-linked discounts on short-term working capital, IFC's GTSF program works with global brands to drive improvements among supply chain partners, boosting environmental performance, efficiency, waste treatment, emissions reductions, improved labor practices, and gender inclusivity.

Cedric Bru, CEO of Taulia, commented: "Our collaboration with IFC is a significant step forward for Taulia in expanding our reach in emerging markets and supporting SMEs in accessing cash. The combination of IFC's international expertise with Taulia's technology will enable corporations to optimize their working capital so they can pursue opportunities that require extra liquidity."

Femi Akinrebiyo, Global Manager for Manufacturing and Trade Supplier Finance at the International Finance Corporation, commented: "Smaller firms are the engine of growth and job creation in emerging markets, but it's precisely these businesses that often struggle to obtain the working capital they need to thrive. We're proud to support SMEs through our new collaboration with Taulia, which will draw on IFC's pioneering work in sustainable supply chain finance to boost businesses, reward companies contributing to a more sustainable future, and help achieve global goals for climate action."

TCS Joins Conga's Elevated Partnership Program to Help Clients Transform Revenue Lifecycle Management

13 February 2024

Tata Consultancy Services (TCS) and Conga, a global leader in Revenue Lifecycle Management solutions, have forged a strategic partnership to offer more customized and state-of-the-art solutions to enterprises. TCS is the inaugural partner of Conga's Elevated Partnership Program and will strategize with Conga on next-gen solutions and transformation opportunities for clients' end-to-end revenue lifecycle management systems.

This partnership allows both companies to leverage their deep product and market expertise, implement lessons learned from many global customer implementations, and innovation experts from both companies, to help clients achieve growth. It will enable enterprises to transform and grow by automating processes to achieve operational excellence and maximize revenue.

TCS provides Conga implementation services utilizing the TCS Crystallus™ framework, which harnesses preconfigured industry solutions to accelerate digital transformation. The offering packages quote-to-cash processes, phygital omnichannel experiences, intelligent commerce with subscriptions, rapid rollouts of digital products, and optimal run-rate business technologies to deliver unmatched end-to-end capabilities for revenue management solutions. Additionally, TCS' dedicated Conga Center of Excellence has built industry-centric frameworks and future-oriented solutions to automate and streamline the critical revenue lifecycle processes.

TCS and Conga have a longstanding relationship that has resulted in numerous successful client engagements that span across industries such as technology, software services, communications, healthcare, life sciences, manufacturing, and consumer and retail. This new partnership will expand their capabilities across markets and allow them to innovate further for new and existing clients. The partners recently helped a leading manufacturer of optical and digital precision products significantly reduce the sales cycle and improve accuracy in quote generation with an innovative configure, price, and quoting solution for a non-sales process.

"In today's business landscape where organizations continue to digitally transform at a more rapid pace, companies seek to adopt new technologies that enable them to quickly realize streamlined processes and increased revenue," said **Noel Goggin, Chief Executive Officer and Culture Leader, Conga**. "This strategic partnership between TCS and Conga combines established expertise across industries to provide tailored, advanced solutions based on unique business needs that accelerate and optimize the revenue process to help enterprises drive greater efficiencies and boost customer satisfaction."

"TCS' Conga services, driven by the TCS Crystallus framework, accelerate large-scale transformations for global enterprises to maximize sales performance and deliver successful transformations," said **Vikram Karakoti, Global Head, Enterprise Solutions, TCS**. "The new partnership with Conga exemplifies our dedication to helping organizations achieve their revenue goals while enhancing their operational excellence."

Trimble and DroneDeploy Introduce Premier Positioning Accuracy and Streamlined Workflow for Reality Capture from Drones

12 February 2024

Trimble announced the integration of the Trimble Applanix POSPac Cloud® post-processed kinematic (PPK) GNSS positioning service, featuring CenterPoint® RTX, with the drone mapping and data collection capabilities of DroneDeploy's reality capture platform. With the Trimble cloud positioning service, DroneDeploy customers can expect centimeter-level accuracy and an automated, streamlined workflow when performing reality capture with drones.

To achieve centimeter-level accuracy with its high-accuracy offering, DroneDeploy worked with Trimble and its Applanix POSPac Cloud PPK service using Trimble post-processed CenterPoint RTX. The easy-to-use cloud API enables the post-processing of GNSS kinematic positions based on dual-frequency observables logged by the drone and CenterPoint RTX.

The Trimble RTX family of corrections services offers users real-time and post-processed centimeter-level accuracy almost anywhere in the world. Delivering corrections via satellite or cellular/IP, Trimble RTX removes the need for base stations and simplifies workflows for drone operators. With no onsite setup, a fixed global datum and reduced time in the field, the Applanix POSPac Cloud PPK solution with RTX greatly increases accuracy and workflow efficiency.

"This collaboration with DroneDeploy is leading the trend for PPK-enabled drone data capture without base stations, enabled by Trimble RTX," said Joe Hutton, director of inertial technology and airborne business at Trimble. "This evolution will expand the possibilities for operators who can now more quickly and more consistently deliver highly accurate maps, enabling drones to be used in precision geospatial applications."

The enhanced capabilities afforded to DroneDeploy customers using Applanix POSPac Cloud PPK and RTX will elevate the accuracy of 3D reality capture models. This opens new opportunities for drone operators across various industries and applications, including construction, topography and temporal analysis.

"DroneDeploy is delivering high accuracy by default. The collaboration with Trimble allows us to provide centimeter-level accurate data collection as simple as drag and drop," said Michael Winn, CEO and co-founder of DroneDeploy. "In testing, we've seen large construction, energy and agriculture customers get high-accuracy drone maps simply and reliably to gain insights about the projects and assets they care about, while operating with more confidence."

Vention and Flexxbotics Partner to Deliver Combined Offering for Advanced Robotic Machine Tending

14 February 2024

Vention, the company behind the cloud-based Manufacturing Automation Platform (MAP), and Flexxbotics, delivering workcell digitalization for robot-driven manufacturing, are announcing a

partnership and the immediate availability of a combined offering for robotic workcell digitalization in next generation machining environments.

Starting today, customers can benefit from the combination of Flexxbotics' advanced robot machine tending solution with Vention's Manufacturing Automation Platform offering. Customers will utilize Vention's cloud-robotic tools and proven modular automation hardware to design tailored machine tending robot cells, and then, take advantage of Flexxbotics' powerful machine tending SaaS/hybrid solution and expert professional services for seamless deployment and continuous operation to achieve "lights out" manufacturing.

Vention brought the accessibility of industrial automation for manufacturing professionals through a single digital environment. Combining 3D design, code-free industrial programming, and a library of 4,000+ modular automation components where users can navigate through the design, automate, deploy, and operate stages of creating automated equipment all within a game-changing platform. Through its simplicity, Vention empowers all manufacturing professionals, from automation beginners to advanced integrators, to design and procure efficiently and profitably the automation for each workcells' unique machine tending requirements across the factory floor. Then, Flexxbotics professionals deploy and optimize the Vention designed robotic systems along with the Flexxbotics solution for advanced robot machine tending.

Flexxbotics workcell digitalization is important to the success of the smart factory, turning conventional robotic machine tending into robot-driven manufacturing with autonomous process control. With Flexxbotics, the robots are connected and communicate directly with the CNC machinery and the inspection equipment in the workcell for closed-loop quality control of precision machined parts. Utilizing inspection results, Flexxbotics directs the robot to make necessary adjustments to the CNC's program to account for tool wear and other variables. This ensures that the production of each part aligns consistently with specifications, guaranteeing the highest quality, capacity, and profit per part while maintaining tolerance levels.

"Vention's mission to democratize industrial automation addresses the manufacturing world's toughest challenges. With production reshoring, labor shortage, and salary inflation, companies are looking for breakthrough solutions to automate their shop floor," said Etienne Lacroix, CEO and Co-founder of Vention. "Through this partnership, manufacturers now have access to a complete, turnkey offering, leveraging Vention's Manufacturing Automation Platform, and Flexxbotics advanced machine tending solution, along with, their knowledge and expertise in deploying complex workcells."

"We are excited to partner with Vention to deliver custom designs for robotic workcell digitalization. We understand the necessity for the fleets of robots in the smart factory to connect, communicate, and work interactively with the CNC machinery and inspection equipment to provide the closed-loop coordination necessary for autonomous process control," said Tyler Bouchard, CEO and Co-founder of Flexxbotics. "We make robots go far beyond simply working with the machinery, the robots command and control the machines to optimize production, enabling greater throughput and 'lights-out' manufacturing."

Wipro Invests in Aggne to Strengthen Consulting & Services Capabilities in the Insurance Sector

13 February 2024

Wipro Limited, a leading technology services and consulting company, announced that it has made a significant investment in Aggne, a leading consulting and managed services company serving insurance and Insurtech industries.

With this investment, Wipro becomes a majority shareholder in Aggne, which brings to Wipro a highly sought-after and unique set of capabilities and Intellectual Property (IP) in the property & casualty (P&C) insurance space. The combined capabilities of Wipro and Aggne will help deliver enhanced value, faster speed-to-market, and differentiated services to clients in the P&C sector.

“Agnne’s unique capabilities will allow us to significantly strengthen our value proposition in a fast-growing part of the insurance sector,” said **Ritesh Talapatra, Senior Vice President, Capital Markets and Insurance, Americas 2 Strategic Market Unit, Wipro Limited**. “The Aggne team has a deep and well-established experience in the P&C insurance space. Their unique IP and modular approach to implementations significantly accelerate time-to-market, driving faster business outcomes and better client satisfaction. This, combined with Wipro’s deep relationships and global scale, will help us drive significant synergies and uncover new growth opportunities.”

Agnne offers a wide range of services designed to help insurers transform operations, drive new efficiencies, and deliver optimal customer experiences. The company focuses on building industry-changing solutions for the P&C insurance industry, with a commitment to collaborating with clients as partners.

Agnne’s services include IP-led consulting, implementation, and managed services with a strong focus on the Duck Creek platform—a full suite of cloud-based, low-code products that enable P&C insurers to fast-track product development and drive ongoing innovation.

“We are thrilled to add Aggne’s unique capabilities to our portfolio,” said **Harpreet Arora, Senior Vice President and Global Head of Banking, Financial Services and Insurance Domain & Consulting at Wipro Limited**. “Their innovative, IP-driven consulting capabilities in the insurance space and premier partnership status on the Duck Creek platform stand out in the marketplace. Combined with our domain expertise, these capabilities will allow us to bring clients a truly end-to-end offering that will help them drive competitive advantage and customer loyalty.”

Mike Jackowski, Chief Executive Officer of Duck Creek Technologies, added, “We are excited about the partnership between Aggne and Wipro. Aggne's deep expertise and experience in implementing Duck Creek products, combined with Wipro's scale, insurance industry acumen, and global reach, will greatly benefit our customers. This investment by Wipro brings together the best in two leading firms and will help drive innovation to the insurance industry through the deployment of leading SaaS-based solutions.”

Aggne is a recognized leader and premier partner in the Duck Creek ecosystem. The company is the recipient of the Duck Creek Technologies 2023 Americas Value Creation Partner of the Year award.

“We are excited about the growth opportunities this new partnership creates for our company and our current and future clients,” said **Asha Kalidindi, Co-Founder and CEO of Aggne**.

“Joining forces with Wipro will allow us to reach a larger and global set of clients and deepen our presence in the insurance sector. Further, Wipro’s commitment to talent development will provide our employees with new growth opportunities. With access to Wipro’s scale and deep technical capabilities, as well as investments in artificial intelligence, we will be able to innovate faster, expand our capabilities and build new ones in alignment with evolving industry needs. We look forward to tapping into the potential ahead of us and driving continued growth for our clients.”

Founded in 2019, Aggne is incorporated in the United States and India, with offices in Tampa, Florida, and Hyderabad, India. The company has 230 employees based in India and the United States.

Event News

AECOM CEO Troy Rudd to present at the upcoming Citi conference on February 20th

7 February 2024

AECOM, the world’s trusted infrastructure consulting firm, announced that Troy Rudd, AECOM’s chief executive officer, will participate in a fireside chat at Citi’s 2024 Global Industrial Tech and Mobility Conference on February 20th at 1 p.m. Eastern Time. The discussion will focus on the Company’s extending competitive advantages that position it to deliver long-term growth as a leading Professional Services consulting firm.

A webcast of the fireside chat will be posted online at <https://investors.aecom.com/>.

HONEYWELL ANNOUNCES PARTICIPATION AT UPCOMING INVESTOR CONFERENCES

8 February 2024

Honeywell announced its participation at upcoming investor conferences in the first quarter.

- Vimal Kapur, Chief Executive Officer of Honeywell, will present at Citi's 2024 Global Industrial Tech and Mobility Conference in Miami, Florida on Tuesday, February 20, 2024, from 8:00 a.m. - 8:40 a.m. EST. Mr. Kapur will also present at the Barclays Industrial Select Conference in Miami, Florida on Wednesday, February 21, 2024, from 7:25 a.m. - 7:55 a.m. EST.
- Greg Lewis, Senior Vice President and Chief Financial Officer of Honeywell, will present at the J.P. Morgan Industrials Conference in New York City on Tuesday, March 12, 2024, from 7:45 a.m. - 8:20 a.m. EDT.

Real-time audio webcasts of the presentations can be accessed at <http://www.honeywell.com/investor>, where related materials will be posted prior to the presentations and replays of the webcasts will be available for 30 days following the presentations.

Innovation meets inspiration: Nemetschek Group presents with ten strong brands at digitalBAU 2024

13 February 2024

The Nemetschek Group, one of the leading software providers for the AEC/O and media industries, will be presenting its innovative software solutions for the entire building lifecycle at digitalBAU 2024. The company, headquartered in Munich, will be exhibiting at the Cologne trade fair at a large joint stand with ten of its brands to further promote digital transformation as well as open standards, increased efficiency and sustainability in the building industry.

From February 20 to 22, 2024, the Nemetschek Group and its brands ALLPLAN, Bluebeam, CREM Solutions, dRofus, FRILO Software, Graphisoft (Archicad & DSDcad), Nevaris Bausoftware (with 123erfasst), SCIA, Solibri and Vectorworks (represented by partner Computerworks) will present their innovative products and pioneering technologies. Interested parties can also find out about Nemetschek's own digital twin platform dTwin, which was launched in October last year. In addition, the startup Imerso, a platform for the automation of building quality monitoring, will present its solutions at the Nemetschek stand.

Visitors to the Nemetschek stand (Hall 1, Stand 1.301) will have the opportunity to find out about the latest developments in the digital building industry and exchange ideas with experts from the Nemetschek Group – from design to construction to operation. The eye-catchers of the joint stand are the four large *brand homes* in the corners. A coffee bar literally takes center stage as the central networking area: The circular structure is intended to depict the building life cycle and use various workstations to illustrate how Nemetschek solutions help customers shape the world at every step.

“The digital transformation is fundamentally changing the way we build,” says Yves Padrines, CEO of the Nemetschek Group. “At digitalBAU 2024, we will show how our innovative and intelligent software solutions support construction companies in making the most of the opportunities offered by digitalization and implementing building projects more efficiently and sustainably. We look forward to welcoming national and international customers and business partners to the Nemetschek stand.”

In addition, the Nemetschek Group will present a series of expert presentations on current topics related to digitalization in the building industry during the trade fair.

The Nemetschek Group presentations at a glance:

Tuesday, February 20, 2024

- “Digital twins: Transparency, efficiency and data-driven decisions”
 - 13:20 - 13:35, BVBS stand, Hall 4.2 stand 100

- Martin Sikorski, dTwin – A Nemetschek Solution
- “Generative AI – New business models in the AEC and real estate industry”
 - 14:00 - 14:30, Exhibitor Stage, Hall 4 Stand 700
 - Stefan Kaufmann, ALLPLAN
- “Beyond the office: 5 keys to an impressive ROI for your hybrid work model”
 - 15:30 - 16:00, Exhibitor Stage, Hall 4 Stand 700
 - Janis Hopfer, CREM Solutions
- “Efficient collaboration between architect & engineer: Breakthrough planning with Archicad and DDScad”
 - 16:00 - 16:30, Exhibitor Stage, Hall 4 Stand 700
 - Bence Zobor & Marvin Kirner, Graphisoft

Wednesday, February 21, 2024

- “Transforming the AEC/O industry with dTwin: Real-time insights across the lifecycle” (English)
 - 14:30 - 15:00, Forum 1 – Hall 1 Booth 123
 - Dr. Jimmy Abualdenien, dTwin – A Nemetschek Solution
- “No sustainable buildings without lifecycle-oriented information management: Thinking ahead with BIM”
 - 15:30 - 16:00, buildingSMART, Hall 4 Stand 418
 - Ruth Schiffmann, Nevaris
- “CO2 parameters & evaluation in Allplan”
 - 16:30 - 17:00, buildingSMART, Hall 4 Stand 418
 - Felix Leonhard, ALLPLAN

Thursday, February 22, 2024

- “Sustainability in BIM planning: Life cycle analysis with Archicad”
 - 10:30 - 11:00, buildingSMART, Hall 4 Stand 418
 - Bence Zobor, Graphisoft
- “Intelligent construction control using scans and BIM”
 - 11:00 - 11:30, Exhibitor Stage, Hall 4 Stand 700
 - Tilman Köberlein, Imerso AS
- “Planning openings in compliance with structural and fire protection requirements”

- 11:30 - 12:00, Exhibitor Stage, Hall 4 Stand 700
- Sarah Hielscher, Solibri
- “Open BIM with Vectorworks – Sketch, draw and model in a fully integrated BIM workflow”
 - 12:00 - 12:30, Exhibitor Stage, Hall 4 Stand 700
 - Dimitri Sonnenberg, Computerworks GmbH/Vectorworks

digitalBAU 2024 will take place from February 20 to 22, 2022 at Messe Köln. The joint stand of the Nemetschek Group and its brands is located in hall 1, stand number 1.301 of the Cologne exhibition center.

Sage reinforces its commitment to a more sustainable future for customers at Transform 2024

14 February 2024

Sage, the leader in accounting, financial, HR and payroll technology for small and mid-sized businesses, is strengthening its commitment to help SMBs get to net-zero at [Transform 2024](#), its annual gathering of Sage Intacct customers, partners and industry experts, taking place from February 26-29 in Las Vegas.

Sage’s research, year over year, has confirmed that small- and medium-sized businesses (SMBs) recognize the business benefits of being more sustainable, but often lack the knowledge, funds and tools to make progress on their ambitions. This is why one of Sage’s key goals as a business is to help SMBs on their path to sustainability and resilience: the company has launched a number of initiatives to that effect, from its Masterclass sessions and Sustainability Content Hub launched to facilitate education and discussion on these topics, to advocating to governments and industry bodies for increased financial support and easier reporting standards for SMEs.

In a first for Transform, Sage will bake its Sustainability & Society initiatives into the event, not only offering attending business leaders counsel and support on how to become more sustainable, but also giving them opportunities to join fundraising and volunteering programs benefitting local communities in Las Vegas.

The flagship effort will be a series of sessions called “Let’s Talk Sustainability,” where attendees can sign-up for 1:1 conversations with Sage’s Sustainability Strategy & Execution Director Surinder Sond. The sessions are designed to help attendees further their sustainability ambitions – whether they relate to net-zero goals, supply chain issues, or packaging and materials use. Sond, with nearly two decades of experience in formulating and executing sustainability strategies across industries, will help attendees identify existing knowledge, tools and talent to tackle any blocks in their journey; and ensure attendees walk away with actionable steps they can take post-conference to become more sustainable, no matter their size, industry or progress thus far.

Sond said: “Sustainability can often feel daunting, so we’re excited to play our part in demystifying this, and meeting customers wherever they are on their sustainability journey. I hope to speak with customers about a variety of topics – because no business’ path or obstacles will be the same – to help them make smart, sustainable, profitable choices for their businesses.”

Transform 2024 will also support Sage Foundation efforts by rallying attendees for volunteering activities. In partnership with Get Outdoors Nevada, the Foundation will arrange for conference attendees to be able to contribute to a habitat restoration project in Red Rocks State Park. Attendees will also be able to help Foundation’s efforts to assemble 500 solar car kits, which will be donated to Communities in Schools Nevada, aiding crucial, hands-on STEM programs in their schools. Those interested in making donations will also be able to do so – every time attendees refill the reusable bottle provided onsite, they can trigger a donation to ‘charity: water’ by scanning the QR code.

To sign-up for the “Let’s Talk Sustainability” sessions, attendees can visit the Sustainability Kiosk in the Hub on Level 1. To participate in Sage Foundation activities, attendees can stop by the Sage Foundation area, within the terrace ballroom in The Hub.

The future of maintenance: Schaeffler showcases combination of digital and personal service

15 February 2024

From February 21 to 22, 2024, maintenance in Dortmund, Germany’s leading trade show for industrial maintenance, will offer its audience an insight into the entire spectrum of industrial maintenance under the main motto “Predictive Maintenance: Next Generation”. Schaeffler is showcasing its comprehensive range of products, services, and solutions in the fields of mounting, condition monitoring, and bearing remanufacturing with its Lifetime Solutions portfolio at Booth 4-C30. The focus is on services for customers who wish to ensure the functional capability and increase the operating life of their bearings and machines.

“Maintenance teams face a variety of challenges in ensuring the smooth operation of their machines”, says Sebastian Mergler, Head of Product Marketing Schaeffler Lifetime Solutions, and adds: “Digitalization and Artificial Intelligence are important tools for modern maintenance, but our customers still want to have a ‘real’ partner at their side. At maintenance, we are therefore showing our wide-ranging service portfolio and focusing on a combination of digital solutions and personal consultation with, for example, our Virtual Fitter.”

New remote assembly service for maintenance work

Around ten to 20 percent of all bearing failures are caused by incorrect assembly and dismounting, so accurate maintenance work is essential. For this reason, Schaeffler added the Virtual Fitter to its Mounting Service portfolio at the end of 2023. With the aid of augmented reality glasses, Schaeffler’s global experts can provide assistance in the mounting of rolling bearings in real time without the need to be on site. If necessary, customers can decide whether they want to use the remote mounting service instead of on-site services and

immediately receive AR glasses on loan, which they can wear during the inspection of their machine.

A Schaeffler mounting technician receives a comprehensive picture of the machine's condition via a live stream and can give specific instructions and display important information in the customer's field of view. The remote mounting service saves up to 50 percent of the costs compared to an on-site service and enables a faster knowledge transfer to the customer.

ECO-Adapt solutions supplement OPTIME range

At its booth, Schaeffler is also presenting the ECO-Adapt product range, which allows customers to monitor their electric powertrain and its energy consumption. In addition to OPTIME condition monitoring, which enables predictive maintenance based on the signal analysis of vibration and temperature data, the product PredictAdapt provides condition-related information based on the analysis of electrical signals. In this way, Schaeffler has expanded its range of monitoring services to include electrical condition monitoring and minimized the risk of failure of electric components. PowerAdapt also provides information about energy consumption, not only on rotating electrical machinery.

Sustainable and cost-effective maintenance through remanufacturing

The condition of rolling bearings has a significant influence on the entire production process. Condition monitoring solutions therefore play a central role. At the trade show booth, interested parties can learn all about the services provided by Schaeffler experts in the field of condition monitoring, from remote diagnosis to determining the cause of machine problems using various measurement methods directly on the machine and using endoscopes. Visitors to the booth can also find out about the numerous advantages of bearing reconditioning through remanufacturing services. The remanufacturing of existing bearings allows CO2 emissions to be reduced by up to 95 percent compared to new bearings as well as savings in terms of material and energy and enables a high degree of flexibility to be achieved through short delivery times. Andreas Krieg, Product Manager Schaeffler Remanufacturing Services, will be discussing these and further advantages in a presentation on the remanufacturing of rolling bearings on Thursday, February 22 (SolutionCenter, Hall 4, 02:00 p.m. – 02:30 p.m.).

Vectorworks at digitalBAU 2024

12 February 2024

2024 Architects and planners can experience the full potential of Vectorworks live at digitalBAU in Cologne from February 20 to 22. At the Nemetschek Group's joint booth (Hall 1, Stand 301), industry visitors will gain innovative insights through personal testimonials about one of the world's most successful BIM solutions.

Over three consecutive days, Vectorworks will showcase the latest features and technologies, facilitating personal exchanges between users and experts. In best-practice presentations, experienced architects and planners will share their knowledge on topics such as collaboration in large projects, digital twins and point clouds, BIM workflows, and digitization of workplace planning.

Team-based planning of major projects:

Oliver Jaworski from Phase 5 International GmbH Düsseldorf provides exciting insights into team collaboration on major projects and the possibilities of data visualization using a realized administrative and logistics center as an example.

BIM in everyday office life:

Udo Schaumburg and Matteo Neustadt from LH Architekten Hamburg, demonstrate successful integration of the BIM method into daily office work using practical examples. They illustrate the attribution of objects and components and how models are validated via the IFC interface and subjected to standardized tests.

The digitization of workplace planning:

Tina Drahtler from Drahtler Architekten Dortmund, as a project participant in the "Arbeitsschutzwissen" research project of the BAuA Federal Institute for Occupational Safety and Health, presents the current project status and explains how test rules are implemented and evaluated using relevant practical examples.

Digital Twins and Point Clouds:

Chris Aidonopoulos, CAD expert at satis&fy, and Henrik Derksen from 3DM showcase the practical application of point cloud data using various case studies. They demonstrate how this technology enables innovative solutions for digitizing existing buildings as well designing and planning interior spaces.

Open BIM with Vectorworks:

Dimitri Sonnenberg, BIM Consultant at ComputerWorks GmbH, will provide an overview of the various Open BIM functions of Vectorworks, from CAD design to implementation, as well as coordination and collaboration processes with the powerful BCF Manager directly integrated into Vectorworks.

digitalBAU offers the opportunity to learn about the latest features and technologies of Vectorworks 2024. Industry visitors will gain firsthand experience and personalized insights through individual consultations on-site.

Financial News

3D Systems Announces Date of Fourth Quarter and Full Year 2023 Financial Results

14 February 2024

3D Systems announced it will release its financial results for the fourth quarter and full year 2023 after the U.S. stock markets close on Tuesday, February 27, 2024. The company will hold a conference call and simultaneous webcast to discuss these financial results on Wednesday, February 28, 2024 at 8:30 a.m. Eastern Time.

Fourth Quarter and Full Year 2023 Financial Results Conference Call

Date: Wednesday, February 28, 2024

Time: 8:30 a.m. Eastern Time

Listen via webcast: www.3dsystems.com/investor

Participate via telephone: 201-689-8345

The webcast replay will be available approximately two hours after the end of the conference call at www.3dsystems.com/investor.

American Software to Announce Third Quarter Fiscal Year 2024 Preliminary Financial Results

8 February 2024

Atlanta-based American Software, Inc., through its operating entity Logility, delivers an innovative AI-powered supply chain planning platform that enables resiliency and accelerates digital supply chain transformation, announced that it will release its Third Quarter Fiscal Year 2024 preliminary financial results after the U.S. financial markets close on Thursday, February 22, 2024.

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

American Software's Third Quarter Fiscal Year 2024 Preliminary Financial Results Earnings Call

Date: Thursday, February 22, 2024

Time: 5:00 pm ET

Location: www.amsoftware.com

Cadence Reports Fourth Quarter and Fiscal Year 2023 Financial Results

12 February 2024

Cadence Design Systems, Inc. announced results for the fourth quarter and fiscal year 2023.

Fourth Quarter 2023 Financial Highlights

- Revenue of \$1.069 billion, compared to revenue of \$900 million in Q4 2022
- GAAP operating margin of 31%, compared to 23% in Q4 2022
- Non-GAAP operating margin of 43%, compared to 36% in Q4 2022
- GAAP diluted net income per share of \$1.19, compared to \$0.88 in Q4 2022
- Non-GAAP diluted net income per share of \$1.38, compared to \$0.96 in Q4 2022

Fiscal Year 2023 Financial Highlights

- Revenue of \$4.090 billion, compared to revenue of \$3.562 billion in 2022
- GAAP operating margin of 31%, compared to 30% in 2022

- Non-GAAP operating margin of 42%, compared to 40% in 2022
- GAAP diluted net income per share of \$3.82, compared to \$3.09 in 2022
- Non-GAAP diluted net income per share of \$5.15, compared to \$4.27 in 2022
- Year-end backlog was \$6.0 billion and current remaining performance obligations (“cRPO”), contract revenue expected to be recognized as revenue in the next 12 months, was \$3.2 billion

“Cadence delivered exceptional results for 2023, propelled by our innovative solutions and the successful execution of our Intelligent System Design strategy,” said Anirudh Devgan, president and chief executive officer. “I’m thrilled about the opportunities ahead of us, particularly in AI and 3D-IC. And I look forward to continuing to drive our broad-based business momentum through our technology leadership.”

“We had a strong finish to the year, with growth across all our businesses in 2023,” said John Wall, senior vice president and chief financial officer. “I’m pleased with our record year-end backlog of \$6.0 billion and cRPO of \$3.2 billion, and I look forward to building on that strength in 2024.”

CFO Commentary

Commentary on the fourth quarter and fiscal year 2023 financial results by John Wall, senior vice president and chief financial officer, is available at www.cadence.com/cadence/investor_relations.

Business Outlook

For fiscal year 2024, the company expects:

- Revenue in the range of \$4.55 billion to \$4.61 billion
- GAAP operating margin in the range of 32% to 33%
- Non-GAAP operating margin in the range of 42% to 43%
- GAAP diluted net income per share in the range of \$4.08 to \$4.18
- Non-GAAP diluted net income per share in the range of \$5.87 to \$5.97

For the first quarter of 2024, the company expects:

- Revenue in the range of \$990 million to \$1.01 billion
- GAAP operating margin in the range of 24.5% to 25.5%
- Non-GAAP operating margin in the range of 36.5% to 37.5%
- GAAP diluted net income per share in the range of \$0.74 to \$0.78
- Non-GAAP diluted net income per share in the range of \$1.10 to \$1.14

The company utilizes a long-term projected non-GAAP tax rate, which reflects currently available information, as well as other factors and assumptions. The non-GAAP tax rate is subject to change for a variety of reasons, including the rapidly evolving global tax environment, significant changes in the company's geographic earnings mix, or other changes to the company's strategy or business operations. The company expects to use the current normalized non-GAAP tax rate through fiscal 2025 but will re-evaluate this rate periodically for significant items that may materially affect its projections.

Reconciliations of the financial highlights and business outlook from GAAP operating margin, GAAP net income and GAAP diluted net income per share to non-GAAP operating margin, non-GAAP net income and non-GAAP diluted net income per share, respectively, are included in this press release.

Business Highlights

- Further broadened Cadence.AI generative AI portfolio with introduction of Voltus™ InsightAI for intelligent power analysis and Celsius™ Studio for AI-driven full system thermal analysis. Accelerating momentum of our Cadence.AI portfolio has led to an almost tenfold increase in the number of customers adopting our GenAI solutions in 2023
- System Design and Analysis grew 22% year over year in 2023, with strong momentum from the company's multiphysics platform delivering superior results to customers across multiple segments including aerospace and defense and automotive
- The Millennium™ Enterprise Multiphysics Platform, which was announced earlier this month, is the industry's first hardware/software platform combining AI, HPC and digital twin technology delivering 20x energy efficiency and up to 100x design impact
- Expanded long-standing collaborations with strategic partners NVIDIA, Arm and Intel
- 2023 was another record year for Palladium® and Protium™ hardware systems, with an exceptionally strong Q1 2023 hardware quarter when the company expanded production capacity to improve delivery lead times against the backlog

Audio Webcast Scheduled

Anirudh Devgan, president and chief executive officer, and John Wall, senior vice president and chief financial officer, will host the fourth quarter and fiscal year 2023 financial results audio webcast today, February 12, 2024, at 2 p.m. (Pacific) / 5 p.m. (Eastern). Attendees are asked to register at the website at least 10 minutes prior to the scheduled webcast. An archive of the webcast will be available starting February 12, 2024 at 5 p.m. (Pacific) and ending March 15, 2024 at 5 p.m. (Pacific). Webcast access is available at www.cadence.com/cadence/investor_relations.

CAPGEMINI DELIVERS ANOTHER RECORD PERFORMANCE IN 2023

14 February 2024

The Board of Directors of Capgemini SE, chaired by Paul Hermelin, convened on February 13 in Paris to review and adopt the accounts of the Capgemini Group for the year-ended December 31, 2023.

Aiman Ezzat, Chief Executive Officer of the Capgemini Group, said: *“2023 was another year of growth for the Group with improving profitability and a strong cash flow conversion, despite a slowdown in our industry. Our results illustrate the strength of our positioning, our agility and our resilience.*

Our clients recognize the value we bring as their business and technology transformation partner. In 2023, the Group continued to invest in building the capabilities and solutions to help them transition to an increasingly digital and sustainable economy.

This was notably the case for generative AI, which is top of mind for all large organizations. We are positioned as a leading player enabling our clients to explore, test and scale solutions for tangible business impact. Through our €2 billion investment plan announced last July, we continue to strengthen and upskill our teams, invest in solutions and leverage a broad ecosystem of technology partners including Microsoft, Google, AWS, Salesforce and Mistral AI.

In terms of sustainability offerings, we also stepped up our efforts in 2023. We continue to help our clients accelerate their transition towards Net Zero through strategy definition, business model adaptation and design of sustainable products and services. 2023 was also an important year on our own ESG roadmap, with major progress achieved towards a more sustainable and inclusive world.

The Group is well-equipped to improve its performance in 2024, while the environment is expected to remain soft in the first half. This year again, the Group expects to grow, with the trough in Q1, improve its operating margin and maintain a superior free cash flow conversion.”

KEY FIGURES

Capgemini delivered a solid performance in 2023 despite the weak economic environment, with results exceeding or in line with its financial targets for the year.

After two years of record growth, persisting macroeconomic challenges and rising geopolitical tensions led to a gradual market slowdown in 2023 that came in line with Group expectations. Capgemini reported **revenues** of €22,522 million in 2023, up +2.4% vs. 2022 published figures. Constant currency growth* was +4.4%, within the 2023 target range of +4% to +7%. With acquisitions contributing +0.5 points to growth, organic growth* (i.e., excluding the impact of currency fluctuations and changes in Group scope) reached +3.9%.

Bookings totaled €23,887 million in 2023, a year-on-year increase of +2.6% at constant exchange rates, representing a book-to-bill ratio of 1.06 for the year, and 1.18 in Q4. This reflects sustained commercial momentum despite lengthened decision cycles.

While large corporations and organizations hold firm on their digital and sustainability ambitions, they are increasingly prioritizing operational agility and cost efficiency. This translates into strong demand for transformation programs with short payback, which leverage the Group's high value-added service offerings most notably in Intelligent Industry, as well as in activities driven by Cloud, Data & Artificial Intelligence.

This ongoing shift in Capgemini's offerings portfolio towards more value creating services, combined with strengthened operational efficiency, generated a 40 basis points increase in gross margin, despite the rising inflation and market slowdown.

As a result, the **operating margin*** increased to 13.3% of revenues, or €2,991 million, up +4% in value compared to 2022. This year-on-year improvement of 30 basis points exceeds the target of 0-20 basis points set for 2023.

Other operating income and expense was a net expense of €645 million, compared with €474 million in 2022. This increase is mainly attributable to higher restructuring charges, which increased by €97 million, and to a change in French accounting practices as set by the French National Accounting Council (ANC), which resulted in an additional €63 million non-cash expense related to the annual employee share ownership plan.

Capgemini's **operating profit** was €2,346 million, or 10.4% of revenues, compared with €2,393 million in 2022.

The net **financial expense** was €42 million compared with €129 million in 2022, this evolution being mainly driven by higher interest income in a context of rising interest rates.

The **income tax** expense was €626 million compared with €710 million last year. The effective tax rate was slightly down at 27.2%, compared with 28.1% in 2022 (excluding €73 million tax expenses related to the impact of the US tax reform).

Taking into account the share of profits of associates and non-controlling interests, the **Group share in net profit** rose by +7% year-on-year to €1,663 million. **Basic earnings per share** increased also by +7% to €9.70. **Normalized earnings per share*** was €12.44, compared with €11.09 in 2022 and €11.52 excluding the tax expenses related to the impact of the US tax reform.

Organic free cash flow* amounted to €1,963 million, above the target of "around €1.8 billion" set for the year. Capgemini invested €343 million in acquisitions during the past year. The Group also paid dividends of €559 million (€3.25 per share) and allocated €883 million (net) to share buyback programs. Finally, the 10th employee share ownership plan, which proved highly successful and thus contributed to maintaining employee shareholding between 8 to 9% of the share capital, led to a gross capital increase of €467 million.

The Board of Directors has decided to recommend the payment of a dividend of €3.40 per share at the Shareholders' Meeting of May 16, 2024. The corresponding payout ratio is 35% of net profit (Group share), in line with the Group's historical distribution policy.

OPERATIONS BY REGION

At constant exchange rates, the **United Kingdom and Ireland** region (12% of Group revenues) maintained a robust momentum in 2023 with revenues growing +7.9%. This performance was primarily driven by the Public Sector as well as the Consumer Goods & Retail and Manufacturing sectors, while activities in the Financial Services and TMT sectors were roughly stable year-on-year. The operating margin reached a record level of 18.6% compared with 18.0% in 2022.

The **Rest of Europe** region (30% of Group revenues) also performed well with revenue growth of +7.6% fueled to a large extent by the Public Sector and the Manufacturing sector. The Energy & Utilities sector was also buoyant while growth in Financial Services was limited. The operating margin was 11.7%, up from 11.6% a year earlier.

France (20% of Group revenues) revenues grew +6.1%, mainly supported by strong growth in the Manufacturing and Consumer Goods & Retail sectors. TMT was the only sector to contract in 2023. The operating margin further improved by 50 basis points year-on-year to 12.6%.

Conversely, revenues in **North America** (29% of Group revenues) decreased slightly by -1.3%. The Manufacturing and Services sectors showed good growth. Revenue decline was particularly visible in the TMT and Consumer Goods & Retail sectors, but more limited in the Financial Services sector. The operating margin was 15.6% as in 2022.

Finally, revenues in the **Asia-Pacific and Latin America** region (9% of Group revenues) grew +4.6%. Growth was mostly driven by the Asia-Pacific region where Consumer Goods & Retail, Services, Manufacturing and the Public Sector enjoyed double-digit growth rates, whereas Financial Services remained virtually stable, and TMT contracted visibly. The operating margin improved substantially to 12.2% compared with 10.6% the year before.

OPERATIONS BY BUSINESS

At constant exchange rates, **Strategy & Transformation** consulting services (9% of Group revenues) reported a +8.6% growth in total revenues* in 2023. This sustained momentum illustrates the strength of the Group's strategic positioning as a partner for its clients' digital and sustainable ambitions.

Applications & Technology services (62% of Group revenues and Capgemini's core business) reported a +4.5% increase in total revenues.

Finally, **Operations & Engineering** services total revenues (29% of Group revenues) grew +2.8%.

OPERATIONS IN Q4 2023

As expected, the progressive deceleration in Capgemini revenue growth observed since the beginning of the year continued in Q4. Group revenues totaled €5,616 million, virtually stable at -0.2% at constant exchange rates, and -0.9% when adjusted for Group scope and exchange rate impacts.

At constant exchange rates, revenues in the United Kingdom and Ireland region grew +2.7% at constant exchange rates, underpinned by fairly broad-based growth but weighed down by sizeable contraction in the Financial Services and TMT sectors. Revenue growth in the Rest of

Europe region, which also stood at +2.7%, was driven by solid momentum in the Energy & Utilities and Public sectors. In France, the Manufacturing and Energy & Utilities sectors fueled revenue growth of +2.5%. With revenues down by -6.6% year-on-year, the deceleration in North America compared to Q3 growth rates (-4.0% year-on-year) was in line with Group average, with the largest revenue declines in the Consumer Goods & Retail and TMT sectors. Finally, revenues in the Asia-Pacific and Latin America region grew by +1.1% despite the visible decline in the Financial Services and TMT sectors, thanks to solid growth in most of the other sectors.

Bookings rose +1.7% in Q4 at constant exchange rates to reach €6,643 million, corresponding to a book-to-bill ratio of 1.18.

HEADCOUNT

At December 31, 2023, the Group's total headcount stood at 340,400, down by 5% year-on-year.

The onshore workforce decreased slightly at 145,800 employees, down by 2% year-on-year, while the offshore workforce was down by 7% to 194,600 employees, i.e., 57% of the total headcount.

OUTLOOK

The Group's financial targets for 2024 are:

- Revenue growth of 0% to +3% at constant currency;
- Operating margin of 13.3% to 13.6%;
- Organic free cash flow of around €1.9 billion.

The inorganic contribution to growth should be marginal at the lower end of the target range, and up to 1 point at the upper end.

CONFERENCE CALL

Aiman Ezzat, Chief Executive Officer, accompanied by Nive Bhagat, Chief Financial Officer, and Olivier Sevilla, Chief Operating Officer, will comment on this publication during a conference call in English to be held **today at 8.00 a.m. Paris time (CET)**. You can follow this conference call live via webcast at the following [link](#). A replay will also be available for a period of one year.

All documents relating to this publication will be posted on the Capgemini investor website at <https://investors.capgemini.com/en/>.

Contruent Achieves Best Year of Company's 26-Year History in 2023

14 February 2024

Contruent, the SaaS company that develops industry-leading project controls software solutions which enable Owners and EPCs to build mega-construction projects with greater precision and speed, announced it achieved a record-breaking year in 2023, growing sales by nearly 40%.

Since receiving a strategic investment in 2021 from M33 Growth, a Boston-based growth equity firm, Contruent has doubled its Annual Recurring Revenue, added over 50 talented team members, and launched an innovative SaaS offering. These achievements underscore the significant product investment made in the last twelve months, including the launch of Contruent Enterprise, its innovative new SaaS solution for customers, and the overwhelming customer adoption and validation.

“Across the organization, we are working to solidify our position as the go-to cost management solution for megaprojects worldwide that is faster to deliver,” said Contruent CEO Ryan Kubacki. “Our record-breaking year is a reflection of the incredible work of our talented team, innovative customers, and supportive investment partnership with M33 Growth.”

Contruent has what many consider to be the deepest team of project control experts in the world and has continued to attract top talent from industry leading companies. Key additions include Rich Humphrey, Chief Product Officer and former product lead at Bentley Systems; Kurt Kauper, Chief Revenue Officer and former sales leader for Construction and Engineering at Oracle; Meghan Russell, Chief Growth Officer and former product and marketing lead at Google; Andy Verone, Chief Strategy Officer and former Global VP at Oracle, where he co-founded Oracle’s Vertical Industry Labs and led a team of 1,400+; David Lerch, SVP Services, and former executive at Flexera and Accenture; Mike Abramo, Chief Financial Officer, five time SaaS CFO and former Chief Administrator of MBTA where he ran a \$3 billion budget; and Peter Piela, SVP Engineering, an expert in SaaS transformation.

“Our goal at M33 is to help great businesses accelerate even further. Contruent is off to a fast start,” said Mike Anello, Co-Founder and Managing Director of M33 Growth. “The entire organization has shown a commitment to innovation and delivering for customers. Their remarkable year is a testament to that, and knowing Ryan and team, they are just getting started.”

To top off the year’s successes, Contruent received several industry-wide recognitions, including being named Megaproject of the Year Finalist by Project Controls Expo UK for its work on The Ellinikon, Technical Innovation of the Year Finalist by Project Controls Expo AUS, and Top Construction Technology Firm by Construction Executive.

FARO to Announce Financial Results for the Fourth Quarter and Year End 2023 on February 28, 2024

13 February 2024

FARO® Technologies, Inc., a leading provider of 3D measurement, imaging, and realization solutions, announced that after market close on Tuesday, February 27, 2024, it will release its financial results for the fourth quarter and full year ended December 31, 2023. In conjunction with the release, Peter Lau, President and Chief Executive Officer, and Matthew Horwath, Chief Financial Officer, will host a conference call on Wednesday, February 28, 2024 at 8:00 am. ET.

Interested parties can access the conference call by dialing 800-245-3047 (U.S.) or +1 203-518-9708 (International) and using the passcode FARO. **To avoid a delay in connecting to the call,**

please dial in 10 minutes prior to the start time. A live webcast will be available in the Investor Relations section of the FARO website at: <https://www.faro.com/about-faro/investor-relations/events>.

A replay of the webcast will be available in the Investor Relations section of the company's web site approximately two hours after the conclusion of the call and remain available for approximately 30 calendar days.

Informatica Reports Fourth Quarter and Full-Year 2023 Financial Results

14 February 2024

Informatica, an enterprise cloud data management leader, announced financial results for its fourth quarter and full-year 2023, ended December 31, 2023.

“Informatica closed an outstanding fiscal 2023. Once again, we outperformed all growth and profitability guidance metrics, showcasing Informatica’s relentless focus on executing a cloud-only, consumption-driven strategy. We delivered cloud subscription ARR growth of 37% year-over-year, \$500 million in cloud subscription revenue, and surpassed \$1 billion in subscription revenues,” said Amit Walia, Chief Executive Officer of Informatica. “Our momentum is driven by demand for our AI-powered IDMC platform and category leadership in data management as a mission-critical component of the modern data stack. We are committed to delivering the best data management products on the industry’s only AI-powered data platform, solving complex workloads that are multi-cloud, multi-vendor, and hybrid while delivering significant value to our customers.”

Fourth Quarter 2023 Financial Highlights:

- GAAP Total Revenues increased 12% year-over-year to \$445.2 million. Fourth quarter total revenues included a positive impact of approximately \$6.8 million from foreign currency exchange rates (FX) year-over-year. Adjusted for FX, total revenues increased 10% year-over-year.
- GAAP Subscription Revenues increased 26% year-over-year to \$300.1 million. GAAP Cloud Subscription Revenue increased 39% year-over-year to \$140.3 million and represented 47% of subscription revenues.
- Total ARR increased 7% year-over-year to \$1.63 billion. Fourth quarter total ARR included a negative impact of approximately \$0.4 million from FX year-over-year.
- Subscription ARR increased 14% year-over-year to \$1.13 billion. Fourth quarter subscription ARR included a negative impact of approximately \$1.4 million from FX year-over-year.
- Cloud Subscription ARR increased 37% year-over-year to \$616.8 million. Fourth quarter cloud subscription ARR included a negative impact of approximately \$0.8 million from FX year-over-year.
- GAAP Operating Income of \$36.8 million and Non-GAAP Operating Income of \$161.9 million.

- GAAP Operating Cash Flow of \$101.0 million.
- Adjusted Unlevered Free Cash Flow (after-tax) of \$154.8 million. Cash paid for interest of \$38.3 million.

Full-Year 2023 Financial Highlights:

- GAAP Total Revenues increased 6% year-over-year to \$1.60 billion. Full-year total revenues included a positive impact of approximately \$2.6 million from FX year-over-year.
- GAAP Subscription Revenues increased 17% year-over-year to \$1.0 billion. GAAP Cloud Subscription Revenue increased 39% year-over-year to \$499.9 million and represented 50% of subscription revenues.
- Total ARR increased 7% year-over-year to \$1.63 billion. Full-year total ARR included a negative impact of approximately \$7.0 million from FX year-over-year.
- Subscription ARR increased 14% year-over-year to \$1.13 billion. Full-year subscription ARR included a negative impact of approximately \$5.6 million from FX year-over-year.
- Cloud Subscription ARR increased 37% year-over-year to \$616.8 million. Full-year cloud subscription ARR included a negative impact of approximately \$2.3 million from FX year-over-year.
- GAAP Operating Income of \$33.6 million and Non-GAAP Operating Income of \$462.3 million.
- GAAP Operating Cash Flow of \$266.3 million.
- Adjusted Unlevered Free Cash Flow (after-tax) of \$451.2 million. Cash paid for interest of \$147.3 million.

A reconciliation of GAAP to non-GAAP financial measures has been provided in the tables included in this press release. An explanation of these measures is also included below under the heading “Non-GAAP Financial Measures.”

Fourth Quarter 2023 Business Highlights:

- Processed 86.0 trillion cloud transactions per month for the quarter ended December 31, 2023, as compared to 53.0 trillion cloud transactions per month in the same quarter last year, an increase of 62% year-over-year.
- Reported 240 customers that spend more than \$1 million in subscription ARR at the end of December 31, 2023, an increase of 17% year-over-year.
- Reported 1,988 customers that spend more than \$100,000 in subscription ARR at the end of December 31, 2023, an increase of 4% year-over-year.
- Achieved a Cloud Subscription Net Retention Rate (NRR) of 119% at the end-user level and 125% at the global parent level as of December 31, 2023.

Product Innovation:

- Expanded partnership with Microsoft: announced Informatica’s Intelligent Data Management Cloud (IDMC) capabilities will be directly embedded as a native application within Microsoft Fabric for data profiling, quality, observability, and integration in the first half of 2024; launched Azure Point of Delivery (POD) in Canada to scale our market reach; showcased integrations and solutions with Microsoft Azure Open AI to enable enterprise Gen AI use cases with a trusted data foundation from IDMC; and built high-scale, high-performance IDMC connectors for Fabric OneLake, Lakehouse and DataWarehouse to serve customers’ analytics use cases.
- Expanded partnership with Amazon Web Services (AWS): announced IDMC support for Amazon Bedrock customers to improve the accuracy of key generative AI use cases; earned AWS certification for IDMC integrations with AWS HealthLake, a HIPAA-eligible service that provides Fast Healthcare Interoperability Resource (FHIR) Application Programming Interfaces (APIs) to help healthcare and life sciences companies securely store, transform, transact and analyze health data; and named a launch Partner for Amazon S3 Access Grants, delivering scalable permission management for S3 data lakes with Informatica's Cloud Data Marketplace.
- Expanded partnership with Snowflake: announced availability of Superpipe for Snowflake integrating complex ERP and CRM data into Snowflake up to 3.5X faster than previous approaches; and announced the public preview of our first Snowflake native application, the Enterprise Data Integrator, enabling users to use Superpipe seamlessly from within the Snowflake product experience.
- Expanded partnership with Databricks: announced Databricks-verified Unity catalog support for Cloud Data Integration and Cloud Data Integration Free services.
- Launched a new strategic partnership with MongoDB to deliver modern, cloud-native, trusted, data-driven applications across financial services, insurance and healthcare verticals to combine the benefits of MongoDB Atlas with Informatica’s Master Data Management (MDM) SaaS solution.

November 2023 Restructuring Plan:

- In conjunction with the previously announced November 2023 restructuring plan (the “November Plan”), the Company recorded restructuring charges of \$31.6 million in the fourth quarter 2023. The November Plan is intended to further streamline the Company’s cost structure as a direct result of its cloud-only, consumption-driven (“CoCd”) strategy announced in January 2023.
- The Company expects to record approximately \$3.0 million to \$5.0 million of additional restructuring charges in the first quarter 2024.

Upcoming Events:

- On February 27, 2024, the Company is scheduled to host investor meetings at the Wolfe Research Software Conference in New York.

- On March 4, 2024, the Company is scheduled to participate in a fireside chat discussion at the Morgan Stanley Technology, Media & Telecom Conference in San Francisco at 2:10 p.m. Pacific Time. A live webcast and replay will be available on the Company's Investor Relations website.

First Quarter and Full-Year 2024 Financial Outlook

The Company provides the financial guidance below based on current market conditions and expectations and it is subject to various important cautionary factors described below. Guidance includes the impact from macroeconomic conditions and expected foreign exchange headwinds versus the prior year comparable periods.

Based on information available as of February 14, 2024, guidance for the first quarter 2024 is as follows:

First Quarter 2024 Ending March 31, 2024:

- GAAP Total Revenues are expected to be in the range of \$375 million to \$395 million, representing approximately 5.4% year-over-year growth at the midpoint of the range.
- Subscription ARR is expected to be in the range of \$1.135 billion to \$1.155 billion, representing approximately 12.2% year-over-year growth at the midpoint of the range.
- Cloud Subscription ARR is expected to be in the range of \$645 million to \$655 million, representing approximately 34.5% year-over-year growth at the midpoint of the range.
- Non-GAAP Operating Income is expected to be in the range of \$97 million to \$117 million, representing approximately 26.2% year-over-year growth at the midpoint of the range.

Based on information available as of February 14, 2024, guidance for the full-year 2024 is as follows:

Full-Year 2024 Ending December 31, 2024:

- GAAP Total Revenues are expected to be in the range of \$1.685 billion to \$1.705 billion, representing approximately 6.3% year-over-year growth at the midpoint of the range.
- Total ARR is expected to be in the range of \$1.718 billion to \$1.772 billion, representing approximately 7.3% year-over-year growth at the midpoint of the range.
- Subscription ARR is expected to be in the range of \$1.261 billion to \$1.295 billion, representing approximately 12.8% year-over-year growth at the midpoint of the range.
- Cloud Subscription ARR is expected to be in the range of \$826 million to \$840 million, representing approximately 35.1% year-over-year growth at the midpoint of the range.
- Non-GAAP Operating Income is expected to be in the range of \$533 million to \$553 million, representing approximately 17.5% year-over-year growth at the midpoint of the range.

- Adjusted Unlevered Free Cash Flow (after-tax) is expected to be in the range of \$535 million to \$555 million, representing approximately 20.8% year-over-year growth at the midpoint of the range.

The Company is assuming constant FX rates for the year based on the rates at the start of the planning period. For reference purposes, the assumed FX rates for our top four currencies in full-year 2024 are as follows:

Currency Planned Rate

EUR/\$	1.10
GBP/\$	1.27
\$/CAD	1.32
\$/JPY	141

Using the foreign exchange rate assumptions noted above, the Company has incorporated the following FX impact into 2024 guidance:

	Q1 2024	Full-Year 2024
Total Revenues	~\$2.5m positive impact y/y	~\$6.0m positive impact y/y
Total ARR	~\$1.0m negative impact y/y	~\$1.0m positive impact y/y
Subscription ARR	~\$1.0m negative impact y/y	-

Cloud Subscription ARR ~\$1.0m negative impact y/y ~\$1.0m negative impact y/y

In addition to the above guidance, the Company is also providing first quarter and full-year 2024 cash paid for interest estimates for modeling purposes. For the first quarter 2024, we estimate cash paid for interest to be approximately \$39 million. For the full-year 2024, we estimate cash paid for interest to be approximately \$144 million, using forward rates based on a 1-month SOFR (Secured Overnight Financing Rate).

In addition to the above guidance, the Company is also providing a first quarter and full-year 2024 weighted-average number of basic and diluted share estimates for modeling purposes. For the first quarter 2024, we expect basic weighted-average shares outstanding to be approximately 297 million shares and diluted weighted-average shares outstanding to be approximately 310 million shares. For the full-year 2024, we expect basic weighted-average shares outstanding to be approximately 302 million shares and diluted weighted-average shares outstanding to be approximately 315 million shares.

Reconciliation of Non-GAAP Operating Income and Adjusted Unlevered Free Cash Flow after-tax guidance to the most directly comparable GAAP measures is not available without

unreasonable effort, as certain items cannot be reasonably predicted because of their high variability, complexity, and low visibility. In particular, the measures and effects of our stock-based compensation expense specific to our equity compensation awards and employer payroll tax-related items on employee stock transactions are directly impacted by the timing of employee stock transactions and unpredictable fluctuations in our stock price, which we expect to have a significant impact on our future GAAP financial results.

Webcast and Conference Call

A conference call to discuss Informativa's fourth quarter and full-year 2023 financial results and financial outlook for the first quarter and full-year 2024 is scheduled for 2:00 p.m. Pacific Time today. To participate, please dial 1-833-470-1428 from the U.S. or 1-404-975-4839 from international locations. The conference passcode is 148703. A live webcast of the conference call will be available on the Investor Relations section of Informativa's website at investors.informativa.com where presentation materials will also be posted prior to the conference call. A replay will be available online approximately two hours following the live call for a period of 30 days.

LECTRA 2023: Decline in revenues and EBITDA before non-recurring items in a very degraded environment. Strong improvement in the Group's fundamentals

14 February 2024

Lectra's Board of Directors, chaired by Daniel Harari, reviewed the consolidated financial statements for the fiscal year 2023. Audit procedures have been performed by the Statutory Auditors. The certification report will be issued at the end of the Board of Director's meeting of February 28, 2024.

Comparisons between 2023 and 2022 are based on 2022 exchange rates unless otherwise stated ("like-for-like"). As the impact of the acquisition of TextileGenesis on the financial statements for 2023 is not material, like-for-like changes exclude only the variations in exchange rates.

Currency changes between 2022 and 2023 mechanically decreased revenues and EBITDA before non-recurring items by 3.9 million euros (-3%) and 1.7 million euros (-8%) respectively in Q4, and by 11.2 million euros (-2%) and 4.8 million euros (-6%) respectively in the year, at actual exchange rates compared to like-for-like figures.

1. Q4 2023

In Q4, uncertainties continued to weigh on investment decisions by the Group's customers. Against this backdrop, orders for perpetual software licenses, equipment and accompanying software, and non-recurring services (38.3 million euros) were 19% lower than in Q4 2022. Orders for the first nine months of the year decreased by 29%.

In parallel, new subscriptions for software (with an annual value of 3.1 million euros) were down 6% from Q4 2022, when several exceptionally high value orders were booked.

Q4 2023 revenues (119.3 million euros) decreased by 5%, EBITDA before non-recurring items (19.8 million euros) declined by 8% and the EBITDA margin before non-recurring items came to 16.6% (-0.6 percentage points).

2. 2023

The year 2023 was marked by a severely degraded macroeconomic and geopolitical environment, with many companies worldwide delaying investment decisions. Against this backdrop, orders for perpetual software licenses, equipment and accompanying software, and non-recurring services (145.4 million euros) decreased by 26% while new subscriptions for software sold in Software-as-a-Service (SaaS) mode, of which the annual value amounted to 10.8 million euros, continued to grow (+15%), confirming their success and increasing adoption by Group customers.

Results in line with revised objectives

Revenues (477.6 million euros) and EBITDA before non-recurring items (79.0 million euros) were in line with the expectations published on October 25 (revenues in the range of 474 to 481 million euros and EBITDA before non-recurring items in the range of 78 to 82 million euros).

Strong improvement in the fundamentals of the Group's business model

The 2023 results showed a strong improvement in the fundamentals of the Group's business model, largely due to synergies arising from the Gerber acquisition. Revenues from recurring contracts rose by 10% and the gross profit margin increased by 3.5 percentage points, on a like-for-like basis. Moreover, the Group decided to raise salaries, twice in 2022 and again in early 2023, in order to protect employees from inflation; it also continued to invest for the future by strengthening its R&D teams. These decisions raised fixed costs in the first quarter of 2023 by 11%, compared to the first quarter of 2022. Measures to reduce certain overhead costs brought the increase down to 2% in the fourth quarter, without sacrificing investments for the future.

These improvements, many of which can be considered permanent, will have a positive impact on the Group's future earnings growth, in addition to the positive impact of the rebound in new systems orders.

Decline in revenues and earnings

Revenues (477.6 million euros) decreased by 6%. While revenues from software licenses, equipment and accompanying software, and non-recurring services (154.3 million euros) were down 24%, those from recurring contracts (181.3 million euros) rose by 10%. Revenues from consumables and parts (141.9 million euros) increased by 1%. Overall, recurring revenues (323.2 million euros) were up 6% and accounted for 68% of total revenues.

Gross profit amounted to 333.2 million euros, down 1% compared to 2022, while revenues fell by 6%. The gross profit margin came to 69.8%, up 3.5 percentage points. This increase stems mainly from the synergies coming from the Gerber acquisition.

EBITDA before non-recurring items (79.0 million euros) decreased by 15% and the EBITDA margin before non-recurring items came to 16.5%, down 1.7 percentage points.

Income from operations came to 48.5 million euros. This includes a 12.6-million-euro charge for amortization of intangible assets arising from the acquisitions carried out since 2021, as well as non-recurring items, the net amount of which is a charge of 0.6 million euros.

Net income (32.6 million euros) was down 26% at actual exchange rates.

Free cash flow before non-recurring items totaled 45.3 million euros (43.7 million euros in 2022). It is higher than net income.

A particularly robust balance sheet

At December 31, 2023, the Group had a particularly robust balance sheet with a consolidated shareholders' equity of 417.9 million euros and a positive net cash position of 17.0 million euros, consisting in financial debt of 98.1 million euros and cash of 115.0 million euro

3. ASSESSMENT OF THE 2023-2025 STRATEGIC ROADMAP

Launched in 2017, the Lectra 4.0 strategy aims to position the Group as a key Industry 4.0 player in its three strategic market sectors, fashion, automotive and furniture, before 2030. The strategy has been implemented up to now through three strategic roadmaps.

The first strategic roadmap, which covered the 2017-2019 period, established the key fundamentals for the future of the Group.

The second roadmap, which ran from 2020 through 2022, achieved a new dimension for the Group – primarily through the acquisition of Gerber in June 2021 – and opened new perspectives, with a financial position stronger than ever before, an extended worldwide presence, a broader customer base, a powerful product portfolio, a growing number of customers using its new offers for Industry 4.0, and a new brand image.

For the 2023-2025 period, the Group intends to take full advantage of its change in dimension to accelerate growth, to significantly increase the volume of SaaS in its revenues, and to seize acquisition opportunities. With the commitment of employees, and recognition by customers, Lectra will be at the forefront in building a more sustainable future.

The Group has set six strategic priorities for 2023-2025, which guided the actions led by Lectra in 2023:

- reinforce implementation of ethical, social, societal and environmental best practices both internally and for customers;
- leverage all synergies arising from the Gerber acquisition;
- accelerate the transition of software sales to the SaaS model;
- accelerate the transformation of the Group's customer relationship and customer engagement model;
- continue to pursue external growth;
- prepare Lectra for the 2026-2030 period.

Details of the first progress report on this 2023-2025 strategic roadmap can be found in the December 31, 2023 Management Discussion, available on Lectra.com.

Financial objectives

In February 2023, Lectra announced its ambition to achieve 2025 revenues of over 700 million euros (including 10% in SaaS revenues), combining both organic growth and acquisitions, and an EBITDA margin before non-recurring items of over 20%.

In light of the improved fundamentals of the Group's business model and the acquisition of the majority of the capital of the company Launchmetrics, and despite a degraded environment, Lectra's ambition now is to achieve 2025 revenues of over 600 million euros (including 90 million euros in SaaS revenues), and an EBITDA margin before non-recurring items of over 20% (based on the closing exchange rates on December 29, 2023, in particular \$1.10/€1).

4. DIVIDEND

The Board of Directors will propose to the Shareholders' Meeting of April 26, 2024, the payment of a dividend at €0.36 per share in respect of fiscal year 2023.

5. OUTLOOK

While the 2023 full-year results were affected by the adverse environment, they also attest to the substantial improvement in the fundamentals of the Group's business model, which will have a positive impact on 2024 results. Persistent macroeconomic and geopolitical uncertainties could nevertheless continue to weigh on investment decisions by the Group's customers.

While the most recent indicators seem to suggest that the situation is unlikely to deteriorate further, the timing and magnitude of a rebound in new system orders remain uncertain.

Outlook for 2024

To facilitate analysis, the accounts of Lectra excluding the Launchmetrics acquisition ("Lectra 2023 Scope") will be analysed separately from the Launchmetrics accounts in 2024.

The Group has based its 2024 objectives on the exchange rates in effect on December 29, 2023, in particular \$1.10/€1. When converting 2023 results using the exchange rates retained for 2024, 2023 revenues are mechanically reduced by 4.7 million euros (to 472.9 million euros) and 2023 EBITDA before non-recurring items is reduced by 2.2 million euros (to 76.8 million euros). Thus, for the Lectra 2023 Scope, the comparisons between 2024 and 2023 printed below are based on constant exchange rates.

At this early stage of 2024, continuing low visibility regarding orders and revenues from new systems makes it impossible to predict the actual timing and scale of the future rebound in this area. On the other hand, visibility is high for recurring revenues, which accounted for 68% of total revenues in 2023 and will continue to grow in 2024.

In light of the above, Lectra has set as its objective for 2024, for the Lectra 2023 Scope, to achieve revenues in the range of 480 to 530 million euros (+2% to +12%) and EBITDA before non-recurring items in the range of 85 to 107 million euros (+10% to +40%).

The low end of the revenues range is based on the absence of a rebound in new systems orders, which would remain stable in 2024 relative to 2023, with a 6% decline in revenues from

perpetual software licenses, equipment and accompanying software and non-recurring services, as the order backlog was lower on December 31, 2023 than a year before.

The high end of the revenues range reflects a gradual rebound in new systems orders, which at year-end 2024 would be back to year-end 2022 level.

In addition, Launchmetrics revenues (for the consolidation period from January 23 to December 31) are projected to be in the range of 42 to 46 million euros, with an EBITDA margin before non-recurring items of more than 15% (assuming an exchange rate of \$1.10/€1).

Confidence in prospects for growth in the medium term

Bolstered by a robust business model and balance sheet, contributions from new products launched in recent years and others planned for the coming years, and by synergies achieved through the acquisitions of Gerber Technology, Neteven, Gemini CAD Systems, TextileGenesis and Launchmetrics, the Group is confident in its medium-term growth prospects.

The Management Discussion and Analysis of Financial Conditions and Results of Operations and the financial statements for Q4 and the fiscal year 2023 are available on [lectra.com](https://www.lectra.com). First quarter earnings for 2024 will be published on April 24, 2024. The Annual Shareholders' Meeting will take place on April 26, 2024.

MariaDB Files First Quarter Fiscal 2024 Financial Results

14 February 2024

MariaDB plc filed its financial results for the first quarter of fiscal year 2024, which ended December 31, 2023.

“Annual Recurring Revenue (ARR) is up 11% year-over-year in the first quarter of fiscal year 2024 coupled with a 77% improvement in Adjusted EBITDA loss of \$2.7 million versus the prior fiscal year first quarter loss of \$11.6 million,” said Paul O’Brien, CEO at MariaDB plc. “This is a result of the measures we have taken over the last few months to discontinue certain products and focus on our core MariaDB Enterprise Server product, as well as an overall company-wide effort to reduce spending.” The Net Loss for the first quarter was \$8.8 million, an improvement of \$3.9 million as compared to a Net Loss of \$12.7 million in the prior period.

The financial results can be found in the Quarterly Report Form 10-Q, which is available on the Securities & Exchange Commission’s (SEC’s) website at <https://www.sec.gov> and on MariaDB’s Investor Relations website at <https://investors.mariadb.com> under Financials.

Procore Announces Fourth Quarter and Full Year 2023 Financial Results

15 February 2024

Procore Technologies, Inc., the leading global provider of construction management software, announced financial results for the fourth quarter and full year ended December 31, 2023.

“2023 was a year of milestones at Procore as we surpassed \$1B in total annual recurring revenue, reaffirmed our status as one of the best places to work in technology, and delivered numerous innovations on the platform,” said Tooyo Courtemanche, Founder and CEO of

Procore. "Our continued evolution leaves me optimistic about our ability to achieve our vision of improving the lives of everyone in construction."

"Procore remains committed to continuously improving how we operate across all aspects of the business," said Howard Fu, CFO of Procore. "This resulted in significant margin improvement in 2023, setting a strong foundation for our next phase of efficient growth."

Fourth Quarter 2023 Financial Highlights:

- Revenue was \$260 million, an increase of 29% year-over-year.
- GAAP gross margin was 82% and non-GAAP gross margin was 85%.
- GAAP operating margin was (14%) and non-GAAP operating margin was 7%.
- Operating cash inflow for the fourth quarter was \$41 million.
- Free cash inflow for the fourth quarter was \$29 million.

Full Year 2023 Financial Highlights:

- Revenue was \$950 million, an increase of 32% year-over-year.
- GAAP gross margin was 82% and non-GAAP gross margin was 85%.
- GAAP operating margin was (23%) and non-GAAP operating margin was 2%.
- Operating cash inflow for 2023 was \$92 million.
- Free cash inflow for 2023 was \$47 million.

The financial results included in this press release are preliminary and will not be final until Procore files its Annual Report on Form 10-K for the period. A reconciliation of GAAP to non-GAAP financial measures has been provided in the tables included in this press release. An explanation of these measures is also included below under the heading "Non-GAAP Financial Measures."

Recent Business Highlights:

- Number of organic customers contributing more than \$100,000 of annual recurring revenue totaled 2,008 as of December 31, 2023, an increase of 27% year-over-year.
- Number of organic customers contributing more than \$1,000,000 of annual recurring revenue totaled 62 as of December 31, 2023, an increase of 32% year-over-year.
- Added 300 net new organic customers in the fourth quarter, ending with a total of 16,367 organic customers.
- Achieved a gross revenue retention rate of 95% for 2023.
- Achieved a net revenue retention rate of 114% for 2023.
- As of December 31, 2023, 74% of total annual recurring revenue was generated from customers using four or more products.

- As of December 31, 2023, 45% of total annual recurring revenue was generated from customers using six or more products.
- Ended 2023 with 3,694 full-time employees, an increase of 4% year-over-year.
- Ranked #5 on Glassdoor's **100 Best Places to Work in 2024**.

Leadership Updates:

Procore announces the appointment of Larry Stack as Chief Revenue Officer. In this role, Stack will lead Procore's Global Sales and Customer Success organizations and will be responsible for Procore's revenue growth strategy. He will report to Procore Founder, President and CEO Tooye Courtemanche.

First Quarter and Full Year 2024 Outlook:

Procore is providing the following guidance for the first quarter and full year 2024:

- First Quarter 2024 Outlook:
 - Revenue is expected to be in the range of \$262 million to \$264 million, representing year-over-year growth of 23% to 24%.
 - Non-GAAP operating margin is expected to be in the range of 7% to 8%.
- Full Year 2024 Outlook:
 - Revenue is expected to be in the range of \$1,137 million to \$1,142 million, representing year-over-year growth of 20%.
 - Non-GAAP operating margin is expected to be in the range of 7% to 8%.

A reconciliation of non-GAAP guidance measures to corresponding GAAP measures is not available on a forward-looking basis without unreasonable effort due to the uncertainty of expenses that may be incurred in the future and cannot be reasonably determined or predicted at this time, although it is important to note that these factors could be material to Procore's future GAAP financial results.

Quarterly Conference Call

Procore Technologies, Inc. will hold a conference call to discuss its fourth quarter and full year results at 2:00 p.m., Pacific Time, on Thursday, February 15, 2024. A live audio webcast will be accessible on Procore's investor relations website at <http://investors.procore.com>.

Roadzen Sets New Revenue Milestone for the Third Quarter Ended December 31, 2023

12 February 2024

Roadzen Inc., a global pioneer in next-generation auto insurance powered by AI, reported its quarterly earnings for the third fiscal quarter ended December 31, 2023. The company reported revenue of \$15.64 million, an increase of 372% from revenue of \$3.32 million in the same quarter last year.

Rohan Malhotra, Co-Founder and CEO of Roadzen, stated, "This quarter's performance is a testament to Roadzen's strength as a leading provider of AI-driven insurance and mobility solutions. We are pleased with the balance we have achieved with 52% of our revenue coming from brokerage sales and 48% from our Insurance as a Service (IaaS) technology platform sales. This showcases the depth of our business plan and our ability to land-and-expand multiple products within our customer base."

Roadzen posted a net loss of \$30.57 million for the quarter, impacted by \$26.5 million in non-cash, non-recurring, and extraordinary items. When adjusted for these factors, the Adjusted EBITDA loss stood at \$3.1 million, 14% lower compared to an Adjusted EBITDA loss of \$3.6 million in the previous quarter.

Roadzen's cutting-edge AI uniquely positions us as the preferred partner for insurers, fleets and carmakers aiming to innovate their auto insurance offerings. At the end of the fiscal quarter ended December 31 2023, Roadzen had 92 enterprise customers (including carriers, automotive, self-insureds, and large fleets) and approximately 3,200 SMB customers including fleets, agents, brokers and dealerships. The company made progress on several other notable objectives this quarter - continuing its leadership in AI research as a founding member of the AI Alliance alongside industry leaders, bolstering Roadzen's global leadership team with key hires, and achieving growth across the US, UK, EU and India.

"Our priority remains threefold," added Mr. Malhotra, "continued growth in our key global markets, pushing the boundaries of AI at the intersection of mobility and insurance, and enhancing our position as a strategic partner to the world's leading insurers, carmakers, and fleets."

¹Adjusted EBITDA is a non-GAAP financial metric. See "Non-GAAP Financial Measures" at the end of this press release for more information, including a reconciliation to the nearest GAAP financial measure.

Siemens Earnings Release and Financial Results Q1 FY 2024 – Successful start to fiscal 2024

8 February 2024

- First-quarter revenue rose 6% on a comparable basis, excluding currency translation and portfolio effects, and orders increased 2% compared to the same quarter a year earlier
- On a nominal basis, revenue rose 2% to €18.4 billion and orders came in slightly lower year-over-year at €22.3 billion, for a book-to-bill ratio of 1.21
- Profit Industrial Business was €2.7 billion with a profit margin of 15.8%, both slightly higher year-over-year
- Net income climbed 56%, to €2.5 billion, including €0.5 billion from Siemens Energy Investment; corresponding basic earnings per share (EPS) were €3.03 and EPS before purchase price allocation accounting (EPS pre PPA) were €3.19; excluding €0.61 per share related to Siemens Energy Investment, EPS pre PPA were €2.58

- Free cash flow rose sharply to €1.0 billion driven by Industrial Business

Siemens again delivered a strong quarter, maintaining a trajectory of profitable growth. We expanded our partnerships with Microsoft and AWS to make artificial intelligence even more accessible. Our customers have full confidence in us as their technology partner to support them with their digital and sustainability transformations. -**Roland Busch, President and Chief Executive Officer of Siemens AG**

Our Free cash flow rose to above €1 billion – a clear increase over the prior-year quarter. Our focus remains on our execution strength, and we confirm our outlook for fiscal 2024. -**Ralf P. Thomas, Chief Financial Officer of Siemens AG**

Outlook

We confirm our outlook for fiscal 2024. We continue to assume that geopolitical tensions do not further increase. Under this condition, we expect our Industrial Business to continue its profitable growth.

For the Siemens Group we expect comparable revenue growth, net of currency translation and portfolio effects, in the range of 4% to 8% and a book-to-bill ratio above 1.

Digital Industries expects for fiscal 2024 comparable revenue development of 0% to 3%. This is based on the assumption that following destocking by customers, global demand in the automation businesses, especially in China, will pick up again in the second half of the fiscal year. The profit margin is expected to be 20% to 23%.

Smart Infrastructure expects for fiscal 2024 comparable revenue growth of 7% to 10%. The profit margin is expected to be 15% to 17%.

Mobility expects for fiscal 2024 comparable revenue growth of 8% to 11%. The profit margin is expected to be 8% to 10%.

We expect this profitable growth of our Industrial Business to drive an increase in basic EPS from net income before purchase price allocation accounting (EPS pre PPA) to a range of €10.40 to €11.00 in fiscal 2024, excluding a positive €0.61 per share from Siemens Energy Investment in the first quarter of fiscal 2024. With termination of equity method accounting, Siemens Energy Investment is not expected to have additional effects on EPS going forward. EPS pre PPA excluding Siemens Energy Investment in fiscal 2023 was €9.93.

This outlook excludes burdens from legal and regulatory matters.

Please read the complete Earnings Release and Financial Results:

[Earnings Release Q1 FY 2024 October 1 to December 31, 2023: Successful start to fiscal 2024](#)

Starting today at 07:30 a.m. CET, the press conference call on Siemens' first-quarter results for fiscal 2024 will be broadcast live at www.siemens.com/conferencecall.

Starting today at 08:30 a.m. CET, you can also follow the conference call for analysts and investors live at www.siemens.com/analystcall.

Recordings of the press conference call and the conference call for analysts and investors will be made available afterwards.

Starting today at 10:00 a.m. CET, we will also provide a live video webcast of speeches given at Siemens' Annual Shareholders' Meeting in Munich, Germany by Werner Brandt, Chair of the Annual Shareholders' Meeting, and by CEO Roland Busch. You can access the webcast at www.siemens.com/press/agm. A video of the speeches will be available after the live webcast.

Financial publications are available for download at: www.siemens.com/ir.

Trimble Announces Fourth Quarter and Full Year 2023 Results and Initiates 2024 Guidance

12 February 2024

Trimble Inc. announced financial results for the fourth quarter and fiscal year 2023.

Fourth Quarter 2023 Financial Highlights

- Revenue of \$932.4 million, up 9 percent on a year-over-year basis, up 3 percent on an organic basis
- Annualized recurring revenue ("ARR") was \$1.98 billion, up 24 percent year-over-year, up 13 percent on an organic basis
- GAAP operating income was \$96.9 million, 10.4% of revenue and non-GAAP operating income was \$226.6 million, 24.3% of revenue
- GAAP net income was \$63.0 million and non-GAAP net income was \$156.6 million
- Diluted earnings per share ("EPS") was \$0.25 on a GAAP basis and \$0.63 on a non-GAAP basis
- Adjusted EBITDA was \$241.2 million, 25.9 percent of revenue

Executive Quote

"We finished 2023 with a record level of ARR, Gross Margin, and Adjusted EBITDA," said Rob Painter, Trimble's president and chief executive officer. "We enter 2024 with resolve to continue executing our strategy and returning capital to shareholders, while navigating macroeconomic uncertainties."

Fiscal 2023 Financial Highlights

- Revenue of \$3,798.7 million, up 3 percent on a year-over-year basis, up 1 percent on an organic basis
- GAAP operating income was \$448.8 million, 11.8% of revenue, and non-GAAP operating income was \$934.7 million, 24.6% of revenue
- GAAP net income was \$311.3 million and non-GAAP net income was \$663.7 million
- Diluted EPS was \$1.25 on a GAAP basis, and \$2.66 on a non-GAAP basis

- Adjusted EBITDA was \$1,009.7 million, 26.6 percent of revenue
- During fiscal 2023, Trimble repurchased approximately 2.4 million shares for \$100.0 million.

Forward-Looking Guidance

For the full-year 2024, Trimble expects to report revenue between \$3,570 million and \$3,670 million and non-GAAP EPS of \$2.60 to \$2.80. The full year 2024 non-GAAP EPS assumes a tax rate of 17.5 percent and approximately 243 million shares outstanding.

For the first quarter of 2024, Trimble expects to report revenue between \$905 million and \$935 million and non-GAAP EPS of \$0.57 to \$0.62. The first quarter of 2024 non-GAAP EPS assumes a tax rate of 17.5 percent and approximately 248 million shares outstanding.

Full-year 2024 and first quarter of 2024 guidance both assume that the joint venture with AGCO closes at the beginning of the second quarter of 2024.

Trimble is unable to provide a quantitative reconciliation of these measures to GAAP with a reasonable degree of accuracy because Trimble has not estimated the fair value of the assets and liabilities, including intangible assets and related amortization expense, as well as related tax expense, associated with the agriculture business that will be contributed to the joint venture with AGCO. An explanation of how we calculate non-GAAP EPS and other information relating to this non-GAAP measure is included in the supplemental schedule attached.

Investor Conference Call / Webcast Details

Trimble will hold a conference call on February 12, 2024 at 8:00 a.m. ET to review its fourth quarter and full year 2023 results. An accompanying slide presentation will be made available on the "Investors" section of the Trimble website, www.trimble.com, under the subheading "Events & Presentations." The call will be broadcast live on the web at <http://investor.trimble.com>. Investors without internet access may dial into the call at (888) 660-6347 (U.S.) or (929) 201-6594 (international). The conference ID is 1043223. The replay will also be available on the web at the address above.

Xometry to Announce Fourth Quarter and Full Year 2023 Financial Results On February 29, 2024

13 February 2024

Xometry, Inc., the global AI-powered marketplace connecting enterprise buyers with suppliers of manufacturing services, announced it will report its fourth quarter and full year 2023 financial results before the market opens on Feb. 29, 2024.

Xometry's conference call and webcast to discuss the results will take place at 8:30 a.m. Eastern Time (5:30 a.m. Pacific Time) on Feb. 29, 2024. In addition to its press release announcing its fourth quarter and full year 2023 financial results, Xometry will release an earnings presentation, which will be available on its investor website at investors.xometry.com.

Xometry, Inc. Fourth Quarter and Full Year 2023 Earnings Presentation and Conference Call

- Thursday, Feb. 29, 2024
- 8:30 a.m. Eastern / 5:30 a.m. Pacific
- To register please use the following link:
- <https://register.vevent.com/register/Ble8fa0a130127401593eefccfb6625781>
- You may also visit the Xometry Investor Relations Homepage at investors.xometry.com to listen to a live webcast of the call.

The earnings webcast and presentation will be archived on Xometry's Investor Relations site.

Implementation Investments

ALLPLAN and MiTek enter into strategic partnership

15 February 2024

ALLPLAN, global provider of BIM solutions for the AEC industry, and MiTek, solution provider for pre-engineered construction, announced a partnership. Together, the two companies aim to drive the digital and sustainable transformation of the construction industry. This pioneering cooperation enables end-to-end digital work processes from the design of buildings with wooden components to the automated prefabrication of building elements. The collaboration addresses the growing demand for serial construction with a high level of automation, the use of renewable raw materials and a reduction in the consumption of raw materials.

The aim of the partnership is to increase productivity and efficiency in the design and construction of timber houses. The combination of the BIM solution Allplan and the timber construction solution Pamir creates a unique platform that covers all disciplines of timber construction and has unique expertise in nail plate trusses. This enables an automated file-to-factory process in production: BIM models created in Allplan are seamlessly transferred to Pamir, where structural calculations, detailing and work preparation can be highly automated.

Planners benefit from the end-to-end workflow thanks to the integrated design solution for all disciplines and the fact that they receive information for subsequent execution much earlier. Structural engineers benefit from the high availability of data and customized detailed solutions. Prefabricated house manufacturers receive a reliable end-to-end solution for resource-saving construction with timber.

Integrated solution for serial timber construction

Dr. Detlef Schneider, CEO of ALLPLAN, comments: "*Cost-effective residential timber construction is an answer to some of the most pressing issues facing our society in the future. Through the BIM-based planning and production process with MiTek, we are creating maximum efficiency for the construction industry in order to implement timber construction projects at high speed.*"

Oliver Amandi, Managing Director of MiTek, adds: "*We are delighted to now be able to offer architects, structural engineers and the construction industry an integrated, holistic planning*

solution for timber construction. Our customers benefit from maximum competitiveness in serial construction with timber, the most important future market in the real estate industry."

In practice, this means that the specialist planners use Allplan to create a holistic planning model in an urban planning context. The timber construction elements for walls, ceilings and roofs are transferred to Pamir, where the structural calculations, dimensioning, detailing and production planning are highly automated and model-based. Work planning is coordinated via the Bimplus collaboration platform. There, the detailed model of the timber construction is coordinated with the work planning of the other specialist planners. The timber elements are then transferred to the automated prefabrication process.

Kick-off for BIM process in timber construction at digitalBAU

As a first step, both companies will be presenting the integrated and holistic BIM process at digitalBAU in Cologne from February 20 to 22, 2024. Maximilian Amandi, Consultant at ALLPLAN and Manuel Macfalda from MiTek Industries GmbH will also be talking about hybrid planning and building on Thursday, 22 February at 2 pm at the buildingSMART stand (Hall 4, 418): Architectural design meets efficient timber construction.

Ansys, Schaeffler Collaboration Drives Sustainable Product Development

14 February 2024

Ansys and the motion technology company Schaeffler AG announced they are extending their agreement for an additional three years. Schaeffler will rely on Ansys to standardize product development workflows, reduce waste from physical prototypes, and lower the company's overall carbon footprint through digital transformation.

Schaeffler manufactures high-precision components and systems for drive train and chassis applications as well as rolling and plain bearing solutions for many industrial applications. Ansys and Ansys Apex Channel Partner CADFEM Germany GmbH will continue to provide customer support for Schaeffler as the company hones its digital engineering practices. The extension of the partnership will now see Ansys multiphysics solutions Ansys Mechanical™, Ansys Fluent™, Ansys Electronics™, and Ansys Motor-CAD™ with enhanced computing capabilities through high-performance computing, applied across all divisions.

As a preferred simulation provider, Ansys will strengthen Schaeffler's digital thread by democratizing simulation and improving material intelligence across engineering disciplines. For example, including data about material composition in the research and development process will result in more innovative and sustainable products.

To do this, Ansys will contribute its industry-leading solutions to Schaeffler's framework for digital transformation, which consists of four pillars: digital workplace, cyber-physical equipment (digital factory), digital product lifecycle, and smart products.

"Schaeffler is pursuing ambitious goals for its products when it comes to the strategic topic of sustainability," said Uwe Wagner, CTO at Schaeffler AG. "We aim to integrate the reduction of CO2 emissions directly into the product development process. Innovative simulation tools play

an integral role here. Together with strong partners like Ansys, we will drive the digitalization of our R&D processes and innovations towards series production.”

Schaeffler recently used Ansys solutions to optimize the performance of their electrolyzers — a device that extracts hydrogen from water — to advance hydrogen gas as an emission-free, renewable energy resource.

“We are looking forward to continuing to help Schaeffler meet its sustainability goals and democratize simulation software across the business,” said Walt Hearn, senior vice president of worldwide sales and customer excellence at Ansys. “Digital transformation can’t happen overnight, but through dedication and by leveraging Ansys simulation solutions, Schaeffler has already reduced material waste and emissions while improving efficiency. This is just the beginning of what Ansys and Schaeffler can accomplish together.”

BEKO TECHNOLOGIES sets global process standards in product development with CIM Database PLM

13 February 2024

BEKO TECHNOLOGIES is implementing a globally consistent project management system with CIM Database PLM. The company utilizes standardized end-to-end processes to manage the development of its products for compressed air treatment in a quick, efficient, and traceable manner.

Compressed air is essential in many industries, including mechanical engineering, medical technology, or the food industry. The quality requirements vary significantly depending on the application. BEKO TECHNOLOGIES offers customized solutions for compressed air treatment. To map processes amid increasing levels of customization and complexity, the company is introducing CONTACT Software's CIM Database.

Using CONTACT's low-code platform, BEKO TECHNOLOGIES significantly reduces administrative efforts in cross-location projects. Workflows and templates guide employees through processes, decreasing their workload and accelerating projects. At the same time, optimized resource planning increases employee satisfaction. The project status can be easily tracked at any time, while high data quality reduces errors and provides a solid basis for decision-making. In addition to the unified data pool, CONTACT's solution stands out with its multi-CAD interface, ensuring consistent data across various applications. The integrated SAP interface enables BEKO TECHNOLOGIES to implement seamless business processes at all locations worldwide, streamlining collaboration across different departments. The adoption of uniform standards also allows for continuous process improvement.

“With CIM Database PLM, we achieve a high level of standardization while benefiting from maximum flexibility,” says Stefan Kampfer, Technical Project Manager Product Development at BEKO TECHNOLOGIES. Looking ahead, the company is considering expanding its business model with smart services based on CONTACT Elements for IoT and connecting additional locations outside of Europe.

With six production sites and 15 sales units in Europe, Asia, and North America, BEKO TECHNOLOGIES is one of the world's leading companies in compressed air and gas technology. With more than 600 employees, the group generated a revenue of 140 million euros in 2023.

Blackline Safety Unseats Competition to Win \$2.7 Million Deal with Major U.S. Energy Company

8 February 2024

Blackline Safety Corp., a global leader in connected safety technology, announced a four-year contract valued at \$2.7 million with a major U.S. upstream energy company headquartered in Houston, Texas.

The company selected Blackline to provide over 800 G7c cloud-connected wearable safety devices, 40 EXO cloud-connected area monitors, and 75 G7 Docks. This new fleet marks a shift away from a competitor's products, which the company had used for 30 years.

The decision to upgrade was driven by the company's dedication to safety and need to better protect their workers—especially those working alone—by ensuring consistent, reliable cellular coverage across a vast geographic area. Ultimately, Blackline's features such as SOS latch, fall and no motion detection, push-to-talk, and real-time connectivity sealed the deal.

"The customer evaluated Blackline's connected safety devices in comparison to products from their long-term supplier. It took less than a week for G7c to stand out for its broad connectivity range, and the ability to see where their lone workers might be in imminent danger so they can make sure their people are safe," said Sean Stinson, President and Chief Growth Officer, Blackline Safety.

"The company was also impressed with the EXO area monitor's ability to monitor rigs, tank batteries, and wellsites during repair and maintenance operations. With no power, Wi-Fi, or infrastructure requirements, EXO's drop-and-go setup is exactly what they were looking for," Stinson added.

Blackline's award-winning G7 personal gas detectors and EXO area gas monitors—built for extreme conditions, with location-enabled technology—provide layers of protection to ensure a critical lifeline during an emergency. G7 Dock is Blackline's simple solution to calibrating, bump testing and charging G7 devices without any complicated ethernet or Wi-Fi connection requirements.

This new deal provides protection for over 800 workers so they have the confidence to do their job and get home safe at the end of their day. The multiyear contract demonstrates that companies are looking for reliable, all-in-one connected safety solutions for lone workers, gas detection, and area monitoring to better protect their workers.

"We unseat the competition because Blackline products set the standard for the safest lone worker solution on the market," Stinson noted. *"We've innovated a stagnant industry and elevated the bar to keep workers safer than they have ever been."*

Eberjey Ditches Spreadsheets for Unified Product Management with Centric PLM

13 February 2024

Centric Software® is delighted to announce the release of a success story about its customer, Eberjey. Established in 1996 and headquartered in Miami, Florida, Eberjey was founded on soft, comfortable and stylish loungewear and their signature pajamas for women. The growing company also carries lingerie and swimwear, sold through 1,200 specialty and department stores and online.

Like many companies, spreadsheets, email and disconnected programs for product development were the order of the day, with files scattered around their network. The company realized that they needed to get all product information into one central repository for accessibility and data accuracy—with that repository being PLM.

The team evaluated several PLM providers. Centric PLM's functional and familiar interface was one of the deciding factors. Tony Schmitt, Information Technology Director at Eberjey says, "Centric PLM™ just felt like a great fit from the very beginning and the team pretty much unanimously felt that Centric was the answer."

After a smooth implementation, Bailey Hagen, Product Development and Sustainability Manager at Eberjey, says that Centric PLM gives users an overview of the entire process. "It's a great way to be able to learn how each of our jobs interacts with one another, how we're all intertwined." This has improved collaboration among teams, especially during the initial style creation stage. Hagen says, "Before, the process was a little clunky; now we can all work simultaneously and collaborate. That shortens the lead time of how long it takes us to complete tasks, to make tech packs."

Infosys Collaborates with Pacific International Lines to Drive Digital Transformation in Logistics Industry

13 February 2024

Infosys, a global leader in next-generation digital services and consulting, today announced its strategic collaboration with Pacific International Lines (PIL), a leading Singapore-based shipping company with strong networks in Asia, Africa, Middle East, Latin America and Oceania. This collaboration aims to accelerate PIL's digital transformation initiative and create a positive impact for their key stakeholders across the shipping and logistics ecosystem.

Infosys will help revamp PIL's existing customer portal and deploy a scalable and modern technology platform for them. This will enable PIL to further their 'Driving Connectivity' mission, which is aimed at connecting their businesses across the markets that they serve. In addition, PIL's web and mobile applications will undergo a comprehensive overhaul to simplify user experience and enhance customer engagement.

Infosys, with its extensive logistics expertise, will provide a strong technical backbone for the performance and scalability of the revamped portal. The multi-year, multi-phased collaboration seeks to address critical business challenges such as modernizing web and mobile applications,

enhancing scalability, and providing advisory services on the latest technology and business trends.

Lionel Patrice Chatelet, Chief Commercial Officer, Pacific International Lines (PIL), said, “We are looking for a partner who can not only bring technology but also play an advisory role in the journey of transformation. Infosys brings together a strong combination of right capabilities as well as highly collaborative ways of working. We are delighted to collaborate with Infosys.”

Karmesh Vaswani, EVP & Global Head Retail, Consumer Goods & Logistics, Infosys, said, “With our strong domain expertise in multimodal logistics, we are committed to delivering innovative solutions that not only address our client's current needs but also set the stage for embracing the latest industry trends. As a trusted advisor, we aim to transform PIL’s customer portals to become simple, intuitive, and more experiential, leveraging scalable technology through the AI-powered Infosys Topaz suite of offerings.”

KRAKEN COMMUNICATIONS TAKES GIANT STEP INTO ASSET MANAGEMENT WITH YARDZ PLATFORM

15 February 2024

YARDZ, the premier tool for managing owned and rented assets in the construction industry, announces that Kraken Communications, LLC, a Utah-based, fiber broadband installation contractor, has signed on to the YARDZ platform.

Kraken invested in a YARDZ corporate plan, which allows for 10 user licenses. While Kraken will initially deploy YARDZ for basic needs such as fleet management and maintenance, as well as tracking their extensive inventory of job-related equipment, the company intends to eventually access the complete YARDZ feature suite. Consequently, Kraken can “grow into” the product, adding capabilities like telematics when the time is right.

While Kraken occasionally rents assets from rental industry giants like United and Sunbelt, the overwhelming majority of the trucks and equipment they will be managing are owned by the company.

Kraken Communications leverages its expertise in fiber broadband to build and upgrade fiber-optic networks, expanding the reach of high-speed internet and empowering communities to thrive in the digital age.

“We’re excited to implement the YARDZ platform,” said Ethan Medeiros, General Manager at Kraken. “As a relatively new and growing company, we knew we needed to develop a comprehensive asset management plan. YARDZ allows us to do that cost-effectively with all the features we need – now and well into the future.”

According to Jason Perez, CEO of YARDZ, Kraken represents the ideal entry customer on several fronts.

“Frankly, we see this as a great fit for Kraken’s situation,” he explained. “If they had just opened their business, they might be hesitant to commit to purchasing any software. Now that their

doors have been open for a little over a year, they're starting to feel some of the pain points that an asset management program like YARDZ was built to solve.

"Combine that with Kraken's leadership, who are savvy enough to realize they need a tool like YARDZ to really move the company forward. It's perfect for Kraken, and we get a customer that we can help grow over time."

Marel Partner with TECHNIA for PDM Migration to 3DEXPERIENCE Cloud

16 February 2024

TECHNIA, the Virtual Twin Experts, announced today a new partnership with Marel, a global market leader in advanced solutions for the food processing industry.

Marel is present across 30 countries worldwide and has built a strong reputation over more than 40 years providing advanced systems, software, and services to food processing companies worldwide. For TECHNIA, this partnership represents one of the larger transformation programs in the Benelux region.

Aligning with its growth strategy, Marel aims to ensure uniformity throughout the product lifecycle environment, migrating from legacy PDM systems to 3DEXPERIENCE Cloud. Marel is taking an out-of-the-box approach, which will prepare the business to scale up in the future.

The partnership announced today involves a multiyear engagement with close collaboration between Marel, TECHNIA, and Dassault Systèmes. One of the first steps will be to connect multi-CAD solutions to the platform and set up the R&D processes in 3DEXPERIENCE.

"This new partnership marks the beginning of a close collaboration between Marel, TECHNIA, and Dassault Systèmes. Over the past few months, our teams have worked intensively to lay the groundwork for one of the larger PLM projects in the Benelux region. This multiyear engagement under Marel's Nexus program reflects our commitment to seamless collaboration and innovation, leveraging the 3DEXPERIENCE platform to drive transformative change in the industry."

Magnus Falkman

Chief Executive Officer | TECHNIA

"Marel is leading the transformation in food processing, integrating state-of-the-art solutions, software, and services with automation and cutting-edge technologies. Our move to the 3DEXPERIENCE platform from Dassault Systèmes, supported by our partnership with TECHNIA, signifies a forward-thinking approach to enhancing our Product Lifecycle Management environment. We're not just adapting; we're redefining industry benchmarks."

Raimond Voermans

Chief Information Officer | Marel

SAP Accelerates Seagate Technology's Digital Evolution with SAP S/4HANA

13 February 2024

SAP SE announced the successful launch of SAP S/4HANA and the SAP BW/4HANA solution at Seagate Technology Holdings plc, a leading innovator of mass-capacity data storage solutions.

It will modernize the company's enterprise resource planning (ERP) system and benefit nearly 30,000 global employees through integrating advanced functionalities, such as enabling global manufacturing, supply chain and finance business processes. This achievement signifies the third crucial phase in Seagate's digital transformation journey, complementing SAP Integrated Business Planning for Supply Chain and SAP SuccessFactors solutions.

Seagate embarked on this transformative path in 2021, transitioning from its legacy systems to embrace SAP S/4HANA, SAP SuccessFactors, and SAP Integrated Business Planning for Supply Chain.

"We chose SAP solutions for our integrated ERP landscape because its strategy closely aligns with our own: to implement a foundational platform on which the business can scale and grow," said Grace Liu, senior vice president and chief information officer at Seagate.

Seagate's leadership recognized the limitations of its existing ERP, prompting the need for an integrated platform to keep pace with evolving business models. SAP solutions address these challenges, offering an integrated ERP landscape with centralized business rules and roles. The implementation aims to enable unified global reporting, overcoming hurdles posed by diverse data repositories and laying the foundation for scalable growth while minimizing total cost of ownership (TCO).

The go-live phase was executed efficiently, without operational disruptions, reflecting SAP's commitment to a smooth transition. Seagate's reliance solely on the SAP Value Assurance program underscored the efficiency of collaboration, while the use of cloud application services for pre-go-live testing ensured a robust launch.

Seagate's move to SAP S/4HANA will provide the company with significant improvements in supply chain management, manufacturing execution, and even ongoing transformation. This recent go-live highlights the transformative power of SAP's innovative solutions and strategic guidance in driving digital transformation for its customers.

Siemens prepares one of Portugal's tallest buildings for the future of eMobility

15 February 2024

Siemens Smart Infrastructure has supplied and installed 200 VersiCharge wallboxes and an intelligent charging management system to the Infinity building, one of the tallest residential sites in Lisbon, Portugal.

José Cardoso Botelho, CEO of Vanguard Properties, which owns the Infinity building, said: "Real estate activity has a considerable impact both environmentally and socially on the community. Infinity is a project of immense pride to us, and an important reference of our digital transformation. We are glad to have collaborated with Siemens to create a sustainable building for tomorrow."

The integrated EV (Electric Vehicle) charging solution was customized by Siemens engineering and software teams in Portugal. It allows for dynamic and intelligent on-site charging management. The dashboards, which are intuitive and easy to use, present comprehensive information to the building manager or operator who can instantly view all information about

each charger, as well as monitor energy consumption in real time. Precise reports per apartment based on monthly consumption are produced, facilitating optimization of the building's energy performance.

VersiCharge wallboxes are distributed over six charging islands, across three floors of the building. The energy management system is also prepared for the future integration of photovoltaic or other renewable energy generation, as well as energy storage systems which will contribute further to energy efficiency and the reduction of the building's greenhouse gas emissions. The system includes the latest cybersecurity functionalities, and it supports global efforts to achieve climate targets by enabling the expansion of renewable energies.

Markus Mildner CEO eMobility, Siemens Smart Infrastructure added: "Managing EV charging infrastructure via intelligent load management is crucial for sustainable energy systems and grid stability".

The contract includes delivery of the highly scalable SICAM Dynamic Load Management (DLM), based on the SICAM A8000 power automation platform. The SICAM A8000 series is a modular device range for telecontrol and power grid automation applications in all areas of energy supply. SICAM DLM is a future-ready, highly robust charging station management system. It is prepared to receive grid constraint signals from distribution system operators (DSOs) and to integrate local distributed energy resources (DER) and energy storage systems, making it the ideal solution for the energy transition.

It facilitates communication with chargers, from which it extracts information related to consumption and offers dynamic charging management algorithms. As part of the Siemens Xcelerator portfolio, an open digital platform that enables customers to accelerate their digital transformation easier, faster, and at scale, the device supports a dynamic load management strategy for the operators of the building.

Portugal's recovery and resilience plan aims to support the economic growth and make it ready for the future. The plan involves the deployment of 15,000 electric vehicle charging stations by 2025. The Infinity building is a luxury condominium by Vanguard Properties located in Sete Rios, Campolide, Lisbon. It is one of the largest residential projects in the city, with 26 floors above ground, 195 apartments, and 352 parking spaces, covering more than 50,000 square meters of floor area. It is set to be the tallest and most iconic residential spot in Lisbon's city center with environmental engineering and sustainability at its core.

Swimwear Brand Arena Achieves Faster, More Sustainable Prototyping with Dassault Systèmes' 3DEXPERIENCE Works

14 February 2024

Dassault Systèmes announced at 3DEXPERIENCE World that Arena, one of the world's leading purveyors of waterwear and an increasingly important player in the sport lifestyle segment, is using Dassault Systèmes' 3DEXPERIENCE Works to provide its customers with high performance products more quickly and sustainably.

3DEXPERIENCE Works extends Arena's use of Dassault Systèmes' SOLIDWORKS applications to the 3DEXPERIENCE platform, which provides access to a portfolio of design, simulation and collaboration applications on the cloud that are tailored to Arena's business needs.

Arena's teams and partners can work with real-time information and feedback in a collaborative virtual environment – creating, testing and optimizing virtual twins of higher quality products while reducing the number of physical prototypes, as well as the time and resources that would have been needed to prepare them. For example, the company has already cut the prototyping cycle for its swimming goggles by 70%, and accelerated their time to market.

“With the 3DEXPERIENCE platform and 3DEXPERIENCE Works, we are creating an ecosystem. Our designers can work together in a single environment and quickly exchange information, which greatly helps us collaborate with our partners,” said Loris Vallesi, Head of IT & Business Solutions, Arena. “Also, by simulating everything in our design office, we don't have to create multiple product samples or use third-party product samples, so we reduce our CO2 emissions. Improved workflows help us deliver performance, style, comfort and fit to customers while integrating sustainability into the process.”

Launched in 2019, 3DEXPERIENCE Works is Dassault Systèmes' portfolio of applications on its 3DEXPERIENCE platform, dedicated to the millions of SOLIDWORKS customers and small and mid-sized companies that innovate every day. 3DEXPERIENCE Works extends the ease of use and simplicity of SOLIDWORKS to fine-tuned and simplified applications on the platform that improve collaboration, manufacturing efficiency and business agility, and empower a workforce.

“Arena fully demonstrates the unparalleled value of our 3DEXPERIENCE Works portfolio on a business's collaboration, productivity and innovation,” said Gian Paolo Bassi, Senior Vice President 3DEXPERIENCE Works, Dassault Systèmes. “Each year, we enhance our offers to bring more benefits to users. Our cloud-based solutions deliver the capabilities they need to efficiently model, visualize and predict product properties and performance, and contribute to their innovation process in a more sustainable way.”

University of Maryland enhances student success and world-class research by standardizing on HPE Aruba Networking

13 February 2024

To support its mission for turning idealism into action by facilitating innovative new learning models and supporting world-class research, the University of Maryland (UMD) has chosen the HPE Aruba Networking ESP (Edge Services Platform) networking solution by Hewlett Packard Enterprise. The campus-wide deployment includes Wi-Fi 6E wireless access points (APs) and CX wired switches, powered end-to-end by AI insights. The new network will enable the flagship institution, which is home to more than 40,700 students and 14,000 faculty and staff, to continue its tradition of global academic leadership on its 1,300-acre campus while saving millions of dollars over the life of the infrastructure versus other offerings.

With rising student, faculty, and staff expectations for reliable, fast, and ubiquitous connectivity for the skyrocketing number of mobile, connected, and IoT devices they use daily,¹ higher education institutions like UMD are responding by modernizing their networks. This includes solutions that enable them to secure, centrally manage, and maximize the performance of hundreds of thousands of endpoints, while minimizing costs and IT overhead.

"Because our institution has committed to being the nation's first 'Do Good' campus, it's imperative that we provide students, faculty, researchers, and administrators with the tools and technologies they need to achieve their goals for making a difference in areas like climate change, sustainable development, and global equity," said Axel Persaud, Assistant Vice President of Enterprise Engineering for UMD. "That makes our new HPE Aruba Networking infrastructure critical to supporting our campus communities with world-class, always-on connectivity for today and tomorrow."

Seeking a secure, centralized, policy-driven network that would improve infrastructure visibility and application performance, UMD decided to standardize on HPE Aruba Networking across its entire footprint. "HPE Aruba Networking provided the best solution, which included securely authenticating our current census of 80,000 endpoints and scaling into the future," said Persaud. "Also, as the solution is all-inclusive, rather than requiring additional licensing or charging add-on costs for particular feature sets, it saves us multi-millions over the life of the infrastructure."

The deployed solution will include approximately 19,000 wireless APs, including the latest generation of Wi-Fi 6E indoor APs. UMD also plans to deploy high-performance Wi-Fi outdoors to facilitate the growing interest in using green spaces for learning and to support intramural and competitive athletics.

"Wi-Fi 6E future-proofs our network as we expect connectivity demands will only intensify, including for accessing our cloud-based platforms and applications such as our Amazon AWS infrastructure and our Canvas student learning management system," Persaud said.

"Operationally, we intend to expand wireless into unconventional spaces, like mechanical rooms and rooftops, which will enable our facilities managers to utilize IoT sensors and mobile devices for making HVAC, lighting, and other building systems smarter."

For wired networking, UMD is implementing HPE Aruba Networking CX Series Switches, which will significantly improve bandwidth for researchers handling massive data sets. It will also support the adoption of new physical security and safety systems. "With respect to research, we'll be boosting throughput up to 25 times, depending upon the building," said Mark Addy, Executive Director of Systems and Networking for UMD. "For physical security, our wired deployment will support new, more granular systems, such as readers for entering individual dorm rooms."

To unify, simplify, and secure wired and wireless connectivity, UMD is also adopting HPE Aruba Networking Central On-Premises, for AI-powered management, along with a combination of HPE Aruba Networking ClearPass and Dynamic Segmentation for automated, role-based security of wired and wireless endpoints and IoT solutions.

"In addition to improving our cybersecurity posture for the tens of thousands of devices that ClearPass authenticates daily, the automation features within our new management tools enable us to substantially reduce our IT overhead," Addy said. "For example, we expect to cut our legacy VLANs by about 90%. Among the savings will be refocusing the three full-time engineers who currently administer VLANs manually onto higher-value projects, such as enhancing the at-home network experience for residential students and deploying a more seamless IoT adoption strategy. "

Further, the institution is leveraging HPE Aruba Networking User Experience Insight (UXI) to improve end-user experiences with AI-powered monitoring and troubleshooting of application and network performance issues. "For an outage on a distant agriculture campus, UXI identified the problem and then proactively notified us that the same issue was affecting another building, even though users hadn't yet reported it," said Addy. "This enabled us to fix both facilities, saving us from making a four-hour round-trip to diagnose the problem on-site."

The UMD IT staff is excited about the possibilities enabled by HPE Aruba Networking. "Academically, having a high-performance network that enables connecting any device a person wishes to bring on campus is a competitive differentiator for attracting students, faculty, and staff," Persaud said. "In IT, we've gained a true partner that has already supplied us with better support than any networking vendor we've worked with before."

Product News

Cadence and Dassault Systèmes Unveil the First Cloud-Enabled, Collaborative Experience to Transform the Development of Electromechanical Systems

12 February 2024

Cadence Design Systems, Inc. and Dassault Systèmes announced at 3DEXPERIENCE World that they have extended their ongoing strategic partnership by integrating the AI-driven Cadence® OrCAD® X and Allegro® X with Dassault Systèmes' extended 3DEXPERIENCE Works Portfolio, for SOLIDWORKS existing and future customers. This enables best-in-class collaboration for continuous development across PCB, 3D mechanical design and simulation. The cloud-enabled integration offers joint customers an easy-to-use, end-to-end solution for next-generation product development, enabling an up-to-5X reduction in design turnaround time.

This new integration provides electrical and mechanical engineers with an unparalleled collaboration experience to accelerate the end-to-end mechatronics system development process while optimizing designs for performance, reliability, manufacturability, supply resilience, compliance and cost. The new integration offers a seamless and scalable experience to customers of different sizes, from startups to enterprises.

"Any companies developing electromechanical products today need a synergistic solution in order to avoid time-to-market delays," said Kimball Cluff, executive vice president of Software Sales at GoEngineer, a leading provider of mechanical and electrical design and analysis

solutions from Dassault Systèmes and Cadence. “This new cloud-enabled solution from Cadence and Dassault Systèmes provides electrical and mechanical design teams with a proven and easy-to-deploy collaborative solution with a desirable user experience.”

“Every industry is experiencing exploding product complexity due to electrification, AI/ML, security, connectivity and sustainability requirements,” said Tom Beckley, senior vice president at Cadence. “Cadence is the leader in developing AI tools for advanced IC packaging and PCB design. With Dassault Systèmes’ powerful 3DEXPERIENCE platform, customers can now design using a best-in-class solution that enables collaboration across PCB and 3D mechanical design.”

“Today’s experience economy, where the value of a product comes from its usage, drives exponential demand for connected evolutive electromechanical products. Companies are shifting to experience thinking in their product development processes. Our fast-developing partnership with Cadence empowers our customers to make this shift,” said Philippe Laufer, Executive Vice President Global Brands, Dassault Systèmes.

The joint solution will be available in the second quarter of 2024.

EON REALITY ENHANCES GLOBAL ACCESSIBILITY WITH FOCUSED MULTILINGUAL SUPPORT

6 February 2024

EON Reality, a global leader in AI-powered Augmented and Virtual Reality (AR/VR) knowledge transfer for education and industry, announces a strategic enhancement of its multilingual support to better serve its diverse global user base. Recognizing the importance of language in accessing educational content, EON Reality has refined its language offerings to cater to the most widely spoken languages among its users, while also committing to the addition of new languages each month to meet evolving needs.

In a targeted approach to language inclusion, EON Reality has identified key languages such as English, for its universal application in business and education; Spanish, to serve a broad user base across the Americas and Spain; and Arabic, addressing the needs of users in the Middle East and North Africa. This focus ensures that the EON-XR platform is immediately more accessible to a significant portion of the global population.

Beyond these core languages, EON Reality is dedicated to expanding its linguistic reach. Each month, new languages are carefully selected and added to the platform, based on a thorough analysis of user demand, regional significance, and the potential to enhance educational accessibility. This dynamic approach allows EON Reality to adapt to the global landscape’s changing linguistic needs, ensuring that educators, students, and industry professionals worldwide can benefit from its cutting-edge AR/VR educational tools in their native or preferred languages.

Dan Lejerskar, Co-Founder of EON Reality, emphasized the importance of this initiative, stating, “Our mission extends beyond overcoming technological challenges; it’s about connecting with our users in the most fundamental way—through their language. By continuously expanding

our language support, we're not just enhancing our platform; we're building bridges to knowledge for users around the world."

This commitment to multilingual support underlines EON Reality's dedication to making education and industry training more accessible and engaging, regardless of linguistic barriers. As the company moves forward, it remains focused on fostering a globally connected, knowledgeable community through the power of AR/VR technology.

EON Reality Launches EON DynaMind: A New Era in User-Generated Autonomous AI Agents for Knowledge Transfer

13 February 2024

EON Reality, the global leader in virtual and augmented reality-based solutions, is excited to introduce EON DynaMind, an innovative platform set to transform the landscape of education and training. EON DynaMind ushers in a new era of knowledge transfer, leveraging the power of user-generated content and autonomous AI agents to create dynamic, immersive learning experiences.

Innovative Features of EON DynaMind:

- **Autonomous AI Agents:** EON DynaMind's core is its dynamic autonomous AI assistant agents, designed to bridge traditional AI with immersive XR technologies, enabling the creation of personalized educational content.
- **User-Generated Content:** This platform empowers users to generate their own AI assistants, facilitating a customizable and interactive learning environment tailored to individual needs.
- **Immersive Learning Experiences:** By transforming high-level text instructions into comprehensive immersive AR experiences, EON DynaMind enriches educational and training content with interactive 3D objects, environments, and simulations.

Impact and Benefits:

EON DynaMind is poised to make significant strides in education and training, offering:

- **Enhanced Engagement and Retention:** The platform is designed to increase learner engagement and knowledge retention by making learning experiences more interactive and immersive.
- **Customization and Autonomy:** With user-generated content and autonomous scenario creation, educators and trainers can effortlessly tailor educational materials to specific learning objectives and outcomes.
- **Scalability and Accessibility:** EON DynaMind aims to democratize access to quality education, making it easier for institutions and enterprises to scale their training programs effectively.

A Commitment to the Future of Education:

EON Reality remains dedicated to pushing the boundaries of technology to enhance the quality of education and training. With the launch of EON DynaMind, EON Reality reinforces its commitment to innovating solutions that empower educators, trainers, and learners worldwide.

EPLAN Data Portal Update 01 February 2024

14 February 2024

481 manufacturers and more than 1,636,000 data sets are available with the update February 14, 2024.

New manufacturer catalogs

- Changzhou Chuanglian Power Supply Technology Co. Ltd. – 107 new data sets with voltage sources and generators
- Nanjing Huatai Automation Technology Co., Ltd. – 17 new data sets with PLC

Updates and new data

- ABB LTD – 324 new data sets with housing accessories – internal extensions and enclosures
- Balluff GmbH – 17 new and 1 updated data set with cables, plugs, sensors, switches and pushbuttons
- Banner Engineering Corporation – 47 new data sets with lights, signal devices and sensors, switches and pushbuttons
- Baumer MDS GmbH – 177 updated data sets with sensors, switches and pushbuttons
- ETI Elektroelement d.d. – 233 new and 815 updated data sets with busbars, cable ducts, contactors, enclosure, housing accessories, miscellaneous, plugs, relays and terminals
- Eaton Industries GmbH – 6 new and 92 updated data sets with transformers
- ifm electronic gmbh – 1 new and 13 updated data sets with cables, PLC, sensors, switches and pushbuttons
- KEBA Group – 2 updated data sets with converters
- KALEJA GmbH – 4 updated data sets with amplifiers and controllers
- Lenze SE – 4 new data sets with converters and PLC
- Leuze electronic GmbH + Co. KG – 3 new data sets with sensors, switches and pushbuttons
- LOVATO SPA – 62 new and 1,226 updated data sets with contactors, converters, inductors, lock systems, measuring instruments, miscellaneous, PLC, protection devices, power switchgear, relays, sensors, switches and pushbuttons, signal devies, test devices, user-defined rail and voltage sources and generators

- Murrelektronik GmbH – 942 new and 1 updated data set with cables, generals, electrical engineering special items, plugs
- Omron Europe B.V. – 3 new data sets with logic items, sensors, switches and pushbuttons and transmission paths
- Pepperl + Fuchs AG – 32 new and 1 updated data set with PLC and sensors, switches and pushbuttons
- PHOENIX CONTACT GmbH & Co. KG – 119 new and 73 updated data sets with contactors, plugs, power switchgears, relays, terminals, transmission paths and voltage sources and generators
- R. Stahl Schaltgeräte GmbH – 6 new and 32 updated data sets with converters and PLC
- Schneider Electric SA – 28 new and 165 updated data sets with cables, converters, contactors, PLC and relays
- Shanghai Flexem Technology Co., Ltd. – 12 new data sets with PLC
- Shanghai GKONCY Electrics Co., Ltd. – 16 new and 9 updated data sets with plugs
- Sick AG – 589 new and 1 updated data set with sensors, switches and pushbuttons
- Siemens AG – 38 new and 62 updated data sets with converters, miscellaneous, PLC, protection devices, routing accessories, voltage source and generators
- WAGO GmbH & Co. KG – 113 new and 724 updated data sets with plugs and terminals
- Wagner Magnete GmbH & Co. KG – 1 new and 3 updated data sets with converters
- Weidmueller Group – 3 new and 65 updated data sets with housing accessories – internal extensions, PLC, terminals and voltage sources and generators

Summary

- 2 new manufacturer
- 23 updated manufacturer
- 2,974 new data sets
- 2,681 updated data sets
- 0 deleted data sets
- 3,010 new parts with EDS
- In total 1,043,855 parts with EDS
- In total 329 manufacturers with EDS parts
- In total 1,636,459 data sets live in EDP

Golden Software Expands 3D Subsurface Visualization Capabilities in Latest Surfer Surface Mapping Package

13 February 2024

Golden Software has further enhanced the 3D visualization capabilities of its Surfer mapping and 3D visualization software to give users a complete picture of their subsurface data. The expanded visualization tools in the latest Surfer version make it easier than ever to create 3D grid files for the viewing and analysis of drillhole data.

“We built a larger selection of options and greater flexibility into the Surfer visualization functionality with the goal of enabling users to fully exploit their 3D drillhole data,” said Kari Dickenson, Surfer Product Manager. “Surfer users can now gain a more comprehensive understanding of the subsurface environment around their wells and drillholes.”

Over 100,000 people use Surfer worldwide, many are involved in environmental consulting, water resources, engineering, mining, oil & gas exploration, and geospatial projects. The software has been relied upon for more than 40 years by users in numerous disciplines to quickly transform complex data into superior 2D and 3D visuals with accuracy.

Known for its fast and powerful contouring algorithms that regularly outperform more expensive packages, Surfer enables users to model data sets, apply an array of advanced analytics tools, and visually communicate the results in a way that even the non-technical stakeholders can understand.

The new version of Surfer – available now – includes several enhancements:

Block Rendering – Users can now render 3D grids as a series of blocks, which can be colored by a select variable. This is an easy way to calculate and visualize volumes, such as contaminants in a plume.

Image Import – Images of cross sections, profiles, and other features can be imported directly into 3D View and oriented in any direction or angle. This makes it easy to create fence diagrams from multiple imported images or display raster logs next to 3D drillholes.

Direct Drillhole Gridding – Users can now import XYZC drillhole data and grid it directly without the additional steps of saving it to an external file. Although the option to save the data in various formats still exists, the direct gridding function saves significant time.

Assigning ‘NoData’ to 3D Grid – To isolate certain features in the 3D grid, users can assign NoData to portions of the grid with a variety of methods: convex hull of the data points, an alpha shape of the data set, a polygon boundary, or above/below a 2D grid surface. This allows users to eliminate unwanted data in a 3D grid outside of field boundaries, well locations, or above (or below) specific surfaces, such as a water table, topography, or lithologic layer.

Surfer Beta Available

As is the tradition, Golden Software has released a Beta version of Surfer simultaneously with the new version to give customers a chance to try out new features and provide feedback while

they are still in development. Users may find the Beta version by clicking **File | Online** from within Surfer.

“In the latest Beta capabilities, we focused on allowing users more options to view and experience their 3D visualizations and also to more readily display their data on top of other maps and images,” said Dickenson.

Here are the new Beta features available now in the latest Surfer release:

Enhanced Base from Server Command – With a click of the mouse, users can connect to a number of online servers to download XYZ Tiles for use as base maps in their Surfer projects. This new XYZ Tile support gives users access to global databases of maps, aerial photographs, satellite images, terrain files, and other data sets.

Upgrades to 3D View

- **Copy and Paste Format Properties** – An enormous time savings when creating multiple 3D visualizations, users can now copy the properties of an existing visualization in the 3D view and paste all its properties – colors, values, clipping plane – to a second visualization.
- **Exporting 3D Vector Files** – Users can now easily export 3D geometry to a vector file. Whether a user is drawing a 3D polygon in 2D View or importing 3D geometry from a DXF or shapefile, the geometry can be viewed in the 3D view and then exported to a new vector file as 3D geometry, including AutoCAD DXF or SHP.
- **Keyboard Shortcuts for Predefined 3D views** – Surfer makes it easy to rotate a 3D model to view it from any side or angle, but getting a view perfectly aligned with precise compass directions using the mouse was tricky. Now, users can rely on keyboard shortcuts to view the model exactly from the top, bottom, north, east, south, or west perspective.
- **Orthographic Projection** – With a single click, users can switch from the default Perspective projection to an Orthographic projection, which means lines remain straight and orthogonal regardless of distance from the viewer. This makes it much simpler to measure and digitize points in the 3D model.
- **Orientation Triad** – A new Triad in the corner of the 3D model lets the user know the orientation that they are viewing the model.
- **Bounding Box** – Developed primarily for including 3D models in reports and presentations, the new function lets users draw a bounding box around their 3D model determined by axes extents (entire model), a volume render, or isosurface.

Introducing the Multilingual nanoCAD 23 Beta

12 February 2024

nanoCAD 23.1 is now multilingual! Experience the new localization updates and performance enhancements firsthand with a released beta version.

The nanoCAD team announces the release of the multilingual beta version of nanoCAD 23.1. It's a significant milestone to enhance the design experience for the CAD global community. This update opens a new chapter in the software's usability, bringing it closer to more languages and cultures. The latest version is a testament to Nanosoft AS' commitment to making advanced design tools accessible to users worldwide.

Now, nanoCAD is available in 5 languages:

- English
- Spanish
- French
- German
- Korean

"We are proud to extend our CAD platform's reach to a broader audience, breaking language barriers and enriching user experience across the world," said Frode Rødland, CEO of Nanosoft AS.

Beyond the significant strides in localization, nanoCAD 23.1 also introduces an array of enhancements aimed at refining usability and augmenting performance. These advancements cater to the evolving needs of our diverse user base, ensuring a more efficient, intuitive, and productive design experience.

What's new in the nanoCAD platform:

- Color Display of the Positive Direction of X and Y Axes
- Displaying Grid as Dots
- Copying the Text Format in Multiline Texts
- Attachment of Standard File in the Profile Settings
- Additions in the Text Decoder Dialog Box
- Non-dialog Version of -SCALELISTEDIT Command
- Improved IFC Import
- Other Corrections

New functionality was also introduced to the professional modules. Users will see the updates in the Topoplan, 3D Solid Modeling, Construction, and Mechanica modules.

What's new in Topoplan Module:

- New Command for Projecting Objects on a Surface
- Setting Attributes when Importing Geopoints
- Copying Column Data
- Updated Appearance of Dialogs for Working with Geopoints

- Underlay Type Storage
- Conversion Precision Adjustment

What's new in 3D Solid Modeling Module:

- Corrected Direct Modeling
- Improved Parametric Modeling
- Corrected Sheet Solids

What's new in Construction Module:

- The bug has been fixed due to which zeros in the fractional part were cut off in room and area markers regardless of the Number of decimal places setting.
- The bug in the Stamp Creation Wizard has been fixed. Due to this the thickness and color of the stamp lines could not be determined by the design settings.

What's new in Mechanica Module:

- Now the parameters of a sheet solid are displayed in the Parameters Manager.

The release of a new multilingual nanoCAD 23.1 is not just about new features, it's about breaking down language barriers and bringing a community of designers closer. We invite our users and developers to explore these new features and join us in this exciting journey by participating in Beta Testing

New Construction Management Software Connects, Syncs, Manages Project Software Ecosystem

15 February 2024

Leading provider of collaborative project information management software for the Architecture, Engineering, and Construction (AEC) industry and project owners, **ProjectReady**, has announced it can now connect and sync data, drawings, and files between multiple Autodesk Construction Cloud hubs, Procore companies, and SharePoint sites. The new construction management feature, "**ReadyConnect**," solves the challenges that exists when two or more AECO companies on large-scale construction projects operate their own versions of the same Common Data Environment (CDE) but must collaborate on project information while maintaining the most accurate and current version of project-related content and data.

Benefits Of Construction Management Software

According to **Shaili Modi-Oza**, ProjectReady's Head of Development, ReadyConnect, ProjectReady's construction management functionality, allows users to connect and synchronize project information and data related to document control functions, such as requests for information (RFIs), change orders, submittals, and transmittals, between different Autodesk Construction Cloud hubs and Procore companies. ReadyConnect for construction management also allows users to sync content from one SharePoint site to another within the same instance.

Because ReadyConnect gives users greater control over the greater construction project's software ecosystem, it is an ideal civil engineering project management software solution. It will also drive immediate value among those managing large-scale, multi-year projects.

ProjectReady CEO **Joe Giegerich** said no other software solution currently gives companies the ability to manage a project's extended software ecosystem.

"There's a lot more to project and program management than keeping a schedule up to date," said Giegerich. "The management and successful delivery of complex construction projects requires many people, architects, engineers, general contractors, subcontractors, and vendors, to eliminate software silos to work better together. Managing the successful delivery of a project requires you to have visibility and control over the data and information that spans the project's ecosystem, which almost always includes multiple CDEs, software, and actors across a range of companies.

"These different groups on a project need an easy way to connect, communicate, and collaborate. Everybody needs to know that they are working from the most current and accurate drawings and information," Giegerich continued. "Applying process over the project ecosystem drives interoperability between people, platforms, and processes. ProjectReady's program management solution, ReadyConnect, lets entire project teams work with consistent and authoritative information, helping teams be more productive and efficient while they work to deliver the project on time and on budget."

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From automatically setting up projects in M365, Autodesk and Procore, to providing an easy way to capture, govern, synchronize and collaborate on information across multiple CDEs and stakeholders (e.g. companies on a project that both use Procore or Autodesk, construction management firms that need to provide oversight and, in some cases, weigh in, but prefer to operate solely in M365); ProjectReady's program management solution ReadyConnect is the logical next step in the evolution of its **Integrated Data Environment** (IDE™).

NextLabs® Releases Data Access Enforcer for Oracle ERP

5 February 2024

NextLabs announced the release of Data Access Enforcer for Oracle ERP (DAE for Oracle ERP), bringing the dynamic enforcement of NextLabs Zero Trust Data-Centric security policies to both Oracle EBS and Oracle Fusion ERP product lines. DAE helps Oracle ERP users control access to their business process data through attribute-driven policies that are dynamically enforced at runtime, allowing those policies to be applied regardless of how the data is being accessed in a way that is seamless and transparent for ERP users.

Some of the notable capabilities of DAE are field-level dynamic data masking and record level data filtering, regardless of where the data is being accessed. Both features ensure only those

with authorization can view the fields and/or records they have been granted access to. Policies are evaluated and enforced at the data access layer, so that they are consistently enforced anywhere and everywhere data is accessed in the ERP system. This policy enforcement is transparent to the end user, who does not have to change the way they use the ERP solution. All of DAE's policies are powered by NextLabs' attribute-based policy engine, which controls access to data based on attributes of the data being accessed, the context of the request, and user identity. Policies are business process aware and are evaluated in real-time to segregate and/or mask protected data based on the current value of those attributes. These policies are centrally managed with activity logs that can be audited across all organization's applications to simplify administration. This release of DAE for Oracle ERP brings these key strengths to users of the Oracle EBS and Oracle Fusion platforms.

This release of DAE for Oracle ERP brings DAE functionality to Oracle Fusion and all the applications in the Oracle E-Business Suite, including:

- Order Management
- Logistics
- Procurement
- Projects
- Manufacturing
- Asset Lifecycle Management
- Service
- Financials
- Human Capital Management

Key functionality in DAE for Oracle ERP includes:

- Real-time enforcement of attribute-based access policies
- Field-level data masking
- Record-level data segregation and filtering
- Granular enforcement of DML actions
- Centrally managed policies
- Centralized monitoring and auditing
- Out of the box integration, including data models specific to Oracle EBS and Oracle Fusion

When implementing data access security policies across applications, organizations face the challenge of implementing the protection independent of UI and application without breaking the applications. With DAE for Oracle ERP, NextLabs addresses this challenge by evaluating and enforcing data access policies at the data access layer. When combined with DAE's centrally

managed policies that determine who, what, when, where, and how, to mask field(s) and filter record(s) based on attributes in real-time, organizations can prevent unauthorized access, protect data, and address compliance requirements all with a single solution. DAE's out-of-the-box (OOTB) support for Oracle ERP applications and Oracle databases enables this to be implemented with minimal impact to the existing systems and operations, and no changes required by the end user.

The release complements NextLabs' existing suite of DAE products, which include:

- DAE for SAP ERP (ECC and S/4HANA)
- DAE for SAP HANA
- DAE for Windows
- DAE for Linux
- DAE for Oracle
- DAE for Microsoft SQL Server and Azure SQL
- DAE for PostgreSQL
- DAE for Google BigQuery

DAE's container-based architecture and OOTB integrations offer seamless user experience, without customization and changing the way application is used; providing fast time to value and ease of deployment. Advantages of NextLabs DAE for Oracle ERP include:

- Native integration with Oracle EBS and Oracle Fusion platforms to offer a wide range of data access coverage – making DAE the quickest to deploy and easiest to use data protection and data privacy solution for Oracle ERP deployments.
- Support for field-level dynamic data masking and encryption, record-level filtering and segregation, and attribute-based access control of database operations all within a single product.
- Built on the Zero Trust Architecture (ZTA) and powered by an industry leading dynamic authorization and attribute-based Policy Engine to enforce policies in real-time without custom code – significantly lower cost of management and rapid time to value to offer enterprises ability to keep up with the rapidly evolving data security needs.
- Policy enforcement independent of App, UI, API, microservice, batch job, ad-hoc query, and report. DAE is the only solution with seamless support for debug mode and direct table access.
- Tracking and storing user activities and data access across applications in a central audit server, simplifying compliance management. Analytics for user behavior and access patterns are provided via dashboards, reports, and automated monitoring facilities.

“Our mission is to enable organizations to implement Zero Trust Data-Centric security seamlessly into their ERP systems to secure business data, whenever and wherever it is

accessed,” said Keng Lim, CEO and Founder of NextLabs. “With the release of DAE for Oracle ERP, we bring our expertise and experience in automating the security of business processes to organizations running on Oracle ERP platforms, to protect critical data with minimal changes to their existing environment transparent to the end users.”

Noesis Solutions launches id8, new cloud platform to redefine product development

14 February 2024

Noesis Solutions, a trusted digital engineering transformation partner, announced the launch of id8, a cloud-native collaborative engineering platform, that enables global engineering teams to unveil the full potential of engineering data. The new cloud-based, collaboration environment of id8 enables companies leverage enterprise engineering knowledge and empowering them to transform simulation data into real-time trustworthy decisions.

“Digital engineering is consistently evolving. Companies are in need for a comprehensive solution that enables them to generate trustworthy simulation data across globally dispersed teams and convert this data into valuable insights. In order to create leading edge products, the power of best practice simulation and advanced methodologies must be made accessible not only to simulation experts but to a broad range of roles. In the realm of digital engineering where collaboration plays a central role, Noesis Solutions empowers organizations to make informed, data-driven design choices to create competitive products” said **David Franke, Chief Executive Officer of Noesis Solutions**.

Data-Driven Collaborative Engineering

With over two decades of pioneering innovation, Noesis Solutions has an in-depth understanding of integration and automation of engineering workflows and its role to obtain the conceptual understanding in the early stages of the design process. With id8, Noesis Solutions has moved a step further and enables access to best-in-practice simulation workflows for a wider audience within organizations. id8 also grants access to AI-powered powerful design space intelligence technologies and enables the id8 users to create high-quality data based on verified workflows. id8, therefore, secures the quality of simulation data in an organized and adaptive way, which fuels trustworthy data-driven decisions enabling organizations create competitive products.

“Noesis Solutions is dedicated to making advanced technology easily accessible to engineers and professionals in a straightforward manner. Through intelligent product design and user-friendly features, id8 caters to the needs of our worldwide customer base, empowering them to create market leading, cutting-edge products”, says **Georgios Papantonakis, Chief Product Officer of Noesis Solutions**, about the idea behind id8.

Connect, Create and id8

“Collaboration plays the protagonist in realizing the value of digital engineering transformation. At Noesis Solutions, we not only focus on collaboration between the different teams, but also amongst various design tools and applications. We believe that this seamless communication will lead organizations build great product development efficiencies, more agile operations, and

competitive advantage from the early stages of product development”, added Georgios about the role of collaboration in digital engineering process.

id8, a cloud-native and collaborative engineering platform by Noesis Solutions, enables auto-scalable engineering solutions & streamlines engineering design processes in a collaborative environment. It empowers organizations to take full control of the engineering design processes, from automating simulation workflows to data-driven business decisions.

id8 improves productivity and maximizes business value from existing engineering technology investments by automating engineering processes, unveiling the insights behind simulation data with its powerful AI/ML technologies and simulation-driven data science capabilities, turn insights into data-led decisions with its interactive data analytics platform. It plays a key role in managing & analyzing the volume of simulation data required for developing complex engineering systems.

OPENCLM 3.0 MAKES INTEGRATION IN IT LANDSCAPES EVEN EASIER

15 February 2024

PROSTEP has launched the new version 3.0 of its digital thread solution, OpenCLM, which can now be integrated into customers' IT landscapes even more easily. The information in the connected IT systems can also be linked with each other with a greater degree of flexibility. Improvements to the dashboards and graph visualization ensure that the information is displayed more clearly and concisely. The new version is now available.

The OpenCLM digital thread solution makes it possible to link relevant information from the IT systems used in different domains and disciplines. This makes it easier to track the status of development projects and orchestrate change management across domain boundaries. The new version of OpenCLM now offers a generic connector that can be used to access all tried-and-tested connectors and systems that are connected to OpenPDM. This means that the solution can be integrated in heterogeneous IT landscapes with a minimum of effort. The new user guide, which also includes video tutorials, simplifies the implementation of the digital thread solution.

The development team has also created the option of connecting OpenCLM to an existing role and rights management system via LDAP. This means that access to the information can be controlled more explicitly without having to define new roles and rights in OpenCLM.

The introduction of load rules and precise links, another new feature in OpenCLM 3.0, allows different versions to be linked across different projects with an even greater degree of flexibility. Users normally always reference the current version during the development of a new component. But they also have the option of replacing this load rule with a precise link to a specific version with just a few clicks of the mouse once development has been completed. This makes further development and reuse of their components in other product platforms and contexts easier.

The improvements made to the user interface in OpenCLM 3.0 include new interactive graph visualization and clearer and more precise presentation of information in the dashboards as

well as what is referred to as an entity page. It provides a structured overview of the information.

OpenCLM 3.0 can be installed on premises in the customer's IT infrastructure, or it can be used as a SaaS application from a private or public cloud, as product manager Johannes Lützenberger explains. "This makes it possible for us to adapt perfectly to the individual circumstances of our customers. An ever-increasing number of companies are pursuing a clear-cut cloud strategy."

OpenText Takes Code Security to the Next Level with Innovative use of Machine Learning

5 February 2024

OpenText™ announced the second generation of its advanced cybersecurity auditing technology debuting at the inaugural OpenText Security Summit 2024 on February 6. Today's developers are dealing with more complexity and threats in multi-cloud environments. Security teams feel increasing pressure to tackle application security with more sophisticated tools and practices. Fortify Audit Assistant is OpenText's solution for incorporating security at the very beginning of the software development lifecycle—at code inception—and building robust, secure, and reliable software systems.

Fortify Audit Assistant levels up the accuracy and performance, increasing developer efficiency by reducing noise and false positives. In doing so, security teams can focus on the vulnerabilities that matter most. Triaging and validating raw static analysis results is one of the most time-intensive, manual processes within application security testing. Companies can't afford to hire a team of human examiner experts in software engineering, computer science, and software vulnerabilities. Fortify Audit Assistant was created to automate security and address these issues by utilizing machine learning to learn from Fortify's human auditors.

"The first generation of Fortify Audit Assistant was well ahead of its time with its use of predictive analytics and machine learning," said Prentiss Donohue, Cybersecurity Executive Vice President. "Those pioneering efforts paved the way for us to derive 10 years of data from human experts and turn them into predictive models that are significantly more accurate compared to the previous generation's models, improving efficacy in auditing by reducing false positives up to 90%. Enterprises can now leverage this depth of information—something no one else in the industry can provide—within their own software assurance programs."

Major updates to the next generation of Fortify Audit Assistant include:

- **Account for model drift.** The new Audit Assistant models take a proactive approach to the ever-changing threat environment by automating the processes that measure and report how models are doing and refresh them as necessary to address any model drift. Updated models will be delivered each quarter.
- **Flexibility to learn from a company's unique environment.** The next generation Audit Assistant addresses the unique data privacy needs of each company. In generation one, a single model was used for both SaaS and on-prem environments. The new Audit Assistant on-prem model pipeline was designed to learn the unique behaviors of a

company's projects. This learning gets better and better over time as more vulnerabilities are audited, the models continually learn what's appropriate for a company's project—all while remaining sensitive to its IP.

- **Expansive model expertise via language specification.** No single model can effectively cover every programming language. To provide greater insight and expertise into vulnerabilities in both on-prem and cloud environments, the next generation of Fortify Audit Assistant now includes 30+ language-specific models. Having a single model for C++, another model for JavaScript, etc. greatly improves model performance by enabling a “team of experts” (AKA the models) to go narrower and deeper thus increasing the likelihood of finding the true vulnerabilities in software.
- **Additional data and context.** Fortify Audit Assistant scans and identifies true positive or false positive amongst millions of lines of code. Sometimes a scan result is a vulnerability, but might not be exploitable because the code in question is test code, not code that is deployed. In this next generation, Fortify Audit Assistant considers the nuances of scan results. In doing so, speed and efficacy of audits are greatly improved.

Attendees of the OpenText Security Summit will be shown a demo of Fortify Audit Assistant; the demo will also be available for replay. Additional summit demonstrations to include Voltage Fusion + Content Services, a unique integration that solves the challenges of managing sensitive data, and NetIQ Identity Manager in the OpenText Private Cloud, a compliance offering that extends across hybrid environments.

Oracle Helps Customers Drive Efficiency in Global Supply Chains

13 February 2024

To help organizations increase the efficiency of global supply chains, Oracle is introducing new logistics capabilities within Oracle Fusion Cloud Supply Chain & Manufacturing (SCM). The updates to Oracle Transportation Management and Oracle Global Trade Management, part of Oracle Cloud SCM, will help customers optimize logistics operations by increasing visibility, reducing costs, automating regulatory compliance, and improving decision-making.

Organizations are facing significant supply chain challenges – from component shortages to disrupted shipping routes, ever-changing global trade agreements, and volatile customer demand. To quickly adapt their supply chains to the changing global business environment, logistics professionals need agile and efficient processes that can help them successfully navigate regulatory compliance, reduce the likelihood of trade bottlenecks, and mitigate the impact of on-going shipping disruptions.

“The last few years tested the resiliency of global logistics operations and many organizations have struggled to adapt and insulate their business from ongoing disruptions,” said Srini Rajagopal, vice president of logistics product strategy, Oracle. “With Oracle Cloud SCM, organizations can seamlessly manage transportation, global trade, and distribution processes. This helps them improve the speed and accuracy of operations, optimize service levels, address compliance, and mitigate the impact of supply chain disruptions.”

The new capabilities within Oracle Transportation Management and Oracle Global Trade Management include:

- **Expanded Business Intelligence Capabilities:** Enables customers to combine transportation and trade data with other operational data in Oracle Fusion Data Intelligence. The augmented data helps organizations improve decision-making and global logistics performance by providing a holistic, real-time view of the business.
- **Enhanced Logistics Network Modeling:** Helps logistics managers to model different scenarios and compare different scheduling options for drivers. The enhanced Logistics Network Modeling capabilities help organizations quickly evaluate schedules, improve assignment decisions, and optimize fleet performance.
- **New Trade Incentive Program:** Enables customers to simultaneously automate support for multiple country-specific trade programs. Automating trade documentation helps organizations reduce manual processes, improve the accuracy and efficiency of trade program participation, and reduce duty and tax costs.
- **Updated Oracle Transportation Management Mobile App:** Support for third-party transportation service providers and fleet-managed drivers enables app users to bid on spot market shipments, capture shipment actuals, and launch maps. The added functionality and high configurability of the app helps improve the efficiency of logistics operations by providing users with a more intuitive and personalized experience.
- **Improved Workbenches:** Help logistics managers quickly and easily create highly configurable workbenches that provide a single view of operations. New workbench personalization and data visualization features help organizations increase productivity and improve business decisions.

“As a global business with offices in 143 countries and territories, we are continuously striving to improve visibility of global trade agreements and centrally manage cross-border business processes,” said Gisele Belotto, Principal, Tax, International Tax - Trade and Customs, KPMG. “Using many of our own tools, as well as those of our alliance partners, we’ve been able to optimize our global trade processes and trade agreement qualification to increase efficiency, lower costs, improve controls, and reduce risk across our operations.”

“With Oracle, we have been able to increase productivity and reduce time to process freight expenses significantly,” said Satish Sharma, president APMEA, Apollo Tyres. “Oracle Transportation Management has helped expand our supply chain visibility and eliminated multiple rounds of audit checks and clerical work related to its freight settlement and auditing processes. The company has experienced a big jump in efficiency and reduced the number of errors.”

Oracle Cloud SCM helps organizations seamlessly connect supply chain processes and quickly respond to changing demand, supply, and market conditions. With new features added every quarter, Oracle Cloud SCM helps customers create a resilient supply network and processes that outpace change.

Web CAD SDK 15 released

15 February 2024

We have released **Web CAD SDK 15**, a new version of our ASP.NET control to open 2D and 3D files on browsers and other online technologies. This upgrade brings some notable changes aimed at enhancing your work with CAD files. Read on to discover what's new!

3D Improvements

In the latest version of Web CAD SDK, we completely revamped 3D functionality and replaced Open Cascade Technology with our own 3D kernel. This makes us independent of any third-party and allows to respond swiftly to your requests. We have already:

- speeded up opening of 3D files;
- improved reading of SAT, STEP, SLDPRG, X_T, X_B, OBJ formats;
- added support for SLDASM, FSAT, SAB, SMT, IPT, IFC formats;
- added export to SAT, SAB, STL, OBJ formats;
- improved export of STEP, DWG, DXF formats.

Redline Mode

Web CAD SDK 15 enables to mark up and annotate 2D drawings. It is possible to add comments, arrows, and polylines. The new entities will be saved on the Markup layer.

Support for Linux

The new version is compatible with the Linux operating system. For your convenience, we provide a special demo project.

Improved Import of DWG and DXF Formats

- Speeded up file upload.
- Improved support for MTexts and Texts.
- Improved support for Hatches.
- Improved display of SHX fonts.
- Improved support for ACIS objects.
- Improved support for Dimensions and Multileaders.
- Improved reading of VPort and drawing extents.

Other Improvements

- Improved snapping.
- Improved export of DWG and DXF formats:
 - added saving of ACIS objects;

- improved saving of VPort.
- Improved display of vector formats (DWF, HPGL, CGM, SVG).
- Improved export of SVG format:
 - improved export of texts and hatches.
- Improved export of PDF format:
 - setting enabling to save PDF files in the CMYK color model;
 - saving of layers to PDF.
- Bug fixes.