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## CIMdata News

### ***CIMdata's Craig Brown to Moderate a Panel Discussion at Altair's Future.Industry 2023 Event***

14 February 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that Craig Brown, Executive Consultant, will moderate a panel discussion at Future.Industry 2023. The panel discussion, “Exploring Digital Twins: Common Understanding, Challenges, and Business Value,” will bring together thought leaders from different industries who will share insights about real-world Digital Twin projects.

Panelists will discuss the common understanding of Digital Twins, show how they overcame challenges before and during their Digital Twin projects, and explain how to identify and include other crucial stakeholders within the company and beyond to maximize business benefits from these types of projects.

[Future.Industry](#) is a virtual global event that will explore and discuss the latest trends impacting our world. The event will take place on March 8 & 9.

To learn more about the event and to register, visit <https://events.altair.com/future-industry-2023/>.

## Acquisitions

### ***Accenture Acquires Morphus, Brazil-Based Cybersecurity Company***

13 February 2023

Accenture has acquired Morphus, a privately held Brazil-based cyber defense, risk management and cyber threat intelligence services provider, expanding its practice capabilities in Brazil and Latin America. Financial terms were not disclosed.

Founded in 2003, Morphus is headquartered in Fortaleza, which is in the Ceará region in northeastern Brazil, with offices in Recife, São Paulo, Rio de Janeiro and Santiago, Chile. Morphus's end-to-end portfolio includes red and blue team services; governance, risk and compliance services; enterprise risk management; cyber strategy; threat intelligence; and managed security services (MSS).

According to Accenture's recent Cyber Threat Intelligence research, Brazil is one of the top victims of infostealer malware – a malicious software designed to steal victim information such as passwords.

“Together with the capabilities and experienced leadership of Morphus, we will work as one team to help organizations build a cyber resilient business and better secure their digital core, their technology and supply chains,” said Paolo Dal Cin, who leads Accenture Security globally. “The acquisition brings more than 230 highly skilled professionals, making Accenture one of the largest cybersecurity professional services providers in Brazil. Our clients are always looking for the best solutions to strengthen their cyber defenses, and the addition of Morphus expands our global research workforce and network of talented, innovative security professionals.”

The acquisition expands Accenture's portfolio and marks the launch of a Cyber Industry practice in Latin America led by seasoned former CISOs from Morphus. The new offerings also expand Accenture's position in Growth Markets in Morphus's primary industry groups: communications media and technology, financial services, energy, retail and aviation.

Rawlison Brito, CEO of Morphus, said: “We believe that security and science go hand-in-hand. With

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Accenture, we can continue our cyber threat research and expand our advanced studies of cybersecurity by collaborating with security research experts on a global scale. We are excited to join Accenture to offer our thought leadership and better serve our clients by providing market-leading services and stronger cyber defense protection in Latin America.”

With a strong footprint in Brazil and Chile, the acquisition brings to Accenture Morplus Labs, a research facility in Fortaleza dedicated to cybersecurity studies, vulnerability and threat analysis and MSS. This will add a new Cyber Fusion Center in Fortaleza to Accenture’s existing global network, which includes Morplus’s cybersecurity R&D capabilities.

Andre Fleury, Accenture Security lead for Latin America, said: “The cybersecurity team at Morplus will accelerate the growth of our Cyber Industry practice in the region, nearly doubling our security footprint in Brazil. The acquisition complements our global Security practice and will enable us to help our clients embed security by design and enhance the offerings we provide across a wide variety of industries in Latin America.”

Since 2015, Accenture Security has made 16 acquisitions. Following its January 2020 acquisition of Symantec’s Cyber Security Services business, Accenture became one of the leading global providers of MSS. Accenture further strengthened its cyber defense and MSS capabilities through the acquisition of Brazil-based Real Protect, and European cyber companies Sentor and Openminded in 2021.

## ***Management Team Acquires Stilo Corporation***

15 February 2023

Stilo Corporation is thrilled to announce that the management team, comprised of Bryan Tipper (CEO) and Jackson Klein (CTO), have acquired 100% of Stilo Corporation’s shares.

The acquisition transfers all IP, trademarks, and customer contracts as it relates to Stilo’s suite of software products:

**OmniMark:** A well-established development platform used to build high-performance content processing applications integral to enterprise publishing solutions.

**Migrate:** An automated cloud XML content conversion tool enabling organizations to improve turnaround times, reduce operating costs, and take direct control of their work schedules.

**OptimizeR:** A tool to help automate the deduplication of DITA content, improve content consistency, and help maximize the opportunity for content reuse.

**Analyzer:** An interactive platform that enables users to identify content reuse across multiple source formats, pinpoint potential cost savings, and generate compelling and detailed graphical reports.

“We were presented with an amazing opportunity of making Stilo Corporation into a Canadian-owned private company and giving it access to the many programs, tools, and opportunities provided by the Canadian government”, says Bryan Tipper, CEO. “Our entire staff is already based out of Canada, so this is a very logical direction for the company to take”.

With the change in ownership structure, Stilo Corporation will be able to significantly reduce corporate overheads and reinvest these savings into new product development.

“We have an incredibly skilled team with many exciting projects already lined up, and with access to new funding we will be able to accelerate these initiatives”, says Jackson Klein, CTO. “As a leader in structured XML, we continue to pursue and advance innovation to provide our customers with best-in-class solutions.”

## Company News

### ***2023 Altair Enlighten Award Open for Entries***

16 February 2023

Altair announced the 2023 Enlighten Award is now open for submissions. Presented annually in conjunction with the Center for Automotive Research (CAR), the award honors the greatest sustainability and lightweighting advancements that reduce carbon footprint, mitigate water and energy consumption, and leverage material reuse and recycling efforts.

“The Altair Enlighten Award is a special award that allows the world to see how the automotive industry’s leading minds – from the biggest names to its newest startups – are creating a better, greener industry,” said James R. Scapa, founder and chief executive officer, Altair. “Continuing to make strides toward a more sustainable transportation sector is an absolute must in global efforts to reduce greenhouse gas emissions and mitigate climate change.”

“We’re once again thrilled to be presenting the Enlighten Award together with Altair, and we look forward to seeing what innovations this year’s submissions bring as we work towards a more viable and sustainable automotive ecosystem,” said Alan Amici, president and chief executive officer, Center for Automotive Research. “Now in its 11th year, the award program is better than ever, and gives everyone a chance to see the present and future of cutting-edge innovation in automotive sustainability.”

This year’s award features a new category, “Responsible AI,” that highlights outstanding achievements in AI and data analytics that improve sustainability. The category reflects the importance of data and AI in the automotive industry and beyond. This year’s Enlighten Award categories are:

- **Sustainable Product** – Emissions reduction, lightweighting, material circularity, and safety advances in a production vehicle or major system module
- **Sustainable Process** – Emission reduction, material reuse/recycling and water conservation advances in engineering and manufacturing
- **Module Lightweighting** – Mass reduction of a vehicle module, subsystem, or component
- **Enabling Technology** – Technology advancement that enables vehicle lightweighting, including a material, production process, design method, or joining technology
- **Future of Lightweighting** – Process, material, or technology not in production, but has significant potential to advance vehicle lightweighting
- **Responsible AI** – Exemplary use of data analytics and AI that delivers substantial sustainability benefits throughout the automotive value chain

An award that garners interest from industry, engineering, policymakers, educators, students, and the public alike, the Altair Enlighten Award showcases the latest and greatest technology innovations dedicated to sustainability. Past winners of the Enlighten Award include GM, Ford, Stellantis, Harley-Davidson, Toyota, Nissan, Mazda, Ferrari, JLR, Mercedes, BMW, SAIC-GM-Wuling (SGMW), and many more.

Media partners for the 2023 Altair Enlighten Award include SAE, Automotive Engineering, Tech Briefs, and Automobil Industrie.

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To learn more about the Enlighten Award or to submit an entry, visit <https://www.altair.com/enlighten-award/>. Entries must be received by May 31, 2023. Final judging will occur in late June and the winners will be announced during an award ceremony on August 1, 2023 at the annual CAR Management Briefing Seminars (MBS).

## ***CADENAS is ECLASS Preferred Partner Gold***

13 February 2023

### **Manufacturers and plant and machine engineers who want to introduce the ECLASS standard can count on the qualified support of CADENAS as a Gold Partner of ECLASS**

CADENAS and ECLASS have been working together since 2012 to standardize product data across industries. Now golden times are dawning for the collaboration. CADENAS has reached the status of a Preferred Partner Gold of the association. This title is only awarded to IT service providers with outstanding expertise in implementing the standard.

CADENAS has been supporting manufacturers as well as plant and machine engineers in launching ECLASS for years. Services include consulting, both in general and for specific application possibilities, installation of the software, and support during implementation in various IT systems.

#### **Together for high standards**

CADENAS has been able to demonstrate its expertise in many successfully implemented projects, such as the launch of ECLASS at component manufacturers Phoenix Contact and EATON Corporation. Both companies have prepared their product data in the form of 3D CAD catalogs and additionally provide them with features classified according to ECLASS.

The cooperation between CADENAS and ECLASS does not only benefit the customers of eCATALOGsolutions, but also the users of PARTsolutions who want standardized product data in their ERP systems to optimize their engineering and sales processes.

## ***Christophe Sut, President of Sandvik Manufacturing Solutions, to leave Sandvik***

11 February 2023

Christophe Sut, President of Business Area segment Sandvik Manufacturing Solutions, has decided to leave Sandvik for a CEO position in a different company. He will leave Sandvik as of August 11, 2023. The process to find a successor will now be initiated.

“Christophe Sut has made a strong contribution during his time at Sandvik, strengthening our digital manufacturing offering. He has been an appreciated member of the Group Executive Management. While we of course would have liked to see him stay at Sandvik, this also shows our capability to build excellent leaders within Sandvik. I wish him all the best for the future,” says Stefan Widing, CEO and President of Sandvik.

## ***CNC Software, LLC Appoints New Marketing Director***

7 February 2023

CNC Software, LLC, the developers of Mastercam, announced that Liz Shovlin has joined the company as Marketing Director. Mastercam is the world’s most widely used CAM software. Shovlin will lead efforts in support of the brand’s ongoing market expansion and to further develop the company’s position as a global leader in manufacturing technology.

Liz Shovlin comes to CNC Software with a wealth of sales and marketing experience, most recently in

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manufacturing, starting her career working with a Mastercam Reseller. Liz has worked in many different industries and honed her skills as a servant leader with a specialization in strategic direction, digital marketing, and channel management. Based in Greater Philadelphia, Pennsylvania, she joins CNC Software as the Marketing Director to continue to build on Mastercam's success.

"I'm proud to join the Mastercam team at such an exciting time of growth in the organization," said Shovlin. "I look forward to working closely with colleagues and partners to deliver for customers and inspire the future of manufacturing through the adoption of Mastercam around the world."

Sandy Moffat, Chief Market Officer, commented, "As we continue to grow our brand and presence, we are thrilled to have Liz join our ever-expanding team. She comes to us with a solid background in creating marketing, product, and manufacturing strategies that will help benefit CNC Software worldwide."

## ***Coreform organization update***

14 February 2023

***Following Dr. Michael Scott's decision to join Coreform full-time, we are excited to announce an updated corporate organization.***

Matthew Sederberg has assumed the new role of Chief Strategy Officer, and Dr. Scott is succeeding him as CEO.

Other co-founders continue in their pre-existing roles with the following titles:

Dr. Michael A. Scott: Chief Executive Officer

Mr. Matthew Sederberg: Chief Strategy Officer

Dr. Derek Thomas: Chief Technical Officer

Dr. Kevin Tew: Chief Information Officer

Dr. Michael Borden: Chief Product Officer

## ***EAGLE POINT SOFTWARE PARTNERS WITH GRAITEC***

14 February 2023

Eagle Point Software, creator of the Pinnacle Series e-learning solution, has announced a partnership with GRAITEC, a global BIM (Building Information Modeling) provider and developer of software for architects and structural engineers.

"We are very excited to partner with GRAITEC, a leading Autodesk partner and a company with enormous global reach," shared John Biver, President and CEO of Eagle Point Software. "GRAITEC's track record of success with companies that concentrate on construction, manufacturing, fabrication, and other industrial applications is impressive and matches well with new areas of focus for Eagle Point. Our team is excited for this partnership to commence, as together our two companies will enable clients to increase their productivity and efficiency across a wide variety of industries."

Pinnacle Series is an AEC & manufacturing e-learning solution that features a comprehensive library of videos, documents, and other manufacturing development resources that enable long-term employee training, on-demand problem-solving, and digital transformation.

Laurent Laforest, CMO of Graitec, shared, "We are delighted to associate our brand with Eagle Point and are excited for this partnership. We look forward to a strong collaboration in the future and are excited to embark on this learning journey and to offer a unique training experience."

## ***Hewlett Packard Enterprise and Alfanar announce intent to invest in high-tech production in Saudi Arabia***

8 February 2023

Hewlett Packard Enterprise (HPE) announced its intent to launch a new production site in Saudi Arabia to support the development of the Kingdom's digital economy and meet growing customer demand. With sponsorship, support and participation from the Ministry of Communications and Information Technology, the Ministry of Investment and the Local Content and Government Procurement Authority, HPE will partner with Alfanar, the leading manufacturer and digital solutions provider, to produce models from its market leading compute portfolio in the Kingdom.

HPE and Alfanar intend to make a long-term multi-million dollar investment that will support critical national initiatives in the public and private sectors, including education, health, oil and gas, financial services, and manufacturing. The investment will strengthen HPE's deep rooted commitment to Saudi Arabia which goes back more than 30 years. The project will support the goals of the Saudi Vision 2030 initiative and is predicted to contribute up to \$500m to Saudi GDP.

At launch, the project will bring enterprise IT production to Saudi Arabia, with HPE and Alfanar producing thousands of units annually from the leading HPE ProLiant Gen11 server family. Customized products will be produced that include multiple sophisticated configurations such as GPUs, processors, memory, and a wide variety of storage options and network implementations. Following the success of the project kickoff, HPE and Alfanar have ambitious plans for additional product lines in the coming years and production may be ramped up to support exports to the wider Middle East region.

Located in the city of Riyadh, the development of the Alfanar facility will support highly skilled jobs and help to develop the Saudi technology ecosystem. With a stated commitment to Saudization, HPE and Alfanar intend to train Saudi professionals in high-tech manufacturing and solution building.

"This partnership will be a significant enabler of the Kingdom's digital ecosystem and reaffirms our aspiration to accelerate digital transformation," said His Excellency the Vice Minister of Communications and Information Technology, Eng. Haitham bin Abdul Rahman Al-Ohali. "Hewlett Packard Enterprise's intention to establish local production capabilities in Saudi Arabia supports the Kingdom's ambition to become a high tech manufacturing hub and will play a vital role in developing a thriving digital economy. MCIT, MISA and the Local Content and Government Procurement Authority welcome the planned investment and will work together to support HPE as it seeks to scale its operations in the Kingdom."

"Hewlett Packard Enterprise has been committed to Saudi Arabia for over 30 years, and will continue to invest in our people and our partnerships," said Marc Waters, SVP and executive sponsor for Saudi Arabia, HPE. "In that spirit, we are absolutely delighted to confirm our intent to bring high tech enterprise IT production to the Kingdom. Today's announcement is a statement of ambition and is just the beginning, we look forward to developing our partnership further, expanding our capability and making a significant, positive contribution to achieving the goals of Vision 2030."

"We are delighted to be partnering with Hewlett Packard Enterprise on this project to produce enterprise compute products in Saudi Arabia for the first time," said Amer Al Ajmi, Executive Vice President, Alfanar. "As one of the largest electrical and electronic products manufacturers and digital solutions providers in Saudi Arabia and the Middle East, we're looking forward to working with HPE to expand our capabilities and further contribute to growing the tech ecosystem within the Kingdom. This is in line with our commitment to contribute to local content by empowering local industries."

## ***iPoint announces Dave Ellis as new General Manager in North America***

17 February 2023

Focus on customer satisfaction and continuous growth

The North America region has been a key market for iPoint for many years – with a significant number of Fortune 1000 customers and vital partners. This market requires a strong local team focused on continuous growth while maintaining our extensive customer base.

We are therefore delighted to welcome Dave Ellis to iPoint as Senior Vice President and General Manager North America. Together with iPoint CRO Karin Mostler, Dave will drive the growth and development of our local team in addition to strengthening our customer relationships. In his role, he will also become an active member of iPoint's Executive Team.

A natural fit for iPoint

Dave Ellis lives just a few miles outside Ann Arbor, Michigan, the home of iPoint Inc., and brings a wealth of experience to the position: Prior to joining iPoint, he held sales and pre-sales leadership positions with international SaaS/Cloud companies and spent more than 20 years in supply chain automation. He has worked with virtually every industry, with a focus on the automotive and manufacturing industries.

Peter Schmidt, CEO iPoint-systems: "Together with the entire Executive Team, I am very pleased and proud to have Dave Ellis, a local and very experienced executive, at our Ann Arbor location. With him and his team, we will continue to establish iPoint in North America beyond Product Compliance as a leading software company for Sustainability Solutions and support our customers on their way to sustainable products and processes."

Dave Ellis: "Having worked with iPoint almost 20 years ago and watched their sustained growth and success, I am very honored and excited to join such a great team. Over this time, they have continued to build an impressive customer base, while delivering real world value that not only provides proven cost savings and risk reduction, but also helps organizations of all sizes reduce their impact on the global climate and environment. I look forward to sharing with our customers what iPoint is doing to deliver even greater value to them in the near term and longer term. The Leadership Team that's been assembled here at iPoint is one of the best I've ever seen and I am very excited about the many amazing accomplishments that lie ahead for iPoint and our customers."

## ***Nemetschek Group: Strategic Start-Up Investment in Construction Project Analytics Provider SmartPM***

13 February 2023

The Nemetschek Group, a leading global software providers for the AEC/O and media & entertainment industries, announced their investment in the start-up SmartPM, a project controls automation platform, based in Atlanta, Georgia, USA. This investment further expands the Nemetschek Group's venture strategy of driving innovation in construction. Matt Wheelis, SVP of Strategy for the Build & Construct Division at the Nemetschek Group, will be joining the Board of Directors at SmartPM.

SmartPM is an Automated Project Controls and Schedule Analytics Platform. Its proprietary schedule analytics technology proactively identifies critical project risk issues throughout the entire construction lifecycle. The software organizes, analyzes, and translates complex and hidden schedule data into key metrics and graphic visuals that support decision-making, resulting in better project outcomes. Designed to work alongside and in tandem with current processes, SmartPM elevates CPM Scheduling Software

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(MS Project, Oracle Primavera, Power Project) by improving schedule quality and automating project control processes that align with construction industry best practices.

SmartPM has proven to reduce delays and increase savings, with its customers reporting a 50X ROI that often translates to saving millions of dollars on their commercial construction projects. SmartPM has seen rapid growth in its business, partnering with the top contractors in the U.S.

“Due to the inherent complexity of construction schedules, overruns are a risk, and this is not uncommon to the industry”, says Jon Elliott, CEO of Bluebeam and Chief Division Officer, Build & Construct at the Nemetschek Group. “It can be difficult to determine the cause of overruns in projects, and SmartPM addresses this issue through intelligence and analysis. We are proud to be furthering our commitment to innovation with our investment in SmartPM.”

“The Nemetschek Group is leading the charge in the digital transformation of the AEC industry across the Globe, and we feel very fortunate to have Nemetschek align with SmartPM as a strategic investor and industry partner”, says Michael Pink, CEO of SmartPM. “Not only will Nemetschek help us establish a more global presence, but we are also very passionate about our collective mission to solve some of the more complex challenges in the AEC industry through technology. Together, we will improve this industry through cross-collaboration and collective innovation.”

Tanja Kufner, Head of Startups & Venture Investments at the Nemetschek Group, adds, “SmartPM is an exciting platform because of its approach towards mitigating construction project risk through the use of scheduling process controls. These controls can ensure project schedules are following the best practices and are executed well. The company builds on top of Mike’s 20 years of experience helping companies fight project delays and cost overruns. We are very happy to partner with Mike and the SmartPM team.”

Nemetschek Group brings a global reach as an investor in SmartPM with their portfolio of companies such as Nevaris, a software company specializing in solutions for construction management and technology, and mobile products on the jobsite. Another company with global reach is Bluebeam, a software company developing innovative technology solutions that set the standard for project efficiency and collaboration for AEC professionals.

## ***PROLIM wins Siemens Asia Pacific Top Partner Awards at Bangkok, Thailand***

15 February 2023

PROLIM, a leading PLM, IT, IoT solutions provider, was accorded with three prestigious awards at Siemens Asia Pacific Partner Executive Forum. PROLIM won the Top Asia Pacific Partner for Siemens Digital Industry Software for Top SaaS Performer, India, Top Demand Generation for India region, Top Demand Generation for APAC zone. This reiterates the company’s PLM Competency, customer reach, technological advancement, and perseverance.

By achieving these special feats PROLIM has set new benchmarks in leveraging technology. This emphasizes and testifies to the trust of our clients and customers. It is a stepping stone en route to the quest of becoming the best technical service provider.

PROLIM India bagged 3 awards at the recent Siemens Asia Pacific Partner Executive Forum

1. Top Performer for India region
2. Top Demand Generation for the India region
3. Top Demand Generation for the APAC zone

Mr. Srinath Koppa, MD of Sales says, “Being the best performer in India gives PROLIM great pride. With our exceptional breadth and depth of expertise throughout the whole Siemens portfolio, we lead

the sector. The cooperation has benefited from the collaborative approach and dedication to quality, which has led to these honors. PROLIM is looking forward to contributing significantly to the Siemens software portfolio for digitalization.”

## ***Schneider Electric closes 2022 with strong Sustainability Impact results***

16 February 2023

Schneider Electric, the leader in the digital transformation of energy management and automation, recognized as a leading sustainability practitioner by independent Environmental, Social and Governance (ESG) ratings, announced strong annual sustainability impact results alongside its 2022 financial performance.

“Despite increased geopolitical and economic uncertainty, in 2022, we remained focused on accelerating the transition to a cleaner and fairer world,” confirms Gwenaëlle Avicé-Huet, Schneider Electric’s Chief Strategy & Sustainability Officer. “The close integration of corporate strategy, quality and sustainability is a factor of success to provide digitization, electrification, efficiency and sustainability solutions that tackle today’s energy, climate and cost of living crises.”

Schneider’s Sustainability Impact (SSI) program includes 11 global targets to be met by 2025 complemented by hundreds of local goals led by regional and country teams. It contributes to Schneider Electric’s six long-term commitments, spanning ESG considerations, in support of the United Nations Sustainable Development Goals.

The company publishes progress on all these goals every quarter in a dedicated report.

Here are some highlights of the Schneider Sustainability Impact in 2022:

- Schneider Electric becomes one of the first corporates in the world to get the Net-Zero targets for its entire value chain validated by the Science Based Targets initiative
- Schneider Electric’s solutions and services helped customers save and avoid 440 million tonnes of CO2 since 2018, with more than 90 million more in 2022 alone
- On top of that, the company’s top suppliers reduced their own CO2 emissions by 10% through its Zero Carbon project, and the Group initiated supplier engagement to advance decent work standards in its supply chain
- 45% of all packaging from the company is now made without single-use plastic and use recycled cardboard, up from 21% in 2021
- The company also expanded access to green and reliable electricity to 5.5 million people through its solutions and projects in 2022
- About 70,000 people benefited from its energy management training programs as well
- Schneider Electric launched its Sustainability School for all employees, so everyone can really understand the Planet and People challenges and do more at work and also in their personal lives

Overall progress made to fight Climate change, improve Resource efficiency, reinforce Trust and Equal opportunities, and empower all Generations contributed to a full-year Sustainability Impact score of 4.91/10, well above the target of 4.70 for the year. This result is an integral part of Schneider Electric’s short-term incentives for more than 64,000 managers in the Group – an example of how it lives up to Impact company principles.

## ***Seasoned tech leader Eduardo Rosini to lead global partner strategy at Sage***

14 February 2023

**Sage** – the leader in accounting, financial, HR and payroll technology for small and mid-sized businesses (SMBs) – announces the appointment of Eduardo Rosini as its new executive vice president of partners and alliances. As Sage bolsters its indirect business, this role sees Rosini take on responsibility for driving global partner strategy, supporting Sage’s ecosystem of resellers, ISVs, developers, and strategic alliances to drive mutual growth.

Rosini brings more than 25 years’ experience in global sales, marketing, and business development to this role. Prior to joining Sage, he was vice president, mid-market and corporate sales at Intuit, with responsibility for leading a sales business by meeting the evolving needs of SMB customers. He was previously chief revenue officer at Turi, a machine learning start-up acquired by Apple, and he also held several SMB and partner ecosystem leadership roles during his tenure at Microsoft.

**Aziz Benmalek, President, Sage North America**, says : “Our partners are critical to our success. Together we have enormous potential to build on our momentum, helping our joint customers to save time, improve productivity and build resilience – helping business flow. Eduardo joins us with significant leadership experience in various large organizations and across multiple regions. Through his leadership, Sage is well-positioned to continue to build on the success of our indirect business, as we continue to help more SMBs across the world benefit from the latest technology.”

**Eduardo Rosini, EVP, Partners and Alliances at Sage**, comments : “It’s an exciting time to be joining Sage. I’m looking forward to working with our powerful ecosystem of partners and together supporting more customers, expanding and growing our businesses as a result.”

## ***Simulations Plus and Global Agrochemicals Leader to Collaborate on Machine Learning Models***

16 February 2023

Simulations Plus, Inc., a leading provider of modeling and simulation software and services for pharmaceutical safety and efficacy, announced it has entered a new collaboration with a large agrochemicals company to extend the industry’s top-rated machine learning model for the prediction of ionization constants ( $pK_a$ ) in the ADMET Predictor<sup>®</sup> platform.

The team at Simulations Plus will use the partner company's proprietary measurements, drawn from its vast internal databases, to build and refine its predictive model that can accurately predict  $pK_a$  values of various chemical compounds. Additionally, Simulations Plus will create and evaluate new algorithms and techniques to further enhance the predictive capabilities of the model.

Dr. Robert Fraczek, Research Fellow and Project Lead, said: “The importance of this new partnership cannot be overstated, as the outcomes will help improve the accuracy of predictions and greatly expand the chemical coverage space that can be accurately analyzed. In turn, this should help drive next generation safety assessment strategies using ADMET Predictor and GastroPlus<sup>®</sup>. This is especially important for the chemicals, cosmetics, and consumer goods industries, as global regulations have restricted the use of animal testing. Data sharing collaborations between organizations are becoming increasingly valuable in the advancement of machine learning and its applications, and our team is dedicated to providing our partners with reliable, secure, and efficient models and workflows that help them succeed.”

“The utilization of ADMET Predictor within ‘non-pharmaceutical’ markets has been growing, and this

# CIMdata PLM Industry Summary

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collaboration with one of the most innovative companies in this space should help accelerate its adoption,” added Dr. Eric Jamois , Senior Director for Key Accounts and Strategic Alliances. “By combining our advanced property prediction technologies with the data and expertise of our partner, we can achieve more accurate and reliable results. This will help to ensure new chemical products are developed with the highest level of safety. Improvements made to ADMET Predictor will be made available for all clients to apply to their research activities. Simulations Plus continues to invite future collaborations which benefit all user groups and, most importantly, the global communities that we serve.”

## ***Thorsten Strauß Appointed Vice President of GibbsCAM***

14 February 2023

GibbsCAM, a global innovator in the production machining industry is pleased to announce that Thorsten Strauß has been appointed Vice President of GibbsCAM. Thorsten will report directly to Mathias Johansson, President Design & Planning Automation, Sandvik Manufacturing Solutions, and will help drive business growth, lead collaboration within Sandvik, and oversee the GibbsCAM development promise of Powerfully Simple, Simply Powerful.

Thorsten previously held the position of Sales Director for Geomagic Software EMEA & India at OQTON/3D Systems, and brings 25 years of sales experience including 17 years of industrial software sales in both direct and indirect environments. He has managed and coached sales teams and developed channel partners in various geographies around the world.

“I am delighted to be joining GibbsCAM and look forward to meeting our team and global reseller network,” said Thorsten. “Working together with Sandvik, we have an exciting opportunity to enhance our development capability and expand our global reach. My goal is that together, we can leverage the knowledge and technology within the Sandvik ecosystem to ensure GibbsCAM remains one of the leading, customer & solution-oriented CAM systems in the market”.

Commenting on the role, Mathias said, "Thorsten is a sales-oriented, analytic & strategic leader with a proven track record. He has the perfect combination of technical & sales experience to lead the next stage of the GibbsCAM transformation. We are delighted to have him join our leadership team and very much look forward to a successful future together."

## ***Wipro wins Shell.ai Hackathon for Sustainable and Affordable Energy***

16 February 2023

Wipro Limited, a leading technology services and consulting company, has won the Shell.ai hackathon powered by Microsoft and Udacity for Sustainable and Affordable Energy.

The annual Shell.ai hackathon brings together brilliant minds passionate about digital solutions and AI to tackle real energy challenges and help build a lower-carbon world. The 2022 competition invited participants to solve an “EV Charging Network Challenge” by using AI to optimize a charging network that could accommodate demographic changes and meet evolving EV customer demand.

**Pratyaya Bhattacharyya**, a Lead Data Scientist from Wipro, won the global hackathon for his location optimization solution for EV charging stations. Using quadratic functions, he got forecasts for each location and formulated a linear programming problem statement to get optimized values.

**Mukund Kalmanker, Vice President and Global Practice Head, AI Solutions, Wipro Limited** said, “We at Wipro believe in creating a sustainable, humane, and resilient future for all. To that end, we

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leverage cutting-edge technologies like AI, along with cloud and data, to create solutions for optimum consumption. Wipro's AI Solutions provides avenues for our professionals' growth and development while encouraging them to build innovative solutions that maximize our clients' business value. This prestigious win underscores the exceptional talent we nurture at Wipro and reinforces our leadership in the AI services market."

## Event News

### ***AECOM CEO Troy Rudd to present at the upcoming Citi conference***

14 February 2023

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 2023 Global Industrial Tech and Mobility Conference on February 21<sup>st</sup> at 9:40 a.m. Eastern Time. The discussion will focus on the Company's strategic and financial initiatives that are resulting in its widening competitive advantage and continued long-term value creation for shareholders.

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

### ***Bundled Competence at BAU 2023: Nemetschek Group Present with Ten Brands***

15 February 2023

The construction industry is undergoing change - the digital transformation as one of the main drivers will be particularly in focus at this year's leading trade fair BAU. The Nemetschek Group, one of the world's leading software providers for the construction industry, will present its solutions for the first time together with its brands at a joint stand.

From April 17 to 22, 2023, Messe München will once again be the industry meeting place for the construction industry: with 250,000 visitors and over 2,000 exhibitors from almost 50 countries, BAU is one of the leading events for the construction industry worldwide. The Nemetschek Group uses this large stage to present its solutions for more efficiency and sustainability along the entire construction life cycle together with the ten brands ALLPLAN, Bluebeam, CREM Solutions, dRofus, FRILO, Graphisoft, Nevaris, SCIA, Solibri and Vectorworks. The brands will present themselves for the first time at an impressive joint stand under the umbrella of the Nemetschek Group in Hall C5 booth number 322.

The presence will focus on the topics that are also occupying the industry at the moment: How can improved collaboration help to increase the efficiency of construction projects? What is the potential along the construction lifecycle to improve sustainability and the ecological and energy footprint of buildings? Which influence will cloud technologies and digital twins have on workflows in the construction industry of the future? The Nemetschek booth will offer many opportunities to exchange, explore and inform, including a coffee bar and a presentation area where the brands will present their solutions. In addition to numerous demo opportunities, a few start-ups in which the Nemetschek Group has invested lately, will also be on site to present their innovative solutions.

The Nemetschek Group is one of the pioneers for the digital transformation of the construction industry and is celebrating its 60th company anniversary this year. The joint appearance with ten Nemetschek brands underlines the claim of the group to further optimize the collaboration between individual partners on a construction project with digital solutions in order to minimize time- and resource-intensive friction losses. Together, the Nemetschek Group demonstrates the synergies that can be

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achieved with its solutions across the entire value chain in the AEC/O industry. The strong, open brands support their customers along the life cycle of buildings with cross-discipline and cross-product, barrier-free solutions and workflows.

“Together with all our exhibiting brands, we will show how our customers and the entire construction industry benefits from the software solutions of the Nemetschek Group today and in the future - especially looking at the major challenges that the industry is facing such as climate protection, the more careful use of resources, or the question of affordable housing,” explains Yves Padrines, CEO of the Nemetschek Group. He adds: “We do not think in terms of products, but in terms of workflows, along the entire value chain in the AEC/O industry. More and more customers want open, combinable, and scalable solutions. This is what we as the Nemetschek Group have been driving for 60 years.”

The goal of the Nemetschek Group is to help all stakeholders in the construction lifecycle to find digital answers to their challenges and at the same time to exploit the enormous potential of digitalization - for an overall better and more sustainable built world.

## ***DELTEK HEADS TO THE SOLD OUT NATIONAL SMALL BUSINESS CONFERENCE AS PLATINUM SPONSOR***

14 February 2023

Deltek, the leading global provider of software and solutions for project-based businesses, has returned to the sold out [National Small Business Conference](#) in New Orleans, February 13-15. In addition to being a major sponsor of the event, over a dozen Deltek experts are attending to share how Deltek can help government contractors find, manage and deliver projects – including demos of the industry gold-standard solutions Deltek Costpoint and Deltek GovWin IQ.

The National 8(a) Association Small Business Conference is the premier supplier diversity event for small businesses. The conference offers educational sessions, matchmaking, networking and resources for all small businesses including: minority, current and graduate 8(a), HUBZone, SDVOB, VOSB, SDB, WOSB, DBE, and teaming partnerships. The event attracts hundreds of federal agencies, large business primes, and corporate companies in one location to help grow businesses in the federal contracting arena.

### **Helping Businesses Capitalize On 2023 Growth Opportunities**

Government contracting expert Kevin Plexico, SVP of Information Solutions at Deltek, will lead an educational breakout session on Tuesday, February 14, to help businesses prepare to capitalize on 2023 growth opportunities. Plexico’s presentation will focus on understanding the impacts of economic headwinds and opportunities afforded by record government funding levels, which will be key to ensuring successful business outcomes.

“In 2023, Deltek has identified 10 major trends for contractors to watch – some are issues affecting all industries, not just the federal market – such as inflation and the competition for talent. Others are going to be brought to the forefront with the Biden Administration, such as a renewed focus on small business,” said Plexico. “The federal contracting market is vibrant and healthy, and we will see an increased focus on enabling opportunities for small businesses to compete. At the conference this week, our team is here to help firms understand how Deltek solutions can help future-proof their companies and set them up for success in 2023 and beyond.”

## ***HONEYWELL TO HOST LEADERSHIP WEBCAST FOR INVESTORS ON DECARBONIZATION***

13 February 2023

Honeywell announced that the next installment of its live leadership webcast series for investors will feature a conversation with Honeywell's Anne Madden, senior vice president and general counsel, Suresh Venkatarayalu, senior vice president and chief technology and innovation officer, Evan van Hook, chief sustainability officer, and Gavin Towler, chief technology officer of Performance Materials and Technologies. The discussion will be hosted by Bank of America's Savita Subramanian, head of global ESG research and head of U.S. equity and quantitative strategy, and Andrew Obin, managing director and multi-industry senior analyst, on Monday, March 6, 2023, from 10:00 a.m. - 10:45 a.m. EST.

### **Webcast Details**

A live webcast of the presentation and any related presentation materials will be available through the Investor Relations section of the company's website ([www.honeywell.com/investor](http://www.honeywell.com/investor)). A replay of the webcast will be available for 30 days following the presentation.

## ***Informatica to Present at Upcoming Investor Conferences***

15 February 2023

Informatica, an enterprise cloud data management leader, announced that management is scheduled to present at the following investor conferences:

### **Wolfe Research Software Conference** in New York

Date: Tuesday, February 28, 2023

Hosting group meetings

### **Morgan Stanley Technology, Media and Telecom Conference** in San Francisco

Date: Thursday, March 9, 2023

Time: 1:05 p.m. PT/ 4:05 p.m. ET for approximately 30 minutes

Webcast: [investors.informatica.com](http://investors.informatica.com)

## ***Lantek Sheet Metal Solutions to Showcase CAD/CAM, MES and ERP Solutions at 3DEXPERIENCE WORLD 2023***

15 February 2023

Sheet metal Industry leader Lantek will showcase its latest CAD/CAM and MES/ERP solutions for the sheet metal industry at 3DEXPERIENCE World 2023, February 12-15, 2023, at the Music City Center in Nashville, Tennessee.

3DEXPERIENCE World 2023 is hosted by Dassault Systemes, developers of the SOLIDWORKS® CAD software ecosystem and the 3DEXPERIENCE Works portfolio . As a SOLIDWORKS partner and Bronze Sponsor of the event, Lantek, the global leader in sheet metal manufacturing solutions, will demonstrate the newest features of its proven Global Release 2022 CAD/CAM, MES and ERP sheet metal software solutions.

The Lantek Expert CAD/CAM *nesting* software has been improved to allow access from different areas of the system. A redesigned module allows automatic tagging technology to be applied, providing improved configuration options to adapt to any part geometry or cutting quality, avoiding the possibility

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of imperfections in the part.

The new version also facilitates the native interpretation of bending line technology from the import stage, as well as the automatic import of nests created by external systems including the automatic detection of repeated parts. Additionally, new options have been added for semi-automatic generation and modification of scraps.

Lantek Flex3d has been updated to work seamlessly with new machines, devices and technologies used to cut structural tubes and profiles. The new machine configuration module has been completely redesigned for faster system start-up on any type of machine. Further, its innovative process automation module allows users to easily create unattended or guided workflows, using the entire Flex3d architecture as a big "black box", with countless possibilities.

Lantek MES and Lantek Integra handle workshop management by accurately tracking resource loading, orders, delivery dates, quality and stock levels. Its ability to maintain traceability and flexibility to react to changing circumstances is possible by improved capabilities in recording data related to downtime and reasons for part scrap during production. Operators are now able to record changes made to the sheet format used during nest creation, further maintaining traceability for any change within the software system.

“Lantek sheet metal solutions facilitate the transfer of CAD drawings from systems such as SOLIDWORKS, allowing operators to seamlessly work within a 3D environment without having to take valuable time to create extra files and applications,” said Anupam Chakraborty, Commercial Director, Lantek Systems, Inc. “We’ve integrated more than 80 improvements to Global Release 2022, all of which are designed to increase efficiency and connectivity among systems and machines to optimize sheet metal operations. The ability to digitalize processes from start to finish is something we’ve continued to refine for more than 36 years. We’re excited to share our expertise in at the show.”

## ***PROSTEP PLATINUM SPONSORSHIP AT COEXPERIENCE 2023***

17 February 2023

PROSTEP, a leading partner with Dassault Systems specializing in PLM integration, migration, and data exchange, announces their exclusive Platinum sponsorship at COExperience 2023.

As a premier Platinum sponsor, PROSTEP will showcase their exclusive PLM solutions to the thousands of Dassault users in attendance. Their longstanding and highly recognized partnership with Dassault enables customers to tailor and expand Dassault solutions for change and future growth. With a focus on accommodating the benefits of the digital thread, digital twin, and digital enterprise solutions, PROSTEP assists in future proofing PLM for all. This allows customers to have a comprehensive and integrated approach to optimize their product development, production, and maintenance processes and improve overall performance and efficiency.

Paul Downing, President and CEO of PROSTEP INC, says, “We’re extremely excited to be Platinum sponsors at this year’s COExperience 2023! Partnering with COE not only strengthens our relationship to our current customers at the event, but also our partnership with Dassault Systems.”

This year, PROSTEP will deliver a presentation entitled "Extended Integration with 3DExperience System Traceability Application". It focuses on a leading global aerospace manufacturer that engaged PROSTEP's expertise to achieve digital data continuity using the 3DExperience System Traceability Application. By leveraging the strength of PROSTEP's standard OpenPDM connectors, the company utilized the Dassault System Synthesis API to integrate system models from Teamcenter to 3DExperience. Attendees will learn about the strategy for integrating system models data into

3DEXperience using a federated approach, how to support system models and analysis among different tools and heterogeneous data sets, and the visibility of relevant engineering data across domains.

The second presentation, entitled "Building the Digital Twin Through 3DEXperience Integration", spotlights formalizing the integration of virtual models from different sources. By unifying and integrating data on the 3DEXperience platform from multiple sources, engineers can create relationships between digital data and design, engineering, and manufacturing. With the creation of a digital twin, information from both the digital and the physical world leads to early warnings, predictions, and optimization of ideas invaluable to a company keeping assets up-to-date and in service. Attendees will learn about the case for integrating digital twin continuity in their company, a strategic plan for the 3DEXperience integration to implement a digital twin, and what measurable business outcomes are a result of digital twin integration.

## Financial News

### ***Cadence Reports Fourth Quarter and Fiscal Year 2022 Financial Results***

13 February 2023

Cadence Design Systems, Inc. announced results for the fourth quarter and fiscal year 2022.

Cadence reported 2022 revenue of \$3.562 billion, compared to revenue of \$2.988 billion for 2021. On a GAAP basis, Cadence achieved operating margin of 30 percent and recognized net income of \$849 million, or \$3.09 per share on a diluted basis, in 2022, compared to operating margin of 26 percent and net income of \$696 million, or \$2.50 per share on a diluted basis for 2021. Revenue for the fourth quarter of 2022 totaled \$900 million, compared to revenue of \$773 million for the same period in 2021. Cadence achieved operating margin of 23 percent and recognized net income of \$240 million, or \$0.88 per share on a diluted basis, in the fourth quarter of 2022, compared to operating margin of 25 percent and net income of \$177 million, or \$0.63 per share on a diluted basis, for the same period in 2021.

Using the non-GAAP measures defined below, operating margin for 2022 was 40 percent and net income was \$1.173 billion, or \$4.27 per share on a diluted basis, compared to operating margin of 37 percent and net income of \$918 million, or \$3.29 per share on a diluted basis, for the same period in 2021. For the fourth quarter of 2022, operating margin was 36 percent and net income was \$262 million, or \$0.96 per share on a diluted basis, compared to operating margin of 36 percent and net income of \$227 million, or \$0.82 per share on a diluted basis, for the same period in 2021.

“Cadence delivered record results for 2022 driven by our innovative solutions and strong execution to our Intelligent System Design™ strategy,” said Anirudh Devgan, president and chief executive officer. “I remain confident in the long-term secular mega-trends that continue to fuel robust design activity across semi and system companies. As we start off 2023, I’m excited about our momentum and look forward to driving further innovation and customer success.”

“We delivered another year of strong financial results,” said John Wall, senior vice president and chief financial officer. “I am pleased that we exceeded all key operating metrics for 2022, and look forward to building on that strength in 2023.”

CFO Commentary

Commentary on the fourth quarter and fiscal year 2022 financial results by John Wall, senior vice president and chief financial officer, is available at [www.cadence.com/cadence/investor\\_relations](http://www.cadence.com/cadence/investor_relations).

Business Outlook

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For the first quarter of 2023, the company expects total revenue in the range of \$1.00 billion to \$1.02 billion. First quarter GAAP operating margin is expected to be in the range of 31 percent to 32 percent and GAAP net income per diluted share is expected to be in the range of \$0.84 to \$0.88. Using the non-GAAP measures defined below, operating margin is expected to be in the range of 41 percent to 42 percent and net income per diluted share is expected to be in the range of \$1.23 to \$1.27.

For fiscal year 2023, the company expects total revenue in the range of \$4.00 billion to \$4.06 billion. On a GAAP basis, operating margin for 2023 is expected to be in the range of 30.5 percent to 32.0 percent and GAAP net income per diluted share for 2023 is expected to be in the range of \$3.24 to \$3.34. Using the non-GAAP measures defined below, operating margin for 2023 is expected to be in the range of 40.5 percent to 42.0 percent and net income per diluted share for 2023 is expected to be in the range of \$4.90 to \$5.00.

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 could be 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 this normalized non-GAAP tax rate through fiscal 2025 but will re-evaluate this rate periodically for significant items that may materially affect its projections.

A schedule showing reconciliations of the 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, is included in this press release.

## 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 2022 financial results audio webcast today, February 13, 2023, 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 13, 2023 at 5 p.m. (Pacific) and ending March 17, 2023 at 5 p.m. (Pacific). Webcast access is available at [www.cadence.com/cadence/investor\\_relations](http://www.cadence.com/cadence/investor_relations).

## ***FARO Announces Fourth Quarter and Full Year Financial Results***

15 February 2023

FARO® Technologies, Inc., a global leader in 4D digital reality solutions, announced its financial results for the fourth quarter and full year ended December 31, 2022.

"Improving fourth quarter customer demand, with strength in Laser Scanners and the European market, as well as the addition of GeoSLAM resulted in year-on-year revenue growth of 10% to \$110.5 million on a constant currency basis. Due to a stronger US dollar relative to last year, sales on an actual currency basis were \$103.9 million, up 4% compared to the prior year period," stated Michael Burger, President and Chief Executive Officer. "With our recent acquisition of SiteScape, which enables iOS based low-resolution LiDAR 3D capture, FARO now offers one of the broadest sets of 3D capture devices and technology in the market. Together with the success of our recent product releases and the launch of FARO Sphere, I am excited by the increasing level of customer engagement and the enormous market opportunity represented by digitalizing the physical world."

## **Fourth Quarter 2022 Financial Summary**

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- Total sales of \$103.9 million, up 4% compared to the prior year period
- Non-GAAP total sales on a constant currency basis of \$110.5 million, up 10% compared to the prior year period
- Software sales, of \$12.9 million or 13% of revenue, declined 5% year on year on an actual currency basis primarily as a result of the strengthening US dollar exchange rates as well as the conversion of license revenue to subscription
- Recurring revenue of \$18.1 million or 17% of revenue, up from 16% in the prior year period
- Gross margin of 49.1%, compared to 55.6% in the prior year period with the reduction primarily a result of the stronger US dollar to foreign currency exchange rates
- Non-GAAP gross margin of 52.8%, compared to 55.8% in the prior year period
- Operating expenses of \$52.7 million, compared to \$51.8 million in the prior year period
- Non-GAAP operating expenses of \$45.8 million, compared to \$44.2 million in the prior year period
- Net loss of \$2.2 million, or (\$0.12) per share compared to \$31.7 million, or (\$1.74) per share in the prior year period
- Non-GAAP net income of \$7.1 million, or \$0.38 per share compared to net income of \$8.7 million, or \$0.48 per share in the prior year period
- Adjusted EBITDA of \$11.7 million, or 11.3% of total sales compared to \$14.2 million, or 14.2% of total sales in the prior year period
- Cash and short-term investments of \$37.8 million, compared to \$48.5 million as of September 30, 2022

\* A reconciliation of the non-GAAP financial measures to the most directly comparable GAAP financial measures is provided in the financial schedules portion at the end of this press release. An additional explanation of these measures is included below under the heading "Non-GAAP Financial Measures".

## **Full Year 2022 Financial Summary**

- Total sales of \$345.8 million, up 2% compared to the prior year period
- Non-GAAP total sales on a constant currency basis of \$361.0 million, up 8% compared to the prior year period
- Net loss of \$26.8 million, or (\$1.46) per share compared to net loss of \$40.0 million, or (\$2.20) per share in the prior year period
- Non-GAAP net income of \$4.6 million, or \$0.25 per share compared to non-GAAP net income of \$10.2 million, or \$0.56 per share in the prior year period

## **Outlook for the First Quarter 2023**

For the first quarter ending March 31, 2023, FARO currently expects:

- Revenue in the range of \$81 to \$89 million
- Non-GAAP loss per share in the range of -\$0.22 to -\$0.02

Note: Revenue performance on a constant currency basis is provided such that users of the financial statements may assess our underlying performance excluding the effect of foreign currency rate fluctuations. To present this information, current period performance for entities reporting in currencies other than U.S. dollars are converted to United States dollars at the exchange rates in effect

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on December 31, 2021.

## **Conference Call**

The Company will host a conference call to discuss these results on Wednesday, February 15, 2023, at 5:00 p.m. ET. Interested parties can access the conference call by dialing (800) 245-3047 (U.S.) or +1 (203) 518-9765 (International) and using the passcode FARO. A live webcast will be available in the Investor Relations section of FARO's website at: <https://www.faro.com/en/About-Us/Investor-Relations/Financial-Events-and-Presentations>

A replay 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 will remain available for approximately 30 calendar days.

## ***HPE's Q1 earnings call is scheduled for March 2, 2023***

10 February 2023

Hewlett Packard Enterprise will conduct a live audio webcast of its conference call to review its financial results for the first quarter of fiscal 2023, which ended January 31, 2023.

The call is scheduled for Thursday, March 2, at 5:00 p.m. CT (6:00 p.m. ET), and the webcast will be available at [www.hpe.com/investor/2023Q1Webcast](http://www.hpe.com/investor/2023Q1Webcast).

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

## ***Invitation to Tecsys' Conference Call on March 2, 2023, Covering Third Quarter FY2023 Results***

16 February 2023

Tecsys Inc. will release its financial results for the third quarter of fiscal year 2023 ended January 31, 2023 on March 1, 2023. Tecsys President and CEO, Peter Brereton, and CFO, Mark J. Bentler, will host a conference call on March 2, 2023 at 8:30 a.m. EST to present and discuss the results with the analysts.

**Subject:** Q3 FY2023 Financial Results Conference Call

**Date:** March 2, 2023

**Time:** 8:30 a.m. EST

**Phone number:** (800) 954-0686 or (416) 981-9014

The call can be replayed until March 9, 2023 by calling (800) 558-5253 or (416) 626-4100 (access code: 22026120).

## ***MariaDB Announces First Quarter Fiscal 2023 Financial Results***

13 February 2023

MariaDB plc announced its financial results for the first quarter of fiscal year 2023, which ended December 31, 2022.

“We continue to make progress at transforming our business to the cloud, demonstrated by 90% growth in cloud-related subscription revenue,” said Michael Howard, CEO at MariaDB plc. “This positions us well, as we bring substantial new capabilities to the next release of MariaDB SkySQL, a second generation cloud database, delivering unstoppable performance and scale for our customers. The

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immense value we deliver to our customers is further highlighted by a multi-year contract of up to \$34 million closed our first quarter, the largest deal in the company's history.”

## First Quarter Fiscal 2023 Financial Highlights

- **Revenue:** Total revenue was \$12.8 million for the first quarter of fiscal 2023, an increase of 20% year-over-year, which was consistent with our revenue growth rate over the last few years. Cloud-related subscription revenue grew 90% year-over-year, continuing the transformation of our on-premises business to the cloud.
- **Annual recurring revenue (ARR):** Total ARR as of December 31, 2022 was \$52.0 million, an increase of 17% year-over-year, which was consistent with our ARR growth rate over the last few years.
- **Gross profit:** Gross profit was \$9.4 million for the first quarter of fiscal 2023, representing a 73.7% gross margin compared to 72.8% in the year-ago period.
- **Loss from operations:** Loss from operations was \$12.8 million for the first quarter of fiscal 2023, compared to a loss of \$11.3 million in the year-ago period.
- **Net loss:** Net loss was \$13.0 million, or \$0.55 per share, for the first quarter of fiscal 2023. This compares to a net loss of \$12.2 million in the year-ago period.

## First Quarter Fiscal 2023 Business Highlights

- MariaDB completed its merger with Angel Pond Holdings Corporation and listed on the New York Stock Exchange under the ticker “MRDB.”
- Signed the largest multi-year deal in the company's history for up to \$34 million with a leading financial services customer.
- Accelerated growth in our cloud business, including customer announcements with Certified Power Solutions, Hit Labs and SUPERCAT.
- Showcased the upcoming new release of our SkySQL cloud database service at AWS re:Invent.
- Appointed Hal Berenson, former VP and general manager of Amazon RDS, to MariaDB's board of directors.

## *Materialise Reports Fourth Quarter and Full Year 2022 Results*

14 February 2023

Materialise NV, a leading provider of additive manufacturing and medical software solutions and of sophisticated 3D printing services, announced its financial results for the fourth quarter and full year ended December 31, 2022.

### Highlights – Fourth Quarter 2022

- Total revenue increased 10% to 62,703 kEUR for the fourth quarter of 2022 from 56,989 kEUR for the 2021 period.
- Adjusted EBITDA amounted to 4,258 kEUR for the fourth quarter of 2022 compared to 10,490 kEUR for the 2021 period.
- Net loss for the fourth quarter of 2022 was (4,588) kEUR, or (0.08) EUR per diluted share, compared to a profit of 4,762 kEUR, or 0.08 EUR per diluted share, for the 2021 period.

### Highlights – Full Year 2022

# CIMdata PLM Industry Summary

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- Total revenue increased 13% to 232,023 kEUR for 2022 from 205,450 kEUR for 2021.
- Total deferred revenues from annual software sales and maintenance fees increased 7,635 kEUR to 42,780 kEUR compared to December 31, 2021.
- Adjusted EBITDA was 19,014 kEUR for 2022 compared to 32,490 kEUR for 2021.
- Net loss for 2022 was (2,153) kEUR, or (0.04) EUR per diluted share, compared to a profit of 13,145 kEUR, or 0.23 EUR per diluted share, for 2021.
- Total cash was 140,867 kEUR at the end of 2022.

Executive Chairman Peter Leys commented, “Amidst the macro-economic and geo-political turbulence of 2022, Materialise prioritized the sustainability of our top-line growth over the maximization of short term profits. In 2022, we increased our revenues by 13% and grew our deferred revenues by more than 20%. In addition, we continued to strategically invest in our growth businesses despite significant inflationary pressures on labor, energy and materials costs and accelerated the consolidation with both Link3D and Identify3D, as a basis for our future cloud-based recurring income. These added costs in addition to certain one-time items weighed on our overall profitability for the year, with Adjusted EBITDA decreasing to 19,014 kEUR. However, with positive cash flow from operating activities of almost 25,000 kEUR in 2022 and cash and cash equivalents in excess of 140,000 kEUR at year end, we have the liquidity to support these investments and believe this was the right choice for Materialise, positioning us well for more profitable growth in the coming years.”

## Fourth Quarter 2022 Results

Total revenue for the fourth quarter of 2022 increased 10.0% to 62,703 kEUR from 56,989 kEUR for the fourth quarter of 2021. Adjusted EBITDA amounted to 4,258 kEUR, compared to 10,490 kEUR for the same period in 2021. The Adjusted EBITDA margin (Adjusted EBITDA divided by total revenue) for the fourth quarter of 2022 was 6.8%, compared to 18.4% for the fourth quarter of 2021.

Revenue from our Materialise Software segment decreased 4.0% to 11,699 kEUR from 12,183 kEUR for the same quarter last year. Adjusted EBITDA for the segment amounted to (1,441) kEUR compared to 5,518 kEUR while the Adjusted EBITDA margin for the segment was (12.3)%, compared to 45.3% for the prior-year period.

Revenue from our Materialise Medical segment increased 17.3% to 24,254 kEUR for the fourth quarter of 2022, compared to 20,682 kEUR for the same period in 2021. Adjusted EBITDA for the segment was 6,355 kEUR compared to 6,358 kEUR, while the Adjusted EBITDA margin for the segment was 26.2% compared to 30.7%.

Revenue from our Materialise Manufacturing segment increased 10.9% to 26,750 kEUR from 24,124 kEUR for the fourth quarter of 2021. Adjusted EBITDA for the segment increased to 1,506 kEUR compared 990 kEUR, while the Adjusted EBITDA margin for the segment was 5.6%, compared to 4.1% for the prior-year period.

Gross profit increased 7.5% to 35,681 kEUR for the fourth quarter of 2022 from 33,198 kEUR for the same period last year. Gross profit as a percentage of revenue was 56.9%, compared to 58.3%.

Research and development (“R&D”), sales and marketing (“S&M”) and general and administrative (“G&A”) expenses increased, in the aggregate, 28.3% to 37,829 kEUR for the fourth quarter of 2022 from 29,481 kEUR for the fourth quarter of 2021.

Net other operating result was 593 kEUR compared to 1,260 kEUR for the fourth quarter of 2021.

Operating result was (1,554) kEUR, compared to 4,976 kEUR for the fourth quarter of 2021.

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Net financial result for the fourth quarter of 2022 was (3,436) kEUR, compared to 275 kEUR for the fourth quarter of 2021, mainly as a result of currency exchange losses.

The fourth quarter of 2022 contained net income tax income of 402 kEUR, compared to net tax expense of (490) kEUR for the fourth quarter of 2021.

As a result of the above, net loss for the fourth quarter of 2022 was (4,588) kEUR, compared to a net profit of 4,762 kEUR for the same period in 2021. Total comprehensive income for the fourth quarter of 2022 was (7,623) kEUR, compared to a profit of 1,832 kEUR for the 2021 period.

## **Full Year 2022 Results**

Total revenues for the year ended December 31, 2022 increased 12.9% to 232,023 kEUR from 205,450 kEUR for the year ended December 31, 2021. Adjusted EBITDA for 2022 amounted to 19,014 kEUR compared to 32,490 kEUR for 2021. The Adjusted EBITDA margin was 8.2%, compared to 15.8% in 2021.

Revenues from our Materialise Software segment increased 1.8% to 43,688 kEUR for the year ended December 31, 2022 compared to 42,902 kEUR for the year ended December 31, 2021. The segment's Adjusted EBITDA amounted to 1,514 kEUR compared to 15,705 kEUR. The segment's Adjusted EBITDA margin was 3.5% in 2022, compared to 36.6% in 2021.

Revenues from our Materialise Medical segment grew by 15.6% for the year ended December 31, 2022 to 84,846 kEUR from 73,368 kEUR for the year ended December 31, 2021. The segment's Adjusted EBITDA amounted to 18,822 kEUR compared to 20,669 kEUR. The segment's Adjusted EBITDA margin was 22.2% in 2022, compared to 28.2% in 2021.

Revenues from our Materialise Manufacturing segment increased 16.0% to 103,489 kEUR for the year ended December 31, 2022 from 89,180 kEUR for the year ended December 31, 2021. The segment's Adjusted EBITDA increased 31.1% to 8,229 kEUR from 6,275 kEUR. The segment's Adjusted EBITDA margin increased to 8.0% in 2022 from 7.0% for 2021.

Operating profit amounted to (2,872) kEUR for the year ended December 31, 2022 compared to a profit of 12,217 kEUR in the prior year.

Net financial income amounted to 1,694 kEUR, compared to net financial income of 1,519 kEUR for the year ended December 31, 2021. Income taxes amounted to (975) kEUR compared to (591) kEUR for the year ended December 31, 2021. Net loss was (2,153) kEUR for 2022 compared to a net profit of 13,145 kEUR in 2021.

At December 31, 2022, we had cash and equivalents of 140,867 kEUR compared to 196,028 kEUR at December 31, 2021. Gross debt amounted to 80,980 kEUR (of which 19,960 kEUR was short term), compared to 99,107 kEUR at December 31, 2021.

Cash flow from operating activities for the year ended December 31, 2022 was 24,709 kEUR compared to 25,845 kEUR in the year ended December 31, 2021. Total capital expenditures for the year ended December 31, 2022 amounted to 24,773 kEUR.

Net shareholders' equity at December 31, 2022 was 228,928 kEUR compared to 232,578 kEUR at December 31, 2021.

## **2023 Guidance**

Mr. Leys concluded, "We currently expect Materialise to post another year of double-digit revenue growth, with revenues totaling between 255,000 and 260,000 kEUR in 2023. As in 2022, we expect our Materialise Medical segment and our Materialise Manufacturing segment will be the main drivers of that

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growth. While we expect sales of our Materialise Software segment will also grow, this growth may not be fully reflected in the segment's revenues due to the changing cloud-based subscription business model we are introducing there.

“Assuming that inflation stabilizes in 2023, we expect our continued revenue growth to gradually result in a stronger Adjusted EBITDA, which we currently anticipate to total between 25,000 and 30,000 kEUR for 2023. We expect our three segments to contribute to our Adjusted EBITDA in line with their contributions to our revenue growth.

“At the same time, we want to note that the developments in Ukraine will likely have an important impact on the European and global economy as well as on the continuity of the important services we source from our brave workforce in Kyiv and could, therefore, also have a significant effect on our results for 2023. We will continue to monitor these developments, which remain unpredictable.”

## Conference Call and Webcast

Materialise will hold a conference call and simultaneous webcast to discuss its financial results for the fourth quarter of 2022 and other matters on Tuesday, February 14, 2023 at 8:30 a.m. ET/2:30 p.m. CET. Company participants on the call will include Wilfried Vancraen, Founder and Chief Executive Officer; Peter Leys, Executive Chairman; and Johan Albrecht, Chief Financial Officer. A question-and-answer session will follow management's remarks. To access the call by phone, please click the link below at least 15 minutes prior to the scheduled start time and you will be provided with dial-in details. Participants can choose to dial in or receive a call to connect to Materialise's conference call.

- <https://register.vevent.com/register/BI658e710186554ddfb27b37ef31c78ee1>

The conference call will also be broadcast live over the internet with an accompanying slide presentation, which can be accessed on the company's website at <http://investors.materialise.com>. A webcast of the conference call will be archived on the company's website for one year.

## ***Nemetschek Group Achieves Its Revenue and Profitability Targets in the Fiscal Year 2022***

14 February 2023

The Nemetschek Group, globally leading software provider for digital transformation in the construction and media sectors, has achieved its revenue and profitability (EBITDA margin) targets for 2022 based on its preliminary figures. The Nemetschek Group therefore continued the profitable course of revenue and earnings growth which has lasted for several years now.

The Group's revenue increased by 17.7% (currency-adjusted: 12.1%) to EUR 801.8 million in the 2022 fiscal year (2021: EUR 681.5 million). The currency-adjusted growth at Group level was therefore within the range of 12% to 14% that was communicated in March 2022.

The Group's earnings before interest, taxes, depreciation, and amortization (EBITDA) also grew strongly by 15.8% to EUR 257.0 million (previous year: EUR 222.0 million). The EBITDA margin of 32.0% (previous year: 32.6%) was consequently within the target range of 32% to 33%.

The fourth quarter was especially influenced by the accelerated transition of our business model to subscription and SaaS offerings, in particularly at the Bluebeam brand, and the ongoing demanding economic situation.

“In this volatile economic environment, we maintained our profitable growth path also in 2022 while simultaneously driving forward the transformation of our business model,” said Yves Padrines, CEO of the Nemetschek Group. “Our strategic focus areas such as further internationalization, an intensified go-

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to-market strategy, innovation, as well as the transition to subscription and SaaS models will make us even more agile and resilient in the future. We also continue to see great potential in our markets in the long term. Structural growth drivers such as the low level of digitalization in the construction industry, increasing requirements on quality, efficiency, and sustainability, as well as the ever-rising demand for 3D animations in the media sector let us continue to look into the future very optimistically.”

The detailed and audited financial statements for the fiscal year 2022 will be published as planned in conjunction with the 2022 Annual Report and the outlook on Thursday, March 23, 2023.

## ***Procore Announces Fourth Quarter and Full Year 2022 Financial Results***

16 February 2023

**Procore Technologies, Inc.**, a leading global provider of construction management software, announced financial results for the fourth quarter and full year ended December 31, 2022.

“Our strong fourth quarter performance reflects the power of our platform, our leadership position and our trusted partnership with the construction industry. We look forward to continuing this momentum as we enter 2023,” said Tooey Courtemanche, founder, president and CEO of Procore. “I’m also thrilled to share that CFO, Paul Lyandres, will be transitioning to a newly established role as President of Fintech in early May, at which time, our SVP of Finance, Howard Fu, will be promoted to CFO. These changes reinforce the incredible caliber of leadership we have as we look towards our next phase of efficient growth and continue advancing our vision of improving the lives of everyone in construction.”

“Our year-end results reflect Procore’s consistent performance and strength across multiple facets of the business,” said Paul Lyandres, CFO of Procore. “It has been an honor serving in the role of CFO, and I’m excited for the next chapter of leading the Fintech organization at Procore.”

### **Fourth Quarter 2022 Financial Highlights:**

- Revenue was \$202 million, an increase of 38% year-over-year.
  - Including a \$9 million contribution from Levelset.
- GAAP gross margin was 80% and non-GAAP gross margin was 84%.
- GAAP operating margin was (37%) and non-GAAP operating margin was (8%).
- Operating cash inflow for the fourth quarter was \$23 million.
- Free cash inflow for the fourth quarter was \$12 million.
- Total remaining performance obligation (“RPO”) was \$798 million, an increase of 32% year-over-year.
  - Short term RPO was approximately 70% of total RPO, representing an increase of 34% year-over-year.

### **Full Year 2022 Financial Highlights:**

- Revenue was \$720 million, an increase of 40% year-over-year.
  - Including a \$32 million contribution from Levelset.
- GAAP gross margin was 79% and non-GAAP gross margin was 84%.
- GAAP operating margin was (40%) and non-GAAP operating margin was (10%).
- Operating cash inflow for 2022 was \$13 million.
- Free cash outflow for 2022 was \$37 million.

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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:

- Added 402 net new organic customers in the fourth quarter, ending with a total of 14,488 organic customers.
- Achieved a gross revenue retention rate of 95% for 2022.
- Ended 2022 with 3,568 full-time employees, an increase of 24% year-over-year.
- Announced a number of **innovations** to the Procore platform addressing challenges associated with payments, labor, preconstruction, communication and more.
- Partnered with Dodge Construction Network to release the **2022 Top Business Issues for Specialty Contractors Report**, highlighting key issues impacting specialty contractors.
- Announced our expansion to **Germany**.
- Released inaugural **2022 Environmental, Social and Governance (“ESG”) Report**, highlighting the company’s guiding principles, efforts and aspirations related to ESG.
- Named one of Construction Executive’s **2022 Top Construction Technology Firms**.
- Awarded the **TrustRadius 2022 Tech Cares Award**.

## Leadership Updates:

Today, Procore announced that Paul Lyandres, CFO of Procore, will be assuming a new role at Procore as President of Fintech. In this role, Mr. Lyandres will lead the strategic planning, direction, innovation and overall execution of Procore’s fintech initiatives. Mr. Lyandres will remain CFO until early May 2023, at which time Howard Fu, Procore’s SVP of Finance, will succeed Mr. Lyandres as CFO.

Effective as of February 21, 2023, Sarah Hodges will be joining Procore as Chief Marketing Officer (CMO). As CMO of Procore, Ms. Hodges will be responsible for the development of the strategic marketing plan and execution of all marketing activities globally in support of Procore’s financial and strategic business objectives.

## First Quarter and Full Year 2023 Outlook:

Procore is providing the following guidance for the first quarter and full year 2023:

- First Quarter 2023 Outlook:
  - Revenue is expected to be in the range of \$202 million to \$204 million, representing year-over-year growth of 27% to 28%.
  - Non-GAAP operating margin is expected to be in the range of (8.5%) to (9.5%).
- Full Year 2023 Outlook:
  - Revenue is expected to be in the range of \$895 million to \$900 million, representing year-over-year growth of 24% to 25%.
  - Non-GAAP operating margin is expected to be in the range of (6.5%) to (7.5%).

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

# CIMdata PLM Industry Summary

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 16, 2023. A live audio webcast will be accessible on Procore's investor relations website at <http://investors.procore.com>.

## ***PROS Holdings, Inc. Reports Fourth Quarter and Full Year 2022 Financial Results***

9 February 2023

[PROS](#) Holdings, Inc., the CFO's best-kept secret for profitable growth, today announced financial results for the fourth quarter and full year ended December 31, 2022.

"I'm proud of our team for their strong execution in delivering 15% subscription revenue growth in 2022 while driving greater efficiencies in our business," stated CEO [Andres Reiner](#). "Our market-leading profit and revenue optimization solutions are mission critical for businesses looking to thrive in economic uncertainty and fuel profitable growth. We enter this year well positioned to capitalize on the market opportunity in front of us."

CFO [Stefan Schulz](#) said, "In 2022 we consistently drove revenue outperformance while delivering positive adjusted EBITDA in the second half of the year, despite a challenging economic environment. We are now projecting to generate positive adjusted EBITDA and free cash flow in 2023, accelerating our path to our long-term profitability goals."

## **Fourth Quarter and Full Year 2022 Financial Highlights**

Key financial results for the fourth quarter and full year 2022 are shown below. Throughout this press release all dollar figures are in millions, except net (loss) earnings per share. Unless otherwise noted, all results are on a reported basis and are compared with the prior-year period.

	GAAP			Non-GAAP		
	Q4 2022	Q4 2021	Change	Q4 2022	Q4 2021	Change
<b>Revenue:</b>						
Total Revenue	\$70.9	\$65.0	9%	n/a	n/a	n/a
Subscription Revenue	\$53.1	\$47.0	13%	n/a	n/a	n/a
Subscription and Maintenance Revenue	\$59.5	\$55.4	7%	n/a	n/a	n/a
<b>Profitability:</b>						
Gross Profit	\$43.5	\$39.0	11%	\$46.2	\$40.7	14%
Operating (Loss) Income	\$(14.9)	\$(21.6)	\$6.8	\$1.2	\$(8.2)	\$9.4
Net (Loss) Income	\$(17.3)	\$(23.6)	\$6.3	\$1.1	\$(7.2)	\$8.3
Net (Loss) Earnings Per Share	\$(0.38)	\$(0.53)	\$0.15	\$0.02	\$(0.16)	\$0.18
Adjusted EBITDA	n/a	n/a	n/a	\$2.4	\$(6.4)	\$8.7
<b>Cash:</b>						
Net Cash Used in Operating	\$(2.0)	\$(1.0)	\$(1.0)	n/a	n/a	n/a

## CIMdata PLM Industry Summary

Activities						
Free Cash Flow	n/a	n/a	n/a	\$1.1	\$(1.3)	\$2.4
	GAAP			Non-GAAP		
	FY 2022	FY 2021	Change	FY 2022	FY 2021	Change
<b>Revenue:</b>						
Total Revenue	\$276.1	\$251.4	10%	n/a	n/a	n/a
Subscription Revenue	\$204.0	\$178.0	15%	n/a	n/a	n/a
Subscription and Maintenance Revenue	\$232.6	\$213.1	9%	n/a	n/a	n/a
Annual Recurring Revenue ("ARR")	n/a	n/a	n/a	\$245.3	\$226.7	8%
Annual Recurring Revenue in constant currency	n/a	n/a	n/a	\$247.5	\$226.7	9%
Subscription ARR	n/a	n/a	n/a	\$227.0	\$195.1	16%
Subscription ARR in constant currency	n/a	n/a	n/a	\$229.0	\$195.1	17%
<b>Profitability:</b>						
Gross Profit	\$166.1	\$146.5	13%	\$176.9	\$152.1	16%
Operating Loss	\$(78.1)	\$(74.3)	\$(3.8)	\$(20.1)	\$(32.9)	\$12.8
Net Loss	\$(82.2)	\$(81.2)	\$(1.0)	\$(18.0)	\$(29.1)	\$11.1
Net Loss Per Share	\$(1.82)	\$(1.83)	\$0.01	\$(0.40)	\$(0.66)	\$0.26
Adjusted EBITDA	n/a	n/a	n/a	\$(14.9)	\$(24.8)	\$10.0
<b>Cash:</b>						
Net Cash Used in Operating Activities	\$(23.9)	\$(18.6)	\$(5.4)	n/a	n/a	n/a
Free Cash Flow	n/a	n/a	n/a	\$(21.7)	\$(20.2)	\$(1.5)

The attached table provides a summary of PROS results for the period, including a reconciliation of GAAP to non-GAAP metrics.

### Recent Business Highlights

- Welcomed new [customers](#) who are adopting PROS solutions such as Aegean Airlines, Air Albania, Auto Wares, GE Power, Greater Bay Airlines, Sidel, Signature Aviation, Unlimited Technology and Vector Security, among others.
- Launched our next generation of Price Optimization powered by [PROS Gen IV AI](#) which makes PROS the first in the market to drive hyper-personalized price recommendations using neural network technology.
- Announced an Analyst Day event to take place on Tuesday, May 23, 2023, during our [2023 Outperform](#) user conference in Denver, CO; investors who wish to attend the full conference will

# CIMdata PLM Industry Summary

receive a discounted conference rate - [register today](#).

- Recognized as one of [PEOPLE's 2022 Companies that Care](#), a list of the top 100 US companies that have succeeded in business while demonstrating outstanding respect, care, and concern for their employees.

## Financial Outlook

PROS currently anticipates the following based on an estimated 46.0 million basic weighted average shares outstanding for the first quarter of 2023 and a 22% non-GAAP estimated tax rate for the first quarter and full year 2023.

	<b>Q1 2023 Guidance</b>	<b>v. Q1 2022 at Mid-Point</b>	<b>Full Year 2023 Guidance</b>	<b>v. Prior Year at Mid-Point</b>
Total Revenue	\$70.4 to \$71.4	7%	\$293.0 to \$296.0	7%
Subscription Revenue	\$54.0 to \$54.5	11%	\$230.7 to \$232.7	14%
Subscription ARR	n/a	n/a	\$250.0 to \$253.0	11%
Non-GAAP Loss Per Share	\$(0.12) to \$(0.09)	\$0.11	n/a	n/a
Adjusted EBITDA	\$(4.0) to \$(3.0)	\$5.6	\$3.0 to \$6.0	\$19.4
Free Cash Flow	n/a	n/a	\$2.0 to \$6.0	\$25.7

## Conference Call

In conjunction with this announcement, PROS Holdings, Inc. will host a conference call on Thursday, February 9, 2023, at 4:45 p.m. EST to discuss the Company's financial results and business outlook. To access this call, dial 1-877-407-9039 (toll-free) or 1-201-689-8470. The live and archived webcasts of this call can be accessed under the "Investor Relations" section of the Company's website at [www.pros.com](http://www.pros.com).

A telephone replay will be available until Thursday, February 16, 2023, 11:59 PM EST at 1-844-512-2921 (toll-free) or 1-412-317-6671 using the pass code 13735564.

## ***Synopsys Posts Financial Results for First Quarter Fiscal Year 2023***

15 February 2023

Synopsys, Inc. reported results for its first quarter of fiscal year 2023. Revenue for the first quarter of fiscal year 2023 was \$1.361 billion, compared to \$1.270 billion for the first quarter of fiscal year 2022.

"Synopsys delivered a solid start to the year. Building on our strength and momentum from 2022, we met or exceeded all of our guidance targets, and based on the continued robust design activity, we remain confident in our business," said Aart de Geus, Chair and CEO of Synopsys. "As a key technology catalyst in the 'Smart Everything' world, we are driving groundbreaking innovations that radically advance the design of complex chips and software. For FY'23, we are reaffirming our targets of 14-15% revenue growth and continued non-GAAP operating margin expansion, and expect to grow non-GAAP earnings per share by 18-19%."

# CIMdata PLM Industry Summary

## GAAP Results

On a generally accepted accounting principles (GAAP) basis, net income for the first quarter of fiscal year 2023 was \$271.5 million, or \$1.75 per diluted share, compared to \$313.7 million, or \$1.99 per diluted share, for the first quarter of fiscal year 2022.

## Non-GAAP Results

On a non-GAAP basis, net income for the first quarter of fiscal year 2023 was \$406.7 million, or \$2.62 per diluted share, compared to non-GAAP net income of \$376.9 million, or \$2.40 per diluted share, for the first quarter of fiscal year 2022.

For a reconciliation of net income, earnings per diluted share and other measures on a GAAP and non-GAAP basis, see "GAAP to Non-GAAP Reconciliation" in the accompanying tables below.

## Business Segments

Beginning in fiscal year 2023, Synopsys began reporting revenue and operating income in three segments: (1) Design Automation, which includes digital and custom integrated circuit (IC) design software, verification hardware and software products, manufacturing-related design products, field-programmable gate array (FPGA) design software, optical products, professional services, and other; (2) Design IP, which includes our Synopsys IP portfolio; and (3) Software Integrity, which includes solutions that test software code for security vulnerabilities and quality defects, as well as professional and managed services. Further information regarding these segments is provided at the end of this press release.

## Financial Targets

Synopsys also provided its consolidated financial targets for the second quarter and full fiscal year 2023. These financial targets assume no further changes to export control restrictions or the current U.S. government "Entity List" restrictions. These targets constitute forward-looking statements and are based on current expectations. For a discussion of factors that could cause actual results to differ materially from these targets, see "Forward-Looking Statements" below.

## Second Quarter and Fiscal Year 2023 Financial Targets <sup>(1)</sup>

*(in millions except per share amounts)*

	Range for Three Months				Range for Fiscal Year Ending			
	Ending				October 31, 2023			
	April 30, 2023				October 31, 2023			
	Low	High	Low	High	Low	High	Low	High
Revenue	\$ 0	1,36	\$ 0	1,39	\$ 5	5,77	\$ 5	5,82
GAAP Expenses	\$ 5	1,08	\$ 5	1,10	\$ 4	4,54	\$ 1	4,59

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Non-GAAP Expenses	\$ 7	91	\$ 7	92	\$ 0	3,81	\$ 0	3,84
Non-GAAP Other Income (Expense)	\$ )	(1	\$ 1		\$ 2)	(1	\$ 8)	(
Non-GAAP Tax Rate	16 %		16 %		16 %		16 %	
Outstanding Shares (fully diluted)	155		158		155		158	
GAAP EPS	\$ 2	1.6	\$ 2	1.7	\$ 2	7.1	\$ 0	7.3
Non-GAAP EPS	\$ 5	2.4	\$ 0	2.5	\$ 3	10.5	\$ 0	10.6
Operating Cash Flow						~ \$1,650		

(1) Synopsys' second quarter of fiscal year 2023 and fiscal year 2023 will end on April 29, 2023 and October 28, 2023, respectively. For presentation purposes, we refer to the closest calendar month end.

For a reconciliation of Synopsys' second quarter and fiscal year 2023 targets, including expenses, earnings per diluted share and other measures on a GAAP and non-GAAP basis, see "GAAP to Non-GAAP Reconciliation" in the accompanying tables below.

### **Earnings Call Open to Investors**

Synopsys will hold a conference call for financial analysts and investors today at 2:00 p.m. Pacific Time. A live webcast of the call will be available on Synopsys' corporate website at [www.synopsys.com](http://www.synopsys.com). A recording of the call will be available by calling +1-800-770-2030 (+1-647-362-9199 for international callers), access code 6444570, beginning at 5:00 p.m. Pacific Time today, until 11:59 p.m. Pacific Time on February 22, 2023. A webcast replay will also be available on the corporate website from approximately 5:30 p.m. Pacific Time today through the time Synopsys announces its results for the second quarter fiscal year 2023 in May 2023. Synopsys will post copies of the prepared remarks on its website following today's call. In addition, Synopsys makes additional information available in a financial supplement and corporate overview presentation, also posted on the corporate website.

### ***Xometry to Announce Fourth Quarter and Full Year 2022 Financial Results on March 1, 2023***

15 February 2023

Xometry, Inc., the global online marketplace connecting enterprise buyers with suppliers of manufacturing services, announced it will report its fourth quarter and full-year 2022 financial results

before the market open on March 1, 2023.

Xometry will host its conference call and webcast to discuss the results at 8:30 a.m. Eastern Time (5:30 a.m. Pacific Time) on the same day. In addition to its press release announcing its fourth quarter 2022 financial results, Xometry will also provide an earnings presentation, which will be available on its investor website at [investors.xometry.com](https://investors.xometry.com).

## Implementation Investments

### ***Altair and New York Yacht Club American Magic Announce Partnership for the 37th America's Cup***

14 February 2023

Altair announced it has been named the official computational science and artificial intelligence (AI) partner for the New York Yacht Club (NYYC) American Magic, challenger for the 37th America's Cup. Altair will provide the team with software technology, consulting services, and two "work streams" to improve boat and sailor performance. The work streams include a predictive data analytics system to analyze and understand sailing vessel performance and a custom-made "AI bot" to enable the control and monitoring of sailboat simulations.

"Working together with NYYC American Magic showcases both our technological and consulting expertise," said James R. Scapa, founder and chief executive officer, Altair. "We believe our tools and our people are some of the world's finest resources, and we're fortunate to work alongside an organization that believes in using the latest in AI, machine learning, and data analytics in new, exciting ways."

The first work stream, composed of robust data analytics capabilities, allows the NYYC American Magic team to observe and break down past race performances to see how the team can improve future performances. The technology helps analyze boat velocity given course conditions and boat/sailor maneuvers to determine optimal race strategy and see how to translate past success into future success.

The second work stream, the "AI bot," gives the NYYC American Magic team unprecedented race simulation power to optimize vessel and sailor performance through virtual test runs that mirror real-life racing conditions. The results of the AI bot's reinforcement learning approach give a quick, effective, and accurate way to simulate various and multiple race conditions and cut down the need for physical testing and prototyping. In addition, the AI bot generates data from simulations so the team can analyze it to improve times, sailor maneuvers, race strategy, and boat components.

"Our team is thrilled to be working with Altair, and the partnership demonstrates American Magic's commitment to staying on the cutting edge of technology," said Mike Cazer, chief executive officer, NYYC American Magic. "Our team uses the industry's latest and greatest to stay on top of the competition and keep our organization at the forefront of technology."

In a competition like the America's Cup, when vehicles and race teams are already operating to near perfection, finding fast, effective new ways to innovate and eliminate wasted time and material is an invaluable competitive advantage.

## ***Cueros Vélez Optimizes Logistic Operations with Infor WMS***

14 February 2023

Infor<sup>®</sup>, the industry cloud company, announced that Cueros Velez, a Colombian company with presence in Costa Rica, El Salvador, Guatemala, Panamá and Perú, is achieving extraordinary results after implementing Infor WMS to manage warehouse operations. The solution was sold and implemented by Cerca Technology, Infor's channel partner.

Cueros Velez was founded more than 35 years ago and is dedicated to the manufacturing of leather goods. It has six production plants with end-to-end processes from receiving raw materials to delivery to stores and customers through multi-channel sales. In 2016, it opened a new leather plant in Colombia considered one of the most modern in Latin America with a capacity of producing more than 30,000 leather products per month in sustainable processes.

Cueros Velez's strategy was to redesign its supply model, and one of the main activities was to implement a modern warehouse management solution. The company selected Infor WMS as part of its digital transformation.

"Infor WMS is a very intuitive solution that enables us to get real-time visibility for better decision making. From the very beginning, Cerca Technology supported our business and our needs," states Paula Cardenas, supply chain manager at Cueros Vélez.

Cueros Vélez announces these results after implementing Infor WMS:

- More than 150% increase in productivity in height picking
- More than 150% increase in productivity in classification process
- More than 20% increase in reception productivity
- 3% improvement in level of services
- 100% inventory visibility
- 20% more customer satisfaction
- 100% better decision making
- 100% improvement in administrative processes

"Infor WMS is a very flexible solution that applies perfectly to our business needs and to the different sales channels. One of the advantages considered by our IT team is that it is implemented in a multi-tenant cloud, which enables us to easily move to the cloud," states Carlos Abello, logistic director at Cueros Vélez.

As regards the implementation process, Cueros Vélez uses a training methodology based on real scenarios, enabling key users and staff to be part of the process and help in the implementation success. The process takes place with an internal strategy called "Velez University," a training space created for employees.

"One of the great challenges was to have the solution implemented before high season 2021, and this was possible thanks to Cerca Technology. This was a great step for Cueros Velez in our digital transformation process with different solutions such as WMS, ERP, WCS and TMS now integrated. Currently, operation leaders can manage operations and measure productivity with different tools," Abello said.

Cueros Vélez deployed the project in two stages. The first was to implement and consolidate Infor WMS. Once it was live and indicators improved, the second stage was to integrate WMS with other

existing solutions.

“One of the main challenges that Infor WMS helped with is order processing, resulting in great optimization for Cueros Velez that is already experiencing great performance indicators,” states Julian Lasso, professional services manager at Cerca Technology.

“The multi-tenant cloud architecture of Infor's warehouse management solutions helps companies like Cueros Velez seamlessly grow and scale their capacity. In any situation, increasing order volume, product range expansion and increasing number of stores, the solution will work stably and reliably, meeting all the requirements of the business and increasing customer satisfaction,” states Adriana Gutierrez, Infor Latin America channel director.

## ***DuPont Selects Aspen Technology to Modernize its Industrial Data Foundation and Minimize Implementation Costs***

14 February 2023

Aspen Technology, Inc., a global leader in industrial software, announced that it was selected by DuPont to optimize the company's industrial data strategy and create greater access, visibility and insights across its business. DuPont successfully migrated more than 20 years of historical data to AspenTech's data historian in less than two days while reducing implementation costs by 45 percent.

“A complicated process that should have taken us months, took just days with AspenTech,” said Rahul Bhavsar, Global Service Delivery Manager, DuPont. “Migrating our data could have been cumbersome, expensive and labor-intensive. However, in record time, AspenTech helped us seamlessly migrate our historical data to its scalable data historian, which has now become fundamental to improving our overall data infrastructure.”

AspenTech and DuPont collaborated with IT services, consulting and business solutions organization Tata Consultancy Services, to successfully migrate DuPont's historical data to AspenTech's data platform. As a result, DuPont minimized business disruptions and costs during the migration by maintaining the integrity, availability and functionality of 23 years' worth of history archive files, repositories and file sets.

The AspenTech solution aggregates and stores large volumes of data from multiple sources for real-time monitoring and advanced analytics. Using the technology, DuPont now has a modern infrastructure with a solid foundation for a successful IT/OT convergence strategy.

“AspenTech makes industrial data accessible and actionable,” said Nicole Rennalls, VP, General Manager, AspenTech's DataWorks industrial data business. “As businesses accumulate data at a rapid rate, a solid foundation that can unify and provide context to IT and OT data is critical. We're thrilled to partner with DuPont to help them stay ahead of these kinds of trends and bring their industrial data strategy into the future as quickly as possible.”

## ***EinDollarBrille revolutionizes eyeglasses for those most in need using Siemens' software***

14 February 2023

EinDollarBrille e.V. is bringing affordable eyeglasses to the world's most in need communities using Solid Edge® software from Siemens Digital Industries Software. Founded in 2012, EinDollarBrille provides tools and training to enable its team and partners across 10 countries to manufacture the OneDollarGlasses eyewear without electricity using a revolutionary machine that is now being further

# CIMdata PLM Industry Summary

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developed and manufactured using software from the Siemens Xcelerator portfolio.

“I wanted to create eyeglasses for less than a dollar's worth of materials, so that even the poorest could afford them,” says Martin Aufmuth, founder and CEO, EinDollarBrille. “To really offer long-term and sustainable help we didn’t want to simply ship out glasses, but rather enable the people in the respective countries to help themselves. That’s why our plan was to get the OneDollarGlasses designed and manufactured onsite with a machine that didn’t require electricity.”

After developing his initial concepts, prototypes and sketches using mainly manual and non-digital methods, efficient manufacturing processes needed be set up to help achieve the required production quality of the glasses – a process that starts with design, drafting and digitization. While there were individual sketches and drawings of the bending machine, there were no 3D CAD models that could be used for the next steps – for example, data that could be transferred to CNC manufacturers.

To solve this, Siemens’ Solid Edge and one of Siemens’ solution partners (PBU CAD-Systeme) came into play in early 2022. With the help of CAD consultant and volunteer, Sabine Adams, the bending machine (now on its 13th generation) has been developed further and perfected while other tools and gauges required for glasses production have been optimized.

In the first step, Sabine Adams modeled the glasses and their lenses in 3D using Solid Edge and this intelligent 3D product model is then used for documentation and certification of the bending machine, the glasses and used many times to order lenses. For the bending machine, Adams received the existing hand sketches and some technical drawings on paper with handwritten notes. Together with the team, she defined the dimensions and tolerances as well as the necessary forms to get the innovative bending machine professionally defined and documented.

Since the invention of the ground-breaking OneDollarGlasses machine the organization has grown to encompass around 500 volunteers and employees worldwide.

## ***GOBI Cashmere Drives Global Expansion with Centric PLM and Centric Pricing***

14 February 2023

Centric Software®, the Product Lifecycle Management (PLM) market leader, is proud to announce that GOBI Cashmere, the sustainable cashmere company, has selected both Centric PLM® and Centric Pricing™ solutions to support global expansion. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, consumer electronics, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Founded in 1981 with a strong focus on growing the local economy in a sustainable, authentic and eco-friendly way, GOBI Cashmere produces high quality, yet affordable cashmere apparel and accessories. The company practices the purest form of sustainability from the raw materials they use, to their manufacturing and supply chain. GOBI is a proud Mongolian company employing 1500+ people, with sales in over 30 countries around the world. They sell via physical stores and their DTC e-commerce site which ships to places like the US, Australia, France and Germany.

GOBI’s mission is to introduce fashionable, high-quality, and affordable Mongolian cashmere clothing to the world. Chief Growth Officer at GOBI, Amarsaikhan Baatarsaikhan says, “We started out first and foremost as a manufacturer; it is still our bread and butter... we can source and manufacture the highest quality cashmere in the world. Over the last decade or so we’ve been transitioning toward adding retailing. In 2019, we launched our global operations and global expansion.”

# CIMdata PLM Industry Summary

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Baatarsaikhan explains, “The changes in our business made us ask ourselves where we would like to be regarding our vision of being a company that changes the perception of cashmere and becoming the number one cashmere company in the world.” After learning about PLM and then experiencing a demo with Centric, he describes how the selection team were all on chat and messaged each other, ‘This is exactly what we are looking for!’

As to specifically why GOBI chose Centric PLM, Baatarsaikhan says, “We were aiming for #1 and we felt that Centric was the market leader by a long shot in comparison to the others. The quality of the answers, the responsiveness and the level of engagement that we had with the [Centric] people in the presales process—we felt we could trust and work with this team, not just for the implementation period, but also into the future to create a relationship and lasting bond.”

Misheel Otgontugs, Executive Vice President at GOBI adds, “I believe productivity in our teams will increase with the help of Centric PLM. On top of that, I think that planning will be much more on target in the near future based on being able to know what and how many products have been selling in the European, North American and Asian market. I also expect that data accuracy will be improved.”

GOBI takes CSR seriously, and is proud of the sustainability and traceability that has been a part of the company since its inception. Everything is taken into consideration: the cashmere gathered from the goats of nomadic flock herders, the high ratio of women employed by the company and sustainability in their fully-owned factories. Baatarsaikhan states, “First, we want to make sure that everything within GOBI is sustainable; exactly which herders we source from, that they treat their animals ethically and take action towards grassland preservation and against deforestation. Second, from an environmental perspective, ensuring that our manufacturing processes are sustainable. We have been reducing: energy, water consumption, waste, chemicals in dyes, CO2 emissions. We are looking to continually improve this and Centric will help us do it.” The data to validate these important aspects is currently being tracked in spreadsheets, which has proven to be challenging. GOBI is looking forward to having all data in one central, digital repository, increasing efficiency and productivity and aligning it with sales and marketing.

GOBI is likewise looking forward to putting Centric Pricing to work on better understanding what their competitors are doing to more appropriately position the company’s products in the marketplace. Says Baatarsaikhan, “We want to benchmark where we are in terms of comparison to our competitors. So, where are we in terms of our product pricing, promotions and what does our website look like?” Notably, GOBI had selected StyleSage (now Centric Pricing) for its excellent functionality before they realized it had been acquired by Centric Software.

Chris Groves, President and CEO of Centric Software says, “We are honored that GOBI Cashmere, our first customer in Mongolia and an important company to their country, has chosen two of Centric Software’s solutions. Both Centric PLM and Centric Pricing will drive efficiency and insight into GOBI to achieve their goals. As always, I am delighted with the exemplary service our team has demonstrated, instilling the confidence for GOBI to trust us with their business, now and into the future.”

## ***Hexagon and BUMA successfully deploy MineOperate OP Pro in Indonesia***

15 February 2023

Hexagon’s Mining division has been awarded an eight-year fleet management project by PT Bukit Makmur Mandiri Utama (BUMA). As part of this project, Hexagon successfully deployed 150 units of HxGN MineOperate OP Pro to BUMA’s IPR site operation in Indonesia with the system optimally running within three months.

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The phased deployment covers Hexagon's fleet management, asset health and enterprise analytics solutions implemented by the Hexagon team on-site from June to September 2022.

PT Bukit Makmur Mandiri Utama (often called BUMA) was established in 1998 as a family business and is currently the second largest independent coal mining contractor in Indonesia. Delta Dunia Makmur acquired BUMA in 2009 and has been overhauling it into a more streamlined corporation since. It holds approximately 20 percent of the market share and provides coal mining services to many of Indonesia's largest and longest-running names in the coal industry.

"We are looking forward to strengthening our relationship with BUMA and accelerating their digital transformation journey," Simon Stone, Vice President of APAC, Hexagon's Mining division, said. "Like BUMA, Hexagon firmly believes in safety and efficiency, which makes this partnership and collaboration highly valuable to both parties."

HxGN MineOperate OP Pro offers open-pit mines high-precision guidance for dozers, drills, and loading equipment. The solution improves bench elevations, reduces dilution and decreases rework to improve site safety, efficiency and profitability. Hexagon's enterprise integration enables BUMA a single source for reporting and support across their fleet.

PT Bukit Makmur Mandiri Utama President Director, Pak Sorimuda Pulungan said, "In following management's Technology Transformation Project outline, Hexagon's suite of integrated products and industry proven technology solutions played a major role in the decision-making process. Hexagon has set the new standard of being a reliable technology partner supported by an expert local team."

## ***Norwegian University of Science and Technology Joins Forces with TCS to Expedite the Transition to Sustainable Energy***

14 February 2023

Tata Consultancy Services (TCS) has entered into a strategic academic partnership with Norwegian University of Science and Technology (NTNU), one of the largest and most prestigious universities in Norway, to collaborate on the development of advanced battery cell technologies and expedite the global transition to sustainable energy.

TCS will work closely with NTNU's Department of Energy and Process Engineering (EPT) on the design, development, and digital testing of sustainable energy solutions. TCS will provide technology consultancy and digital innovation across each stage of the battery value chain, including fabrication, lifecycle management, cell assembly and testing, and digital twins for solid state and lithium-ion batteries.

The partnership will see TCS offer dedicated support to the EPT in the form of technology collaboration, talent exchange, digital innovation, and startup engagement, for developing sustainable energy solutions that take health, climate changes and available resources into consideration. TCS will be responsible for developing and testing a 'sustainable by design' platform for the end-to-end battery production process.

This important academic collaboration will provide NTNU with access to TCS' international ecosystem of technologists and enterprise partners to help scale production and meet the increasing global demand for sustainable batteries. By forging an alliance of enterprise and academia and establishing a clear route-to-market, TCS and NTNU will accelerate the journey to electrification and a net zero future.

*"In strengthening our research and educational relevance within Battery production and systems understanding, establishing collaborations with key industry actors like TCS, is of great importance.*

# CIMdata PLM Industry Summary

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*This shared understanding allows us to accelerate scientific, engineering and educational progress in an industry and technologically domain of exponential growth and with enormous needs for competence over the next years”* said **Odne Stokke Burheim, Professor at NTNU – Department of Energy and Process Engineering.**

*“Innovation in battery technologies is crucial because of their role in electrifying transportation and balancing power-grids, both of which have a critical role to play in achieving global net-zero goals. We are pleased to partner with one of Norway’s most respected universities in this initiative and work with a shared sense of purpose to build a more sustainable future for everyone,”* commented **Rajan Maheshwari, Country Head, TCS Norway.**

## ***Telenor Norway to Accelerate Digital Transformation with Support from Accenture***

16 February 2023

Telenor Norway has selected Accenture to help modernize its IT organization by transitioning to a cloud-based environment. The initiative is an important step in Telenor’s journey to become a software and product driven company and will enable improved customer experiences and revenue growth.

By transitioning to a cloud-based environment, Telenor will also gain increased agility, scalability and speed to market for its services offerings. As a result, the company can increase the frequency of new product and service launches.

“The key to our success lies in building the culture and cultivating the skills required to become a software-defined and product-driven company that delivers the best and most valuable products and services to our customers,” said Torbjørn Larsen, CIO of Telenor Norway. “I look forward to our collaboration with Accenture to accelerate the ongoing digitalization at Telenor.”

The collaboration also brings together the talent of Accenture and Telenor Norway’s teams to upskill Telenor’s IT organization with software and data proficiencies.

“We are supporting Telenor in their digital transformation while also developing a lasting culture of innovation,” said Torbjørn Eik-Nes, managing director of Accenture in Norway. “This will enable Telenor to stay agile and competitive in the telecommunications industry.”

Øystein Langerak, a managing director who leads Accenture Communications, Media and Technology industry group in Norway, added, “Telenor recognized the urgency of transforming from a telco to a techco in order to accelerate their growth and create competitive differentiation.”

This digital transformation work builds on more than 25 years of Accenture and Telenor Norway collaborating to implement new technology, operating models and paths to growth.

## ***Uber Selects Oracle Cloud Infrastructure***

13 February 2023

Oracle and Uber Technologies, Inc., announced a seven-year strategic cloud partnership to accelerate Uber’s innovation, help deliver new products to market, and drive increased profitability.

As Uber continues to grow and enter new markets, it is increasingly important for the business to focus resources on its core strengths and strategic initiatives. By migrating some of the company’s most critical workloads to Oracle Cloud Infrastructure (OCI), Uber will be in a position to modernize its infrastructure while also accelerating its path to profitability.

“Uber is revolutionizing the way people, products, and services move across continents and through cities,” said Uber CEO, Dara Khosrowshahi. “To deliver on that promise for customers while building

value for shareholders, we needed a cloud provider that will help us maximize innovation while reducing our overall infrastructure costs. Oracle provides an ideal combination of price, performance, flexibility, and security to help us deliver incredible customer service, build new products, and increase profitability.”

This new strategic partnership with Uber along with recent analyst reports serve as powerful validation of OCI’s strategy and product vision. Customers want both flexibility and best-in-class price-performance infrastructure across a global footprint. Uber can now take advantage of these capabilities that only OCI provides.

“Uber is expanding into a ‘go anywhere, get anything’ platform, and the company needed a cloud partner that shares a relentless focus on innovation,” said Oracle CEO, Safra Catz. “This landmark competitive win for OCI is further validation of the momentum and acceleration we are experiencing in the market. Enterprises, governments, and startups around the world are recognizing the differentiation of Oracle Cloud Infrastructure and experiencing our performance, security, and economic benefits versus other hyperscalers.”

Along with the OCI agreement, the strategic partnership includes other areas of collaboration between the two companies. Oracle will become a global Uber for Business client, selecting Uber as a preferred rideshare for its employees to travel and eat around the world. Uber and Oracle will also continue co-innovating on additional retail and delivery solutions that will evolve from the cloud partnership including consumer experiences with last-mile logistics.

## Product News

### ***Chaos Releases V-Ray 6 for 3ds Max, update 1***

14 February 2023

Chaos releases V-Ray 6 for 3ds Max, update 1, bringing post-processing upgrades, advanced decal tools and time-saving GPU enhancements to the most complete rendering solution in the world. With more control, artists and designers can keep meeting a level of 3D demand that shows no signs of slowing down.

New masking support for Lens Effects and Denoiser layers gives 3D artists even more say over how their images come together. Whether it’s applying Lens Effects to specific lights and materials, or smoothing out part of the image, designers can now personalize their renders even faster. While in post, users can also start fine-tuning V-Ray Light Materials with Light Mix, making it easier to edit self-illuminating objects in a scene – even after rendering is complete.

For product visualizations and surfaces, update 1 brings cylindrical and bump upgrades to V-Ray Decal. Designers can now easily add anything to curved surfaces, from stickers and labels to surface imperfections. Bottles, jars, rockets, helmets, tanks – Decal’s projection will cover any curve in a few clicks. Additive bumps have also been added, so artists can blend surface and decal bumps to make highly realistic embossed logos, lettering, cracked paint, spray effects and more.

#### **Additional Features and Improvements Include:**

##### **Time-Savers**

- **Custom Camera Resolutions** – Custom resolutions and aspect ratios are now maintained for each V-Ray camera, cutting setup time when switching cameras. Multiple camera resolutions can be batch rendered locally or via Chaos Cloud Rendering.

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- **Initial USD Exporting and Stage Support** – Artists can now export V-Ray lights, materials, modifiers and more to the rising USD file format, making it easier to exchange V-Ray data in VFX studios.
- **Faster Loading for Heavy Scenes** – Scenes with massive amounts of textures and geometry are even less of a challenge now. All V-Ray Bitmaps that load when a scene opens will also be optimized for performance.
- **Viewport Composition Guides** – A new proportions layer makes it easy to compose the right camera angle with the help of visual guides like the rule of thirds and the golden ratio.
- **Faster Fog Rendering** – V-Ray Environment Fog now renders up to 30% faster, enabling artists to bring more atmosphere and mood to their creations.

## Artistic Aids

- **Cloud Collaboration Updates** – Users can now collaborate as they create with new tools for visual annotations and versioning. Lines, arrows and other illustrative elements can now be applied to any images or sequence, while Chaos Cloud supports versions and A/B comparisons for faster iteration.
- **V-Ray Light Custom Decay** – Users can now alter how a light decays based on source distance, opening up a host of artistic effects that detour from physical results.
- **NVIDIA AI Denoiser Upscaling** – A new upscale setting can take an image from HD to 4K without adding more render time.
- **Enhanced Procedural Clouds** – Procedural clouds now have more ways to control the final look. Set darkness levels, randomize or add a final touch to a cloud's exterior with a new contrails setting for more nuanced stills.

## GPU Boosts

- **Compressed Textures Mode** – V-Ray GPU can now render 4K textures with 50% less memory on average, helping artists add incredible details without sacrificing quality.
- **V-Ray Clipper Mesh Mode** – Complex cutaways and sections can be rendered using any mesh object. The clipper can also be animated to achieve complex effects without time-intensive Boolean operators.
- **Faster SSS in V-Ray Material** – Photorealistic skin, plastic, wax and more can be easily created with the updated V-Ray Material. Translucent objects now render up to 2x faster, while low-poly translucent objects render more smoothly.
- **Render Elements Support Through Refractive Surfaces** – Users now have post-production control over glass objects and materials. V-Ray GPU also supports the Material ID, Cryptomatte and Multimatte render elements through refractive surfaces.

## **Pricing and Availability**

V-Ray 6 for 3ds Max, update 1 is available now for Windows. All V-Ray subscription plans work for all supported host applications, including 3ds Max, Cinema 4D, Houdini, Maya, Nuke, Revit, Rhino, SketchUp and Unreal.

***Configit's Ace® Becomes a Unity Verified Solution, Delivering an Immersive 3D Product Configuration Experience for Customers***

8 February 2023

# CIMdata PLM Industry Summary

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Configit, the global leader in Configuration Lifecycle Management (CLM), announced that its **Configit Ace® is now a Unity Verified Solution**. Additionally, the two companies have co-developed a connector between Configit Ace® and Unity Forma, providing manufacturers with best-in-class configuration and 3D visualization technology. This enables manufacturers to provide self-service to their end-customers of highly complex products using a 3D product configurator.

As a Unity Verified Solutions Partner, Configit has undergone a vigorous review process to ensure that they meet Unity's highest standards. Unity Verified Solutions are offered by domain experts who are committed to providing high-quality solutions and support, meaning that years down the road when a product is being distributed, developers can depend on the Verified Solution to still be supported.

## The **Configit Ace® plug-in for Unity Forma**:

- Enables global manufacturing companies with highly configurable products to reduce the time from product design to sales to manufacturing by 92%.
- Enables these companies' end customers to place orders in a fully integrated, self-service 3D-configurator, at various degrees of advanced complexity, which also increases sales efficiency.
- Creates an easy, frictionless process to maintain the configuration solution for back-end staff. A single source of configuration truth for every relevant department results in a cross-functional error-free process, without redundant checks and iterations.

**Johan Salenstedt, CEO of Configit**, said: "Becoming part of Unity's Verified Solution ecosystem will enable us to help more customers with enhanced product configuration functionality. Unity's visualization product, Forma, unlocks major efficiencies in content production, enabling businesses to rapidly import 3D product data to visualize models and all of their variants in real-time 3D.

Our **Configit Ace® API will provide an immersive 3D experience of the product for customers**.

That's a great fit for the needs of our customers that manufacture highly complex products and Unity's customers, as well."

## ***ENGYS RELEASES HELYX V3.5.2 AND 4.0.0 (BETA) - OPEN-SOURCE CFD FOR ENTERPRISE***

9 February 2023

ENGYS is delighted to announce the release 3.5.2 of HELYX, a general-purpose Computational Fluid Dynamics (CFD) software solution for engineering design and optimisation based on ENGYS' own open-source simulation engine (HELYX-Core). The new release also includes updates for all of HELYX's add-on solver modules, namely: Adjoint, Coupled, Marine and Hydro.

HELYX 3.5.2 is a patch release focused on bug fixes and code refinements to remove known issues found in our previous version 3.5.1. The fixes applied in this new release cover all aspects of the product, including the GUI, meshing, setup utilities, flow solvers and documentation. The complete list of changes and additions in 3.5.2 is provided as part of the Release Notes delivered with the software.

In parallel to this, ENGYS is also very excited to announce the start of the pre-release testing programme for HELYX 4.0.0. The first release candidate of HELYX 4.0.0 (RC1) and its associated add-ons are now available to all existing HELYX customers. ENGYS will provide new release candidates every 1 or 2 weeks until the final official release scheduled at the end of Q1 2023. All HELYX customers are encouraged to try 4.0.0 and send ENGYS their feedback.

To get started with both 3.5.2 and 4.0.0, log in to the ENGYS client portal and proceed to the Downloads section to retrieve the new installation files for Linux and Windows.

## ***EON'S SPATIAL AI WILL CHANGE THE GAME ON FEBRUARY 15***

15 February 2023

In the current boom of artificial intelligence programs, the AI world has largely been dominated by increasingly intelligent text chat. While these tools can be entertaining and useful, their shortcomings become more and more apparent as users try to stretch the limits of their capabilities.

But at the global launch event for EON Reality's new Spatial AI capabilities, everything will change. As shown on February 15, 2023, EON AI Assistant is a revolutionary new piece of technology that gives artificial intelligence a full digital body — meaning the AI-based avatars will have functional eyes, ears, legs and more.

This means that simply by utilizing EON AI Assistant on their mobile phone, users will be able to experience several new features never before possible with artificial intelligence.

For one thing, EON AI Assistant is capable of contextually showing and telling users the information they want to know. Thanks to a full integration with EON Reality's global network and the Knowledge Metaverse, EON AI Assistant has access to more than six million assets, and its library of knowledge grows with every passing day. The EON AI Assistant will use context clues both in the real world (in AR mode) and in its digital environment to better understand what a user is asking for and provide the appropriate materials.

Additionally, EON AI Assistant can see what a user is pointing their smartphone at, and deduce what objects or assets the user wants to learn about. Then, the avatar can walk over to the object, digitally interact with it, and both show and tell the user everything they need to know using images, spoken and written information, videos, interactions and more.

Through these abilities, EON AI Assistant is able to save significant time for teachers, instructors, team leaders, or anyone else who needs to create content, while also providing an entertaining and educational experience for those who are simply curious about discovering new topics and information.

All of this and more will be demonstrated in the global launch event on February 15, so register today to reserve your spot. As an added bonus, all registrants for the event will receive a free trial of EON AI Assistant to see how transformational Spatial AI can be.

## ***Introducing 3DRepo.io V5***

9 February 2023

3D Repo is excited to announce the much anticipated release of 3drepo.io V5! Transform your BIM collaboration with exciting new features and enhancements in the latest and greatest version of 3drepo.io. With a sleek **new interface, improved support for large models, multi-file uploading, and custom tickets**, V5 offers a range of powerful new features that are set to be a game changer in enhancing your workflows and boosting collaboration.

### **What new features can you expect in V5?**

#### **A New User-Friendly Interface**

With a fresh and refined look to the platform's interface, the improved design makes it simple for users of all technical abilities to navigate & access the data they need.

#### **Multi-File Uploading**

You can now upload multiple files of all supported formats from your desktop to the cloud in one easy step. Simply drag and drop your files, and you're good to go!

## Custom Tickets

Create custom tickets (issues, SafetiBase, or fully custom) and assign them to the model. You can create forms with unlimited custom drop-downs and fields that can be referenced against the model.

## Improved Support for Large Models

Our new data streaming format enables you to stream your models from the cloud to the web, providing support for federation and improving the user experience for those with low powered machines.

## Want to learn more about V5?

Explore our support centre to find how-to's, articles and more, for everything you need to know about the new version features.

## Watch On Demand – V5 Webinar

Check out our latest webinar for a preview of what to expect in V5 as we take you through the new features and enhancements.

## Ready to get started?

If you're already a 3drepo.io user, simply login to your account to begin making the most of V5 today. New to 3drepo.io? Create a free account to discover how the platform can help manage your BIM collaboration and data for a better built environment.

## ***Jama Software® Delivers Major Enhancements to the Jama Connect® for Airborne Systems Solution***

15 February 2023

Jama Software®, the industry-leading requirements management and traceability solution provider, announces enhancements to its Jama Connect® for Airborne Systems solution. Jama Software is committed to continuously enhancing its industry solutions, enabling customers to easily manage requirements, achieve Live Traceability™, and accelerate systems development.

The Jama Connect for Airborne Systems Solution is a complete set of frameworks, example projects, and procedural documentation used to accelerate the implementation of Jama Connect for organizations developing airborne systems and components. This is the third major upgrade to the solution since 2019 and these new capabilities are available to existing and new customers alike. The update both refines the existing solution elements and expands the scope of the solution to meet airborne safety and cybersecurity standards ARP4761A and DO-326A respectively.

*“Having all of the applicable 14 CFR regulations preloaded at the beginning of a new project greatly accelerates assigning the driving requirements without extensive data entry,” said Jeffrey Spitzer, Chief Engineer at Transcend Air.*

### **The newly upgraded Jama Connect for Airborne Systems provides the following benefits:**

- **Increased confidence and decrease time-to-value** with an established scope and direct alignment of requirements for airborne systems
- **Reduced deployment time and risk of negative outcomes** with defined and justified configuration, export templates, and reports
- **Reduced adoption time of new standards** such as ARP4754A/DO-178C/DO-254/ARP4761A when developing complex airborne systems

*“Jama Software continues to lead with innovation and work alongside our customers to invest deeply*

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*and cater to the needs of the Aerospace and Defense (A&D) industry. The Jama Connect for Airborne Systems solution has enhanced support and provides a standards-compliant framework that can streamline compliance demonstration for aviation system development. This is a major milestone for us! And we are here to help our customers stay ahead of the rapidly changing Aviation industry,” said Cary Bryczek, Director of Aerospace and Defense Solutions at Jama Software.*

**The Jama Connect for Airborne Systems Solution consists of multiple components that make up a ready- to-use configuration including:**

- **Airborne Systems Dataset:** Includes frameworks and sample sets aligned to ARP4754A, ARP4761A, DO-178C, DO-254, DO-326A along with US Code of Federal Regulations Airborne Systems Library (eCFR) – pre-imported Title 14, Subchapter C, Parts 21-59
- **Procedure Documentation and Reports:** The procedure documentation provides teams with straight-forward processes that they can follow to make best use of Jama Connect in compliance with standards included in the dataset
- **Success Program (Add-on):** Includes an Aerospace and Defense Jama Software Consultant to optimize your Jama Connect configuration, teach best practices, and train your team
- **Data Exchange (Add-On):** This utility allows the exchange of requirements, architecture, and tests across the supply chain and between tools using the industry standard ReqIF format

*“Jama Connect has enabled Ursa Major to document airborne systems requirements and track verification closure in a streamlined and organized way which has enhanced communication and success between our teams,” said Maggie Mueller, Systems Engineer at Ursa Major Technologies, Inc.*

## ***Leica Geosystems announces performance upgrades for airborne deep bathymetric surveys***

13 February 2023

**Leica Geosystems, part of Hexagon, announced today the release of the Leica HawkEye-5, the new highly efficient airborne bathymetric LiDAR solution for deep water surveying.**

The upgraded technology increases survey efficiency by up to 25% compared to previous generations. The Leica HawkEye-5 expands the capabilities of the Leica Chiroptera-5 bathymetric LiDAR system, enhancing the productivity of applications such as nautical charting, environmental monitoring, and maritime surveillance in deep waters.

The HawkEye-5 is designed to fit the Leica PAV100 gyro-stabilised mount, which isolates the sensor from unwanted aircraft movements, resulting in consistent data density and more efficient area coverage. Greater flight efficiency leads to faster data collection and minimises the operational costs and environmental impact of each mapping project. Users can complete more projects in a shorter time frame, maximising their revenues and return on investment.

The combination of the Chiroptera-5 with the HawkEye-5 features three LiDAR sensors, one 4-band camera and a QC camera. Each module is optimised for a specific task, allowing seamless acquisition of the highest quality geospatial data from land to deep ocean seafloors.

The HawkEye-5 fully integrates with Leica Geosystems’ bathymetric data processing and analysis workflow, providing users with powerful tools from mission planning and execution to product generation. The LiDAR Survey Studio (LSS) software suite enables full waveform analysis, automatic data classification and advanced turbid water enhancement to support multiple applications.

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The new technology is available as an upgrade package to the owners of previous HawkEye systems, who can easily enhance their sensor capabilities for deep water bathymetric surveying while leveraging their initial investment.

*“The HawkEye-5 is the world’s only stabilised sensor performing advanced bathymetric surveys in deep waters”,* said Anders Ekelund, Vice President of Airborne Bathymetry at Hexagon. *“Paired with the Chiroptera-5, the new system provides a comprehensive solution to efficiently address the most diverse application requirements, equipping customers to take on the challenges of the growing bathymetric market, and to optimise their financial outcome”.*

## ***Matterport Launches Digital Pro to Reinvent Real Estate Marketing with New All-in-One Solution***

15 February 2023

Matterport, Inc. announced Digital Pro, an all-in-one marketing solution for real estate agents, available now in the United States. Digital Pro combines the innovation of Matterport’s 3D digital twin technology with integrated marketing and content production services to create the industry’s most affordable, comprehensive marketing package to help real estate professionals win more listings and sell homes faster. With a single appointment, Matterport will produce professional-grade HDR photos, a 2D floor plan, 3D tour, and a preview video for customers, all delivered within 1-2 business days at a low flat rate.

According to a recent trends report by the *National Association of REALTORS® Research Group*, 67% percent of home buyers consider floor plans useful in a listing. Another poll found 89% consider 3D Virtual Tours as important to the buying process. With Digital Pro, real estate professionals can produce all of the media assets needed to market, sell and promote their properties through a single partner. By offering a full suite of visual marketing tools in a simple package, agents can focus more on winning listings and selling homes faster, raising the bar for what buyers and sellers can expect from a home listing.

The innovation behind Digital Pro is Matterport’s state-of-the-art digital twins, which create the most accurate and immersive virtual homebuying experience on the market. Capturing each space in 4K 3D, a single digital twin can produce a floor plan, 3D virtual tour, and any number of HDR photos for every room, from any angle, at any time. With Digital Pro, any real estate professional can harness the power of digital twins in their marketing toolkit, allowing them to market more properties, more efficiently, and more easily, to the most interested buyers.

“Digital Pro addresses an important unmet need for our customers to make our industry-leading digital twin technology more affordable and accessible to every property listing. Digital Pro marks an important first step in realizing that vision,” said RJ Pittman, Chairman and CEO of Matterport. “Matterport is now your convenient, one-stop shop for all property marketing needs with a state of the art solution for every type of property that’s just a click away.”

“Our mission has always been to provide services that empower real estate professionals to offer a smoother buying and selling experience,” said Brian Balduf, Vice President, Services, Matterport. “Matterport is often thought of as a premium service most suited for commercial spaces or luxury listings. With Digital Pro, we’ve packaged the value that sellers and agents have come to expect from Matterport in a low cost offering fit for most listings.”

The Digital Pro package includes:

- **HDR Photos:** From the digital twin, Professional Matterport Image Specialists compose the

most stunning views of all the major selling points in the property.

- **3D Tour:** An immersive 3D model enables prospective buyers and any of their friends and family to virtually tour the property from anywhere at any time, without ever having to leave the comfort of their own home or disrupt the seller or their plans.
- **2D Floor Plan:** Dimensionally accurate, easy to view floor plans are automatically created from the visual and spatial data associated with the digital twin, presenting properties in a simple layout that helps illustrate flow.
- **Preview Video:** A 10-15 second video provides a quick view of the property, ideal for promoting listings on social media or in advertising.

## ***New Services Membership from Schneider Electric Simplifies Single-Phase UPS Fleet Management***

14 February 2023

Schneider Electric, the leader in the digital transformation of energy management and automation, has developed a new EcoCare for Single-Phase UPS services offer. Members of this innovative EcoCare plan benefit from exclusive access to experts, who ensure customers optimize their overall maintenance activities while reducing their carbon footprint.

### **Companies need new tools to manage growing edge infrastructures**

Companies are drastically expanding their edge computing environments, but lack the expertise, staff, and visibility to manage a fleet of geographically distributed single-phase UPS sites. This problem will continue to grow, as Gartner estimates that 75% of enterprise-generated data in 2025 is expected to be created and processed outside traditional centralized data centers or clouds.

### **EcoCare for Single-Phase UPS delivers visibility into the edge infrastructure**

*“More than ever, our single-phase UPS customers need to get best-in-class support to avoid costly downtime and operations interruptions. EcoCare’s proactive monitoring and support capabilities minimize these risks.” Pankaj Sharma, EVP for Secure Power Division at Schneider Electric*

EcoCare for Single-Phase UPS is a next generation services plan, that helps overcome this challenge by transferring day-to-day site management from the customer to services provider experts. Schneider Electric, along with our network of managed service partners, have a comprehensive understanding of customers’ unique edge architecture, in order to help them minimize downtime through improved monitoring and optimized operations.

With EcoCare and its digital capabilities, we help unlock the full potential of our customers’ single-phase UPS, including:

- **Optimum level of support:** By leveraging data analytics, our remote experts are able to filter the alarms and act before a potential mission-critical issue occurs. In parallel, customers will get faster response times or SLA to help ensure quick remediation of potentially mission-critical issues
- **Sustainability goals:** Sustainability is improved on several fronts. It reduces waste by identifying ways to extend equipment life, such as proper disposal of batteries and equipment recycling, helping to reduce carbon emissions by using remote monitoring to minimize truck rolls.
- **Simplified digital experience through mySchneider portal:** Smooth and easy-to-use digital

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experience, through a 24/7 accessible portal, a personalized experience such as the one provided in mySchneider which allows customers to get full visibility of assets and warranty status, online chat, digital entitlements, visits scheduling, and reports.

- **Optimized maintenance activities:** Maintenance is simpler and more cost-efficient because EcoCare members get recommendations and insights into their operations. On the other hand, members can also benefit from optional specialized training to self-troubleshoot and develop their teams' skills.

"We're happy to announce a new offer into the EcoCare family. In an unprecedented context like the one we live today, EcoCare is an efficient solution for managing single-phase UPS on the edge and helps our customers gain peace of mind into their business operations," says Frederic Godemel, EVP of Power Systems and Services at Schneider Electric. "Its digital capabilities accelerate the dual goals of digitization and decarbonization, while also increasing asset visibility and resiliency."

EcoCare services membership was announced at Schneider Electric Innovation Summit Vegas in October 2022 and is available for Electrical Distribution Equipment and now also for Single-Phase UPS in North America.

## ***OpenText Fuels Business 2030 with Cloud Editions 23.1 Release***

16 February 2023

OpenText™ announced Cloud Editions 23.1 (CE 23.1), the latest technology innovations on its Project Titanium roadmap and the future of information management in the cloud. As the company's next generation cloud platform, Project Titanium will help customers accelerate their cloud-based digital transformation and adopt future Artificial Intelligence (AI) based applications. With the innovations introduced in CE 23.1, businesses can now connect and collaborate seamlessly with customers, partners, and employees across their digital ecosystem, and work more responsibly by using technology that addresses new rules and regulations.

"Every industry is digitally transforming. Customers are navigating new rules and regulations and information management is at the core of the transformation," said Mark J. Barrenechea, CEO & CTO, OpenText. "The OpenText Cloud, powered by Cloud Editions 23.1, is accelerating innovations in climate, security, supply chains and customer experiences. Cloud Editions 23.1 is a major milestone toward Project Titanium, providing Information Management in the public cloud."

Coming out of the previous Cloud Editions 22.4 announced during OpenText World last fall, IDC remarked, "Project Titanium guides OpenText's business strategy as it prepares to address future business concerns and positions the company as the intelligent core connecting business applications and processes."\* Cloud Editions 23.1 continues to drive forward this strategy with a series of new innovations.

### **Simplified security with high-value solutions delivered via scalable platform**

Security is becoming progressively more complex in the wake of increasing threat vector sophistication and data silos in the hybrid work environment. CE 23.1 simplifies administration and visibility across attack surfaces with the introduction of **OpenText Webroot Standalone DNS Protection** and the availability of the **OpenText Webroot portfolio through the Secure Cloud platform**.

- OpenText Webroot Standalone DNS Protection helps customers extend strong network protection by integrating with their existing endpoint protection platform investments.
- Network and roaming users are protected from malware download and other DNS based attacks,

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while maintaining privacy and visibility into internet usage without compromising security or experience.

- By integrating the OpenText Webroot portfolio within the Secure Cloud suite of solutions, managed service providers (MSPs) are able to extend protection across attack surfaces via a single interface. MSPs are now able to deliver a full suite of security, compliance, and productivity solutions to scale to their customers.

OpenText continues to expand its forensic offerings with OpenText Tableau Forensic TD4 Duplicator. This next-generation stand-alone forensic imaging solution accelerates the pace of forensic investigation with a new compact form factor and an intuitive graphical user interface, so investigators can easily and cost-effectively conduct forensic acquisitions on-scene and find data wherever it is hiding.

## **Customer accessibility and connectivity for competitive advantage**

With CE 23.1, OpenText customers can speed transformation with integrated applications. New integrated solutions for Salesforce, SAP, and Microsoft are now available through marketplaces and cloud resellers: Salesforce AppExchange, SAP Store, and the Microsoft AppSource:

- Transform Salesforce processes with integrated customer data capture and improve productivity of Sales and Service teams with **OpenText™ Core Capture for Salesforce®**.
- Simplify and modernize financial workflows with a 360-degree view of everything necessary to complete cross-functional financial tasks with **OpenText™ Extended ECM for Microsoft® Dynamics 365 Finance**.
- Retire legacy systems and get on the fast-track to SAP s/4HANA Cloud with **OpenText™ InfoArchive Cloud Edition**.

At a time when customer experience is the competitive differentiator, gaining empathy and empowering agents is critical. CE 23.1 brings enhancements to **OpenText™ Qfiniti Explore** to optimize contact center agent performance and customer experience with improved multi-channel contact center analytics and automated quality management.

## **Responsible and compliant information management**

CE 23.1 removes barriers to cloud adoption with new cloud content services solutions for the US Public Sector and Life Sciences organizations.

OpenText is helping to modernize citizen experiences with **Federal Risk and Authorization Management Program (FedRAMP) ‘In Process’** designation for **OpenText™ Extended ECM**, allowing US government agencies the ability to confidently meet rigorous cybersecurity and compliance standards.

- **OpenText Content Cloud™ for Life Sciences** supports critical validation and GxP requirements for Life Sciences customers and now adds Amazon Web Services (AWS) support. The solution helps pharmaceutical companies accelerate clinical trials, improve regulatory submission quality, and ensure manufacturing process compliance.

With the recent announcement of the OpenText acquisition of Micro Focus, the combined organizations are now a global information management powerhouse. In reference to integrating Micro Focus products and solutions within the OpenText suite, EVP and Chief Product Officer, Muhi Majzoub said, “With our combined organization we will accelerate innovation to capture the growth in private and public cloud. The integration of Micro Focus capabilities will become part of our Project Titanium journey going forward.”

## ***Product data on 3Dfindit.com now contain tender texts***

7 February 2023

**Thanks to the cooperation with the online platform AUSSCHREIBEN.DE, tender texts are now also available via 3Dfindit.com**

Architects and planners design buildings digitally as BIM models. To do this, they need the products that are to be installed as digital BIM data: from roof drains to doors to faucets. In addition, planners and architects need the standardized tender texts for the tendering and award process. In this respect, architects and building planners have a significant influence on the decision as to what is ultimately procured and installed. In order to sell their building products, manufacturers should therefore simplify the work of planners.

### **Sensible combination of BIM models and tender texts**

The cooperation between CADENAS and ORCA Software helps them to do this: Manufacturers who present their products on both 3Dfindit.com and AUSSCHREIBEN.DE can now connect these portals. This way, the 3D BIM models on 3Dfindit.com are directly linked to the tender texts. Conversely, AUSSCHREIBEN.DE now also displays 3D previews of the products as well as the option to download them in 2D and 3D formats, which were previously only available to customers on 3Dfindit.com. Architects can thus find all the relevant planning data bundled on one online platform and can integrate the products directly into their designs.

## ***Simulations Plus Releases Redesigned NAFLDsym® QSP Software Tool***

9 February 2023

Simulations Plus, Inc., a leading provider of modeling and simulation software and services for pharmaceutical safety and efficacy, announced the release of NAFLDsym v2B Beta, a quantitative systems pharmacology (QSP) modeling software to support the development of treatments for nonalcoholic steatohepatitis (NASH). This release focused solely on updates to the software infrastructure of NAFLDsym to enable a more intuitive interface design, faster simulations, and more user flexibility.

Mr. Matthew McDaniel, lead programmer on the project, said, “We redesigned the simulation software to use the Julia language, which is geared towards efficient numerical computing. As a result, simulation speed is greatly increased, particularly for large virtual populations. We think the combination of this efficient simulation backend with the updated user interface will make for an excellent user experience.”

CSO Dr. Scott Q. Siler of the DILsym Services division of Simulations Plus said, “The increase in simulation speed in NAFLDsym v2B Beta enhances predictive capabilities and efficiencies. Moreover, the speed boost allows our QSP modeling team to continue to provide powerful insights related to both NASH pathophysiology and potential treatments for it.”

Key features of NAFLDsym v2B Beta include:

- Integration with a modern C++ based graphical user interface (GUI)
- Integration with the open-source Julia Scientific and Machine Learning (SciML) toolkit to solve simulations efficiently
- Results viewer that can open previously exported results files

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- Pre-compiled Julia dependencies so users do not need to install a separate Julia environment
- An interactive console application for editing and appending to existing NAFLDsym QSP model equations

## ***STREAMLINE SOLUTIONS LAUNCHES ELEMENTS V3.5.2 AND 4.0.0 (BETA) FOR AUTOMOTIVE CFD DESIGN***

13 February 2023

ENGYS is delighted to announce the release of ELEMENTS 3.5.2, an open-source based CFD software suite for vehicle design applications produced by Streamline Solutions LLC. This release also includes new versions of the add-on modules ELEMENTS-Adjoint and ELEMENTS-Coupled.

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

ELEMENTS 3.5.2 is mainly focused on bug fixes and code refinements to remove known issues found in the previous release 3.5.1. The fixes cover all aspects of the product, including the GUI, meshing, setup utilities, flow solvers and documentation. A complete list of changes and additions in this new version of ELEMENTS is provided as part of the Release Notes delivered with the software.

Additionally, ENGYS is also very excited to announce the start of the pre-release testing programme for ELEMENTS 4.0.0. The first release candidate of ELEMENTS 4.0.0 (RC1) and its associated add-ons are now available to all existing ELEMENTS customers. New release candidates will be provided every 1 or 2 weeks until the final official release scheduled at the end of Q1 2023. All ELEMENTS customers are encouraged to try 4.0.0 and send their feedback.

## ***Trimble Announces Advanced Path Planning Technology, Taking the Next Step Toward Fully Autonomous Equipment for a Variety of Industries***

15 February 2023

Trimble announced its new advanced path planning technology. This software-based technology gives Trimble end users and equipment manufacturers the ability to optimize and automate the trajectory, speed and overall path design of industrial equipment to increase efficiency of work. Manufacturers worldwide can now provide their customers with an easy-to-integrate, automated solution that works not only with Trimble systems, but also with an equipment manufacturer's existing system. The technology will also be available within Trimble Connected Farm and Trimble Construction Cloud, offering a seamless, end-to-end experience to Trimble end users.

Traditional path planning options require manual set-up, which impacts productivity, consistency and execution. By contrast, Trimble's advanced path planning technology offers automated, full path, complete project trajectory from entry to exit, including logistics points. The technology allows plans to be created in the office and adjustments made in the field or worksite. In addition, it is optimized for complex fields, unique site shapes, obstacles and avoidance zones.

“Our new path planning technology is the next step in Trimble's vision of making fully autonomous

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solutions available across industries, regardless of brand, type of equipment or use case,” said Finlay Wood, general manager, Off-Road Autonomy, Trimble. “With this easy-to-integrate solution, we’ve taken another significant step towards full autonomy. It enables our customers to reduce waste and simplify complex tasks, whether they are in the cab or not—part of our vision to meet operators where they are on their path toward fully autonomous solutions.”

This new software capability will enable a broad range of autonomous applications across a variety of industries, including construction and agriculture. Once implemented, it can allow customers to meet their emerging product and operational goals no matter where each one is on the autonomy journey.

Trimble field tested the technology with HORSCH, one of the world’s leading manufacturers of modern agricultural technology, integrating path planning technology into HORSCH’s self-propelled PT and VL sprayer series to provide an autonomous, four-wheel-drive solution. Trimble is also currently field testing this technology with Dynapac, a leading supplier of high-tech soil and asphalt rollers, light equipment and pavers, as part of its autonomous compactor. This new technology was demonstrated at the Dimensions+ 2022 user conference in Las Vegas and BAUMA 2022 in Munich, Germany.

“Through our work with Trimble, we were able to test the latest path planning technologies in real-time on farms to understand how the technology performed in real-world environments,” said Theo Leeb, managing director, HORSCH. “We had the opportunity to experience fully automated spraying for the first time ever. This is yet another example of how HORSCH is at the forefront of thought leadership for ag working practices. We’re two high-tech companies changing the future.”

## ***Uptake Enhances Its Predictive Maintenance Technology through Daimler Truck North America’s Data-as-a-Service Model***

16 February 2023

Uptake, a leader in predictive analytics software-as-a-service (SaaS), has entered into a commercial agreement with Daimler Truck North America LLC (DTNA), a leading manufacturer and provider of commercial vehicle products, services and technologies. The agreement will enable the use of innovative data-as-a-service (DaaS) technology to power Uptake Fleet, Uptake’s comprehensive predictive maintenance and work order analytics technology for the transportation industry.

Through this DaaS agreement and upon customer consent, DTNA will facilitate streaming of the necessary data to power Uptake Fleet. Uptake will administer the technology to help fleets optimize vehicle lifecycles and reduce repair costs using predictive vehicle maintenance. By analyzing information from subsystem sensors and work orders, Uptake can predict vehicle problems well in advance of a fault code and recommend corrective actions before they lead to costly repairs, delays or roadside breakdowns.

“Trucking companies are facing unprecedented challenges today, from delays in acquiring parts to labor shortages and rising repair and maintenance costs,” said Kayne Grau, CEO of Uptake. “Since its inception, Uptake has been focused on connecting data, assets and operators. Our agreement with DTNA will provide our customers and partners with even more data-driven insights to ensure fleets are fully operational, safe and reliable.”

Uptake will deploy 65 data-science models to help DTNA customers save money by minimizing their number of unplanned maintenance events. Uptake Fleet also offers real-time intelligence on the performance of individual vehicle parts and subsystems. Using predictive maintenance, operators buy only the parts they need when they need them, and tailor repair schedules to individual vehicles based on their actual usage.

“Daimler Truck North America is committed to using cutting-edge technologies so our customers can get the longest and most impactful life from their vehicles,” said Sanjiv Khurana of DTNA. “It is encouraging that Uptake is exploring new ways of leveraging data to optimize the performance of our trucks, and we are excited to explore the potential this brings.”

DTNA customers will be able to utilize Uptake’s recently announced new capabilities in Uptake Fleet, effective immediately. Leading the additions is an expanded Work Order Analytics capability that enables users to predict vehicle failures down to the component level for more detailed and accurate decision-making. Also included in Uptake Fleet’s enhancements is support for a number of popular sensor analytics endpoints, which fleets can leverage to optimize their maintenance scheduling and further reduce vehicle breakdowns.

## ***What’s new in Opcenter Execution Discrete 2301***

15 February 2023

Alessandro Cereseto posted to the Siemens blog that an update to Opcenter Execution Discrete has been released. They say, “*Opcenter Execution Discrete 2301 introduces a new operator terminal defined to cover specific processes and industries:*

- *These new terminals are low code user interface (UI) apps, powered using the Mendix™ platform, to enable customers and partners to easily personalize the user interface to cover their specific requirements*
- *Using the Complex Manufacturing Terminal will equip customers with serialized production and workorders composed of several steps to have a screen with vertical layout to see all activities that need to be completed.”*

Read the full story here: <https://blogs.sw.siemens.com/opcenter/whats-new-in-opcenter-execution-discrete-2301/>

## ***What’s new in Opcenter Execution Process 2301***

15 February 2023

Alessandro Cereseto posted to the Siemens blog that an update to Opcenter Execution Process has been released. The post says that the new update brings the following benefits:

- *“Enable the design and roll out of global manufacturing templates*
- *Access low-code capabilities on top of an MES platform*
- *Synchronize business with manufacturing, including integrating automation and batch execution*
- *Deliver JIT and intuitive execution support for complex shop floor operations and seamless user experience for production operators*
- *Integrate quality tests in shop floor processes, including lot quality control and information exchange with laboratory personnel*
- *Facilitate advanced planning and scheduling of operations and resources, optimizing equipment use and increasing efficiency”*

Read the full post here: <https://blogs.sw.siemens.com/opcenter/whats-new-in-opcenter-execution-process-2301/>