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CIMdata News

CIMdata Announces its Annual PLM Status & Trends Survey

17 January 2025

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the launch of its annual PLM Status & Trends survey.

Now in its seventh year, this eagerly awaited survey is intended for PLM practitioners with experience implementing and using PLM strategies and enabling technologies. The goal is to deepen the collective understanding of the status, drivers, and preconditions for companies to achieve value from their investment in PLM.

We want to understand the following from the respondents:

- Their company's current position in its PLM journey
- The Goals and business drivers shaping the PLM strategy
- The Challenges and risks impacting PLM success

Responses are confidential and are not attributable to any one person or company. Survey participants will receive a summary of CIMdata's analysis and insight and will be entered into a drawing to receive an Amazon.com gift card.

The survey is available at <https://www.esurveyspro.com/Survey.aspx?id=1159dfc4-4b63-44ff-bdad-741cc9fb054b>.

CIMdata Publishes eBook: "Accelerate Servitization to Achieve Competitive Advantage"

14 January 2025

Today, CIMdata, Inc., the leading global PLM strategic management consulting and research firm, published a new eBook focused on the application of service lifecycle management (SLM) in the industrial machinery industry and how Siemens Digital Industries Software (Siemens) SLM solutions enable companies in that industry to move to a servitization business model. This eBook describes how a robust SLM solution can enable companies in the industrial machinery industry to aggregate, contextualize, simulate, and analyze operational data captured from managed assets into actionable insight that can drive service planning, improve design for serviceability, and optimize heavy equipment in-service use and operations.

Built on Siemens Xcelerator portfolio, Siemens' SLM solution is a comprehensive, integrated suite of software and services augmented by strategic relationships with third-party service application providers. The core of the SLM solution is Teamcenter SLM, which provides a comprehensive enterprise digital thread backbone that manages a complete digital thread of service-related information and enables a comprehensive performance digital twin. A key strength of the Siemens Xcelerator portfolio is its ability to support complex multi-domain products and systems. Within the portfolio are applications and solutions that address all

aspects of an asset or product, including mechanical, electrical/electronic, software, and technical documentation. These domains are integrated so that data created in one domain can instantly be made available to the others. All the data is linked and managed by Teamcenter. This core capability is critical to enabling the efficient and cost-effective service of today's complex, connected physical assets.

According to Ken Amann, CIMdata Executive Consultant, "Siemens pragmatic approach to delivering open SLM solutions provides the breadth and depth that enterprises need to create comprehensive, actionable digital twins of industrial machinery and manage the complete service lifecycle across a heterogenous set of extended enterprise solutions. This enables companies to transform to servitization business models, turning service into a competitive, customer loyalty building advantage."

To learn more about how Teamcenter SLM and Siemens open SLM strategy can enable companies to deliver more effective service to their customers and create a service-driven competitive advantage, please download and read the complete eBook at <https://www.cimdata.com/en/resources/complimentary-reports-research/white-papers>.

CIMdata to Host a Free Webinar on How to Handle a Stalled PLM Initiative

14 January 2025

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, "Recovery for a Stalled PLM Initiative – Part Two." The webinar will take place on Thursday, 13 February, at 11:00 a.m. (EST) and will last one hour.

Implementing a PLM solution is a complex process often marked by unforeseen obstacles. Many initiatives stall, fall short or fail to deliver the expected benefits. In Part One of this webinar series, CIMdata presented practical strategies for identifying, quantifying, and reporting issues that commonly derail PLM implementations. In Part Two, we'll shift the focus and offer strategies and remedies for avoiding problems and recovering from a failing initiative. Join us and learn how to pinpoint the issues and articulate them in ways that drive resolution and avoid setbacks.

Those who did not attend the first webinar are welcome to sign up for part two. Each webinar has been designed to stand alone.

This webinar will help attendees to:

- Discover the Root Causes of PLM Challenges: Gain deep insights into why many PLM initiatives fail to deliver on their promises and struggle to achieve desired outcomes.
- Recognize and Mitigate Common Failure Modes: Learn to identify the typical pitfalls and barriers that hinder PLM initiatives and understand how to address them effectively.
- Develop Proactive Communication Strategies: Acquire practical tools and techniques to pinpoint key issues and communicate challenges and solutions to stakeholders.

- Empower Your Organization with Proven Remedies: Explore actionable strategies to resolve issues and overcome failure modes, ensuring a stronger foundation for PLM success.

Tom Gill, CIMdata's principal consultant and host for this webinar, said, "*Learn from the mistakes of others. You can't live long enough to make them all yourself*" is a quote often attributed to Eleanor Roosevelt. At CIMdata, we've seen many PLM-related mistakes and have incorporated the mitigations into our education material and consulting process best practices. This webinar will review mitigations to many common PLM program issues, helping attendees to learn from the mistakes of others."

This webinar will be pertinent and valuable to individuals responsible for defining and managing PLM initiatives and PLM solution provider employees responsible for sales, marketing, and implementations.

During the webinar, attendees will have the opportunity to ask questions about the topics discussed. To find out more, visit <https://www.cimdata.com/en/education/educational-webinars/webinar-recovery-for-a-stalled-plm-initiative-part-two>. To register for this webinar, please visit <https://register.gotowebinar.com/register/1386987082018279512>.

Engineering and Generative AI: A Perfect Match - a CIMdata Commentary

15 January 2025

Key Takeaways

- In the 1950s, the press used the term "electronic brain" to describe early work by Alan Turing and others. Since then, researchers have attempted to create thinking technologies—artificial intelligence (AI)—equal to or surpassing the human mind.
- Engineering is an ideal domain to apply generative AI (genAI): the engineering discipline rigorously and systematically creates and collaborates on varied information across the product lifecycle from idea through life, creating the raw material, parsed from enterprise and IT-OT systems, that forms the basis of all genAI use cases.
- Accenture is applying its business knowledge across multiple industry verticals, with its depth of capabilities acquired from specialist design and engineering firms and considerable skill in genAI to help software-defined product companies, to embed genAI in their offerings, and help their industrial clients to shorten the time to value with this game-changing technology.
- Accenture believes the next step is the evolution of domain-specific agents and multi-agent systems, that will collaborate in virtual teams, as prompted by the operator, to solve complex problems.

Introduction

While the notion of AI has been around since the 1950s, recent developments in generative AI (genAI) offer transformational capabilities across a wide range of industries and use cases. genAI and engineering are a perfect match. The engineering disciplines systematically gathers

and leverages knowledge in the pursuit of a shared goal. GenAI consumes knowledge, creating new insights, intellectual property, and information. GenAI capabilities can bring that intelligence to the point of work, to enhance existing engineering workflows and to imagine new ones.

Accenture and its Industry X (digital engineering, manufacturing, and capital projects) practice has invested heavily in understanding the potential of genAI in value creation and is bringing their business and AI knowledge to both industrial companies and the software companies that serve them.

Augmented Intelligence: A Business Game Changer

In the 1950s, the press used the term “electronic brain” to describe early work by Alan Turing and others. Since then, researchers have attempted to create thinking technologies—artificial intelligence (AI)—equal to or surpassing the human mind.

The 1960s and 1970s brought expert systems focused on leveraging expert knowledge in complex domains like infectious diseases and organic chemistry. In the 1990s expert systems faded from view as rule-based engines became standard tools in many domains. Many evolutions followed that showed the world how AI could surpass human capabilities. Deep Blue beat world chess champion Garry Kasparov in 1997. In 2011, IBM Watson bested human champions at Jeopardy, a popular US game show. IBM Watson is important to the AI story because it could respond to human speech, process vast data stores, and return answers to questions, some that could not be solved before. These examples are also important because they raised awareness of AI in the general populace.

Most people don’t realize they interact with AI every day. Many software applications use AI to improve user experience by learning from current and past users. Emails we get from our streaming services recommend new titles based on our viewing habits. One reason Amazon can deliver your heart’s desire so quickly is that machine learning helps pre-position items where they are likely to be ordered.

GenAI emerged in the early 2020s. This new technology also needed to be trained, building out large language models (LLMs) that are used to interpret “prompts” or inputs to the system. These new systems do not need task-specific training as Watson did. GenAI creates new content in text, images, audio, or other media. Figure 1 shows how AI evolved to support different use cases, from diagnostic and predictive to generative AI.

An explosion of genAI applications, quickly followed including ChatGPT, Copilot, and DALL-E, in many cases offering free online access to foundational versions of these apps. By January 2023, ChatGPT was the fastest-growing software application in history. CIMdata believes that people being able to “touch” and interact with these systems helped build a tsunami of interest. Today, many companies have developed public genAI applications, including Anthropic, Cohere, Google, Meta, Microsoft, OpenAI, and Baidu, as well as many smaller firms.

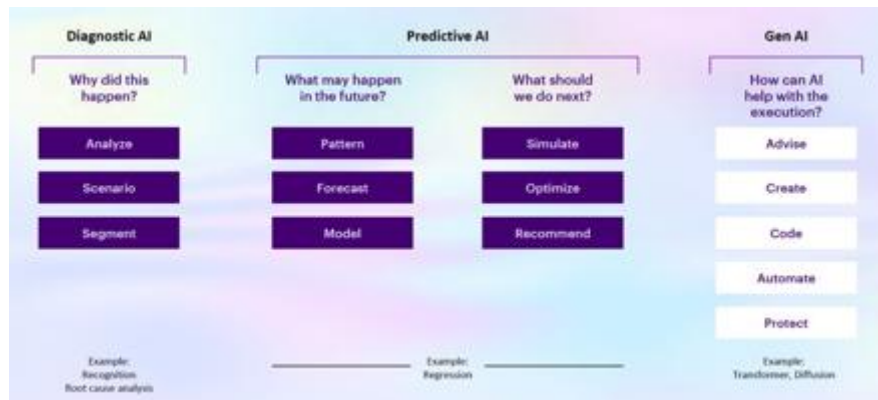


Figure 1—Evolution of Artificial Intelligence
 (Graphic courtesy of Accenture)

GenAI can be applied in one of two ways. Some applications are embedding genAI, where the capabilities are built into existing systems that support industrial use cases. AI already infiltrated existing systems, such as ubiquitous chatbots and recommendation engines. Embedded genAI brings these capabilities into users’ current workflows and enterprise applications. For example, leading enterprise software companies like Oracle and Microsoft are building these capabilities into their enterprise systems to bring augmented intelligence to the point of work. Extended genAI focuses more on stand-alone systems.

A more recent advancement in genAI is the emergence of retrieval augmented generation (RAG) systems. RAG systems help connect powerful open-source LLMs with an entity’s own data through well-crafted prompt engineering. A RAG system works by first retrieving relevant information from external data sources and then generating responses using a pre-trained LLM. Thanks to this architecture, businesses don't need to train an LLM independently. They can easily leverage existing models in the cloud and switch to newer or more suitable versions for specific use cases within minutes. For example, users can feed the RAG system with handbooks, best practices, global engineering standards, and tool manuals to allow access to information about specific questions often found on several different pages, summarized in few words and noting the relevant sources for content used. This provides an explanatory capability that helps build users’ trust in their genAI applications.

Experts believe both embedded and extended AI offer game changing value in a range of industries. Industrial firms are taking action. A 2023 Accenture global C-level survey found 97% of executives believe generative AI will transform their enterprises and industries, and will play a major role in their strategies over the next three to five years. Of those, only 31% have already made “significant” investments in their AI initiatives, but 99% plan to amplify their investment in this technology.

Accenture Shortens Time to Value in GenAI

Accenture is a leading global professional services company with 774,000 people serving clients in more than 120 countries. Their Industry X practice has been the long-time leader in the Systems Integrator segment of CIMdata’s global market research on the product lifecycle

management (PLM) market. Accenture can create impact for their clients from the “top floor” in the C-suite down to the shop floor bringing new concepts, processes, and technology to help clients optimize their operations, grow revenues, and improve services. For example, Accenture teamed with BMW to build a genAI platform to help answer complex questions across functions and use cases. BMW claimed a 30-40% productivity improvement using this new capability.

Accenture believes that genAI is revolutionary because of its ability to create new content and interact with humans. In addition, Generative AI can leverage sources beyond the knowledge or reach of their human “partners.” With their significant investment in genAI, Accenture is well positioned to enhance the PLM “experience” of both independent software vendors (ISVs) and their industrial clientele.

Figure 2 highlights how Accenture is supporting both embedded and extended AI with both ISVs and industrial clients. Accenture helped Dassault Systèmes and PTC, two of the world’s leading PLM solution providers, leverage genAI to reduce product development time, improve requirements quality, and orchestrate engineering tool interactions. Their work with industrial clients illustrates the significant benefits that are possible, exciting results for such early applications of genAI.

According to Accenture, many of their clients are using LLMs and RAG. Beyond just the technology, they look to Accenture to help them overcome internal barriers to adoption, helping early adoption to scale across the enterprise, and addressing complexities resulting from genAI, such as cybersecurity, safeguarding, quality scores, and compliance and regulatory. This is important because that same Accenture survey did raise some caveats. 76% saw genAI as more of an opportunity than a threat and 72% are cautiously investing due to concerns about its responsible use. Accenture is well positioned to help clients navigate these thorny issues.

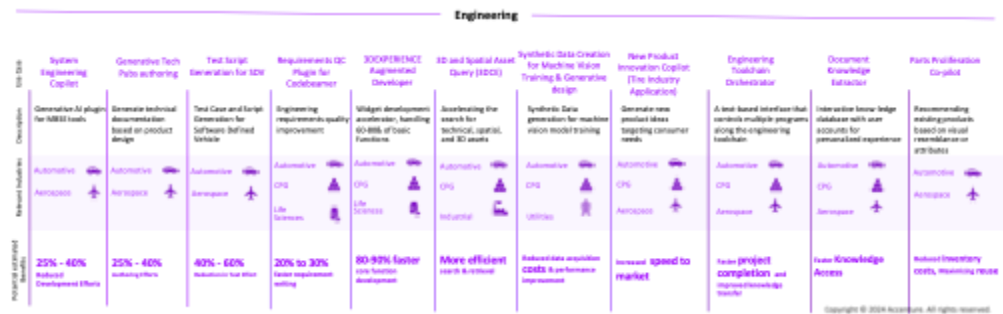


Figure 2—Early Industrial Applications of genAI Enabled by Accenture
 (Graphic courtesy of Accenture)

These early strong results show how genAI can help improve decision-making, reduce time to market, improve quality and consistency, and make existing human resources more effective (while reducing the need for more skilled team members, an age-old problem in industry). These results are impressive but they are only the beginning. Accenture believes the next step is domain-specific agent and multi-agent systems. Figure 3 shows Accenture’s vision for the future of generative AI agents.

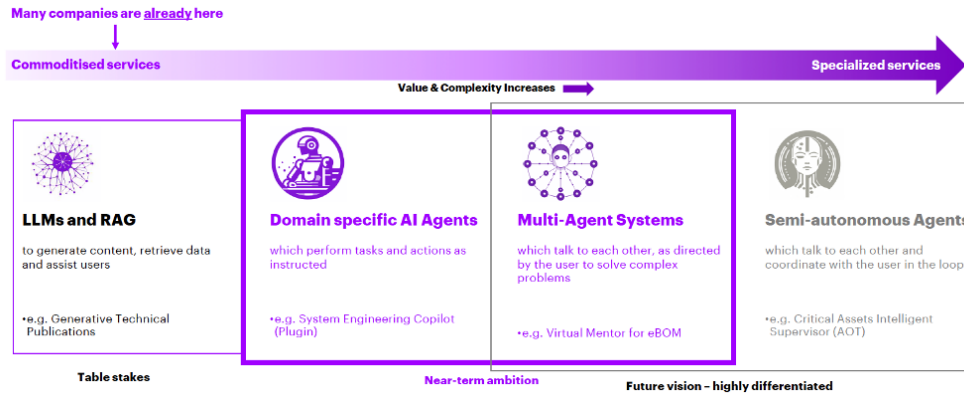


Figure 3—The Future of Generative Agents
 (Graphic courtesy of Accenture)

This multi-agent approach makes sense. Human organizations are functionally differentiated and work together in teams. Multi-agent systems will collaborate in virtual teams, as directed by the user, to solve complex problems. For example, Boomi, an Accenture partner, uses an agentic approach to build enterprise application integrations.

Multi-agent systems are an important change but not a simple one. Organizations will have to determine the right combination of agents and humans, and humans will have to develop new skills to optimize their use of genAI. Market leaders in all industries need to understand how best to apply genAI to their most pressing business challenges. Accenture’s research shows that business leaders are heeding the call to action and Accenture stands ready to help them reap the benefits that genAI can provide.

Conclusion

Artificial intelligence was conceived by early software leaders in the 1940s, and successive generations of technical talent have brought that dream to fruition in genAI. Industrial companies are starting to invest and their ISV and services partners working side by side to help them be successful. Engineering provides a rich set of information to train genAI to help it be successful augmenting the skills of its human partners. Accenture is at the forefront of the genAI revolution. By establishing global genAI centers and collaborating with their ecosystem partners, Accenture is helping shape the future of engineering and driving transformation across the entire value chain. As shown in this Commentary, early investments brought strong returns which will help encourage others to act. Agentic systems appear to be the future, with teams of agents and humans collaborating to push the boundaries of what is possible. These early applications on PLM use cases are just the beginning. CIMdata looks forward to seeing how multi-agent systems will improve product lifecycle management from idea through life.

[1] Research for this paper was partially supported by Accenture.

[2] <https://www.reuters.com/technology/chatgpt-sets-record-fastest-growing-user-base-analyst-note-2023-02-01> It was surpassed by Threads in July 2023.

[3] CIMdata uses “augmented intelligence” to describe the various ways that AI capabilities are brought to the point of work.

[4] Accenture Pulse of Change Quarterly C-suite survey, October 2023, <https://www.accenture.com/content/dam/accenture/final/accenture-com/document-2/Accenture-reinvention-in-the-age-of-generative-AI-executive-summary.pdf>

[5] <https://www.accenture.com/us-en/case-studies/automotive/bmw-puts-generative-ai-in-the-drivers-seat>

[6] <https://boomi.com/platform/ai/>

Vision, Strategy, Execution: Who Wins?

9 January 2025

Vision provides meaning, motivates, and mobilizes resources. **Strategy** provides the plan. **Tactics** take care of execution. In this scenario, are all the pillars equal?

At the 2014 European Championship Women's 4x400m Relay Final in Zurich, Switzerland, the French athlete Floria Guei turns the tables and wins the race, to everyone's surprise. This race is a lesson in many ways.

What follows in this blog will make sense if you spend 58 seconds viewing this amazing performance :-): [2014 Women's 4x400m Final](#).

The lesson is clear at first glance: Never underestimate the resources available to others, and by extension, never underestimate your own resources.

But let's go a little further: Everything seems lost, and in less than 40 seconds, Floria Guei changes the situation against all odds. What can we deduce from this?

1 - YOU HAVE TO BELIEVE IT TO SEE IT

For us, the spectators, this incredible finish had to **be seen to be believed**. But for Floria, the leader, it had to **be believed to be seen**: It is because Floria believed in a possible victory that she mobilized all her resources and all her energy and won. Against all odds.

So, how can you motivate yourself without a vision that gives meaning, direction, and a reason to move forward? The leader's vision is essential to mobilizing and motivating employees. Undertaking and carrying out a project is always tricky because the expectation of the project is, by definition, to cause change. Money and salary are neither powerful nor sustainable enough drivers to carry out projects, remove barriers, and overcome the obstacles that those who want to change the situation are constantly confronted with.

The only driver powerful and resistant enough to remove these barriers and overcome these obstacles is passion—the meaning that is put into the adventure undertaken. Only vision mobilizes the energies necessary to execute change powerfully and sustainably. Vision and meaning are key in mobilizing and motivating resources.

2 - YOU MUST DOUBT TO SURVIVE

Forty seconds before the end of the race, everyone is convinced that the game is over for Floria and that the three leaders will win the first three places. In 40 seconds, Floria turns the tables: **What you believe is never certain. Success is never a given.**

It seems to me that we must always try to **distinguish what we believe from what we know. Doubting is healthy.** Of course, doubting is painful, as it is reassuring and relaxing not to doubt, but doubting is often a condition of survival (so much so that in some extreme sports, habits and certainties can literally kill). **Never take success for granted.** Andy Grove, the legendary boss of Intel, developed this theory on adaptation to change: "**Only the paranoid survive.**"

3 - WE MUST ACT AS MUCH AS THINK

When we win in a desperate situation, we often hear that luck has helped us... Is this really the case?

Is it by chance that Floria Guei chose a very precise moment to launch the offensive that will make her win? Or does Floria identify this moment by constantly measuring and estimating her resources, the distance remaining to cover, her speed, the speed of the others, and the perceived resources of the others... before deciding to launch the offensive at the exact moment that will make her win to the hundredth of a second? **Luck or situational intelligence?**

Situational intelligence and tactics are thus as fundamental to success as **reflection and planning**. Strategy and plans are necessary for success, but they do not guarantee it and are not sufficient. **Situational intelligence** allows us to adapt, change, and decide based on external and internal events and **to steer and act tactically**. This is how programs and projects are: strategy, target, and program are fundamental, but program execution, governance, steering committees, and PMOs are just as essential to success.

Vision provides meaning, motivates and mobilizes resources; strategy provides the plan; tactics take care of execution. In this scenario, are all the pillars equal?

Please let me know your thoughts on this topic by sharing them in the comments section of this blog!

Or contact me directly at l.finck@CIMdata.com

Laurent

Acquisitions

Agiloft Acquires Screens to Deliver AI-Powered Contract Review for Data-first Contract Lifecycle Management

14 January 2025

Agiloft, the leader in data-first contract lifecycle management (CLM), announced the acquisition of Screens, the world's first standard-based and community-supported Generative AI contract review and redlining solution. This strategic acquisition will enhance Agiloft's Data-first Agreement Platform and contract management capabilities, by standardizing the contract

review process, promoting consistency, and unlocking the value of contract data with the collective expertise of a global community of legal professionals.

With Agiloft and Screens' data-driven contract standardization solutions, legal teams will be able to utilize AI-powered capabilities to consistently review and mark up documents faster than ever before, allowing those teams to leverage:

- **Standards-based reviews and redlining:** Using an easily-configurable playbook (a Screen), customers can rapidly assess whether a contract, and its constituent parts, meet pre-defined internal standards, and receive GenAI-driven suggestions to shift failures to successes.
- **Community:** Screens playbooks are not limited to only those created by customers. A community of Screens creators publishes an array of expertly-crafted playbooks, freely available to Screens users, that can be used to evaluate contracts based on the knowledge of experienced experts. Customers may also choose to list their own playbooks for reuse by the broader user community.
- **Market data:** As playbooks are used by Screens users, the system tracks pass and failure rates. This gives users context: if a particular clause regularly passes, users can assume that it is an industry standard worth insisting on, and if it regularly fails, users can assume what should be avoided or eliminated.

"We are excited to welcome Screens to the Agiloft team," said Eric Laughlin, CEO at Agiloft. "With Screens' contract review technology available both integrated into our platform and as a standalone solution, businesses everywhere will have a data-driven, community-supported, and standards-based way to accelerate their business. It is a pivotal moment for Agiloft, and we are ready to engage the legal community to set a new standard in how companies manage their contracts."

Redlining digital contracts is a complex, time-consuming and inefficient process. Screens provides an innovative approach to contract review with its customizable playbooks designed to assess contracts against defined standards, without requiring the creation of a bespoke clause library. These playbooks are based on defined contract standards and can be built by customers as needed. The Screens community features recognized legal experts, whose freely available playbooks can be used by any customer, providing the ability for organizations to evaluate a contract's compliance against criteria created by individuals with deep domain experience.

"Legal teams are under constant pressure to move quickly while ensuring that contracts meet the highest standards," said Otto Hanson, Founder of Screens. "By joining Agiloft, we are accelerating the impact of our AI-driven contract review technology. Together, we will provide organizations with a seamless, end-to-end solution that streamlines contract management from start to finish. We are excited about the future and the opportunities to create even more value for customers."

Screens' AI contract review platform streamlines the entire contract review process to deliver expert-crafted AI contract playbooks, giving lawyers and in-house legal teams the ability to

scale knowledge, speed efficiency, and standardize best practices. In addition to offering Screens as a standalone solution easily incorporated into any organization, Agiloft will integrate its AI-powered contract review solution into its core Data-first Agreement Platform. This powerful combination will enable legal teams to significantly enhance and fully automate AI-driven data-first contract management without the inefficiencies and risks associated with traditional contract management processes. With intelligent, actionable contract data, no-code simplicity, and seamless end-to-end capabilities, customers drive cost savings, accelerate sales, and reduce risk, all within the Agiloft contract management platform.

“Agiloft’s acquisition of Screens is a significant step forward in the Company’s growth journey,” said Jackson Hart, Principal at KKR. “The combination of Agiloft’s comprehensive contract management platform and Screens’ contract review technology will provide businesses with speed, accuracy, and standardization they need to stay ahead. We are thrilled to support the Agiloft team as they continue to drive transformation in the CLM landscape.”

Carlson Software Announces the Purchase of DotSoft

10 January 2025

Carlson Software announces the purchase of all assets of **DotSoft**, which include numerous CAD-related products such as ToolPac, LidarTools, MapWorks, RevitOffice+, PDF2DWG and many more. Terry Dotson, the author of all DotSoft products, was a fully self-taught programming expert who developed hundreds of utility programs to make the work of surveyors, engineers, mapping technicians and CAD operators in general more productive. His programs have functioned as add-ons to AutoCAD®, Intellicad® and BricsCAD®. Terry had worked directly for Carlson for over a decade, bringing his products to the company, before returning to private business. Terry passed away very recently, and the Dotson family and Carlson Software have concluded a purchase on favorable terms for both parties, recognizing Terry’s contributions to the CAD marketplace and to Carlson Software itself over the years.

Carlson Software pledges to carry forward Terry’s work by remaining responsive to DotSoft customers, providing tech support service and by improving on the software itself. We will follow up in the coming weeks with further announcements, and any immediate inquiries concerning DotSoft may be directed to dotsoft@carlsonsw.com.

Thank you for your patience in this matter, and we share with all of you our deep respect for Terry Dotson’s contributions to our industry, our sympathies with his family and sorrow at his recent passing.

Bruce Carlson, PE
President, Carlson Software

Eyelit Technologies Acquires Adexa to Expand Smart Factory and Supply Chain Solutions

14 January 2025

Eyelit Technologies (Eyelit), a leader in optimized planning, scheduling, and execution systems for manufacturers, announced the acquisition of Adexa, a global provider of AI-driven supply chain and enterprise business planning solutions. This acquisition strengthens Eyelit's ability to offer end-to-end smart factory solutions.

"We are thrilled to welcome Adexa to the Eyelit family," said Joe Bellini, CEO of Eyelit. "Adexa's expertise in AI-driven supply chain management enhances our ability to offer customers an integrated approach from planning to scheduling to execution. Together, we are uniquely positioned to help manufacturers optimize their factory and multi-factory operations."

Adexa specializes in bridging the gap between stakeholders and optimizing supply chain management (SCM) through real-time insights and advanced planning technologies. By joining forces with Eyelit, Adexa will expand Eyelit's proven track record in smart factory solutions to enhance its offering further, providing customers with a seamless and more comprehensive platform for manufacturing and SCM.

Cyrus Hadavi, Founder and CEO of Adexa commented, "Joining Eyelit is a natural step in our mission to empower businesses with smarter, more agile planning solutions. By combining our strengths, we can offer manufacturers an unparalleled suite of tools that integrates planning, scheduling, execution, and real-time visibility, ultimately driving greater business performance."

Banneker Partners (Banneker), Eyelit's private equity partner, endorsed the acquisition as a strategic move to enhance the value of both companies. "This acquisition combines Eyelit's AI-driven manufacturing solutions with Adexa's capabilities, driving innovation and efficiency across the supply chain," said Kenneth Frank, Board Member at Eyelit and Partner at Banneker. Harjot Sachdeva, Operating Partner at Banneker, added, "Integrating Adexa's planning technologies with Eyelit's smart factory solutions creates a new category, and we are excited about the value and growth this will unlock for customers."

Adexa was advised and supported by Ashwini Gautam and the team from Marks Baughan, who served as the sole financial advisor and facilitator for this acquisition. "It has been a privilege serving Cyrus Hadavi, a leader and visionary in the supply chain planning space," Ashwini Gautam said. "We are deeply grateful for the opportunity to collaborate with the team at Banneker, whose exceptional expertise and strategic insights in the supply chain and manufacturing space were instrumental to this transaction's success."

JBT Corporation Completes Settlement of its Voluntary Takeover Offer of Marel hf. and Commences Trading as JBT Marel Corporation

3 January 2025

JBT Marel Corporation, a leading global technology solutions provider to high-value segments of the food and beverage industry, announced JBT Corporation's completion of the settlement of its voluntary takeover offer to acquire all issued and outstanding shares of Marel hf. (Marel) that were validly tendered by Marel shareholders prior to the expiration of the voluntary takeover offer on December 20, 2024, at 12:00 PM GMT.

Additionally, shares of the combined company, JBT Marel Corporation, began trading today under the new stock ticker symbol “JBTM” on both the New York Stock Exchange (NYSE) and Nasdaq Iceland hf (Nasdaq Iceland).

“Today is a significant achievement, culminating in over a year of dedicated effort to combine the complementary strengths of both JBT and Marel,” said Brian Deck, Chief Executive Officer of JBT Marel Corporation. “The creation of JBT Marel Corporation is guided by our shared purpose, to transform the future of food. With JBT Marel’s diverse solutions offering, enhanced operational scale, and deep application, service and digital expertise, we can better support our customers and the broader global food chain.”

“I want to extend my appreciation to the JBT and Marel teams for their relentless commitment to serving our customers as well as their incredible efforts to complete this transformational merger,” said Árni Sigurdsson, President of JBT Marel Corporation. “As we move forward, united as JBT Marel, we are focused on integrating the businesses to deliver continuity and enhanced value to our global customers, shareholders, and other stakeholders.”

JBT Marel Management and Board Composition

As previously announced, Brian Deck is Chief Executive Officer of JBT Marel, and Árni Sigurdsson is President of the Company. In addition to Brian Deck and Árni Sigurdsson, JBT Marel will be led by a purpose-built management team comprised of executives from both JBT and Marel organizations.

The Board of Directors will continue to include Alan Feldman as Chairman, Barbara Brasier, Brian Deck, Charles Harrington, Lawrence Jackson, and Polly Kawalek. Newly appointed directors include Svafa Grönfeldt, Olafur Gudmundsson, Arnar Þór Másson, and Ann Savage. Additionally, C. Maury Devine, former JBT Board member, has chosen to retire, effective upon settlement of the voluntary takeover offer.

Update on Squeeze Out Process and Marel Shares Delisting

In connection with the settlement of the voluntary takeover offer, JBT Marel has commenced a compulsory acquisition of all shares in Marel that are not already owned by JBT Marel in accordance with Icelandic law, as further described in a notice sent to the remaining Marel shareholders on January 2, 2025. JBT Marel expects to complete and settle the compulsory acquisition in February 2025.

In addition, Euronext Amsterdam N.V. (Euronext Amsterdam) and Nasdaq Iceland have approved Marel’s requests to delist its shares from Euronext Amsterdam and Nasdaq Iceland. The last day of trading of Marel shares on the respective exchanges is today, January 3, 2025.

NYSE and Nasdaq Iceland Bell Ringing Ceremonies

To celebrate the combined company, JBT Marel will ring the opening bell on the NYSE on Monday, January 6, 2025. JBT Marel will also ring the closing bell on Nasdaq Iceland on Tuesday, January 7, 2025.

Upcoming Earnings Results

In late February 2025, JBT Marel expects to report standalone JBT financial results for the

fourth quarter and full year 2024. At that time in late February, JBT Marel also expects to provide an update on the combined company's financials, including the 2025 outlook.

Transaction Advisors

Goldman Sachs Co LLC acted as JBT's financial advisor, and Kirkland & Ellis LLP and LEX served as JBT's legal counsel. Arion banki hf. acted as JBT's lead manager for the Icelandic offer and advised on the Icelandic listing, and ABN AMRO Bank N.V. acted as JBT's Euronext Amsterdam Exchange agent.

JP Morgan acted as Marel's financial advisor, and Baker McKenzie, BBA/Fjeldco, and Osborne Clarke served as Marel's legal counsels.

PDSVISION Acquires CPC in Denmark

16 January 2025

PDSVISION announced that it has closed an agreement effective immediately to acquire Denmark-based CPC – Center for Product Customization, the leading service provider in modularization. By acquiring CPC, which will continue to operate as a separate company that is known for its exceptional expertise and strong market presence, PDSVISION bolsters its professional service offerings and marks a significant step in the company's global expansion strategy.

We are excited to welcome CPC into PDSVISION. Their exceptional expertise, leading experience in modular architecture, proven track record of helping customers reduce complexity in manufacturing companies, and strong market presence will be instrumental in driving our future growth.

This acquisition is a key milestone in our commitment to being a leader in the digital engineering ecosystem, innovating, and helping customers drive changes that generate business-critical outcomes."

Mats Oretorp, CEO, PDSVISION

We are thrilled to join the PDSVISION family. This partnership will unlock a wealth of resources and expertise for our customers, empowering us to meet their needs more effectively. We eagerly anticipate contributing to PDSVISION's growth and delivering unparalleled value to our clients.

Finding the right partner to help CPC take the next step in our company journey has been critical for me and the CPC. In PDSVISION, we found a partner providing us with global reach, financial muscles, and, most importantly, a people culture we share. I look forward to continuing our CPC journey on this next exciting step – as part of PDSVISION."

Ulf Harlou, CEO, CPC – Center for Product Customization

We have partnered with CPC for several years, and we share a focus on quality, competence, and customer success.

By simplifying and creating coherent modular architectures, we enable our customers to unlock the full potential of technology, leveraging modular possibilities and driving integration across

people, processes, and technology.”

Aleksander Patz Cholakov, Managing Director, Nordics, PDSVISION, and Integration lead for CPC

Company News

Bentley Systems Welcomes James Lee as Chief Operating Officer

13 January 2025

Bentley Systems, Incorporated, the infrastructure engineering software company, announced the appointment of James Lee as Chief Operating Officer. Lee joins Bentley from Google, where he served as General Manager for startups and artificial intelligence at Google Cloud.

Prior to joining Google in 2020, Lee spent 12 years at SAP, including as Chief Operating Officer for SAP Ariba and Fieldglass, and as Chief Operating Officer and General Manager of Sales for SAP Greater China. He holds a Master of Business Administration degree from Harvard University and a Bachelor of Commerce degree from the University of British Columbia, and is based in the Pacific Northwest.

Lee will strengthen Bentley’s cross-functional alignment across planning and execution, will drive operational excellence, and will oversee China, Japan, and portfolio development including growth initiatives such as Bentley Asset Analytics.

Nicholas Cumins said, “I am excited to welcome James, a world-class operational leader, to Bentley. His energy and experience managing operations and investment initiatives at SAP and Google will be instrumental to Bentley as we continue to scale up and drive our ambitious growth agenda.”

To accelerate innovation and better align product execution with technology strategy, Bentley also announced that the responsibility for product development has been consolidated under Chief Technology Officer Julien Moutte. As a result, the Chief Product Officer role has become redundant, and by mutual agreement Mike Campbell will leave the company.

“I would like to thank Mike for his leadership and many accomplishments as Chief Product Officer during the last two years, and wish him much success in his future endeavors,” Cumins added.

“Streamlining our organizational reporting structure and consolidating product development under Julien puts us in a stronger position to capture the many growth opportunities that we have opened up with infrastructure AI and that are incremental to our core business and consistent momentum. Without a doubt, AI is our generation’s paradigm shift and has huge potential for improving infrastructure delivery and performance.”

Reporting to Cumins, alongside Lee and Moutte, are Chief Revenue Officer Brock Ballard, corporate functions including Marketing, Finance, Legal, and Colleague Success, as well as Sequent, Bentley’s subsurface company.

Blaize® Partners With alwaysAI to Revolutionize Real-Time Insights With AI Edge Computing and Advanced Computer Vision Applications

16 January 2025

alwaysAI, a leader in computer vision solutions, announces a strategic partnership with Blaize Holdings, Inc. ("Blaize"), a provider of purpose-built, artificial intelligence ("AI")-enabled edge computing solutions. This collaboration integrates alwaysAI's advanced computer vision technology and remote deployment capabilities with Blaize's cutting-edge chipsets and edge devices, making seamless edge deployments more accessible for enterprises worldwide.

As businesses demand real-time insights and greater operational efficiency, the partnership addresses this need with innovative physical AI solutions. alwaysAI's computer vision applications excel in the real-time detection of people, objects, and events for diverse sectors like automotive, retail, manufacturing, healthcare, and more. Blaize's customers can now achieve unparalleled operational efficiency and productivity in real-time through this collaboration.

Deploying computer vision applications at the edge provides enhanced security and data protection by processing data locally on Blaize's edge devices, mitigating data breach risks and safeguarding sensitive information. This localized processing accelerates decision-making, reduces latency, and delivers real-time insights to drive substantial improvements in operational efficiency.

This partnership enables businesses to easily deploy alwaysAI's computer vision applications on Blaize's edge computing platforms, facilitating real-time processing and analytics directly at the source. The seamless integration of alwaysAI's remote deployment capabilities with Blaize's advanced hardware ensures that enterprises can receive and act on this unprecedented data securely at the edge.

"We are thrilled to partner with Blaize to leverage their high-quality chipsets and edge devices," said Marty Beard, Co-Founder and CEO of alwaysAI. "This partnership allows us to expand our advanced computer vision applications, making deployment at the edge even more efficient and accessible for enterprises."

"Blaize is committed to providing high-performance AI edge computing solutions, and partnering with alwaysAI allows us to enhance our offerings with robust computer vision capabilities," said Dinakar Munagala, Co-Founder and CEO of Blaize. "Together, we will enable our customers to unlock new insights and capabilities, improving their operational effectiveness and protecting their data."

CGS names Vladimir Sterescu president of global outsourcing division; CGS invests in people and tech to drive growth for BPO clients

14 January 2025

Computer Generated Solutions, Inc. (CGS), a global provider of software applications, enterprise learning, customer experience and business process outsourcing services,

announced the promotion of Vladimir Sterescu to President of its global outsourcing division. Additionally, Cristian Berdilă has been named Vice President of Operations for CGS Romania, and Michael Mills has taken on the role of Senior Vice President of Global Sales and Customer Success. The strategic appointments highlight CGS's commitment to delivering exceptional outsourcing services—spanning customer support, technical assistance, tele sales, and back-office support—to clients in industries such as retail, hospitality, financial services, and technology.

“Vlad’s extensive expertise and innovative approaches to driving client success make him the ideal leader for our outsourcing division,” said Phil Friedman, President and CEO of CGS. “The next few years will be transformational in customer experience as clients embrace AI and other advanced technologies. CGS’s partnership advantage is that we were born as a tech firm, and we are therefore uniquely positioned to help clients improve efficiencies while also elevating their customer experiences.”

Since joining CGS more than 20 years ago, Sterescu has held key leadership roles including Country Manager for CGS Romania and Senior Vice President of Call Center Solutions for the EMEA region. Sterescu has been instrumental in driving the growth and success of the company’s European business operations. Under his leadership, CGS Romania has become a hub for delivering exceptional business process outsourcing (BPO) services to clients across a range of industries, from telecommunications and technology to finance and retail.

As Senior Vice President of Global Sales and Customer Success, Michael Mills will lead the development and execution of sales strategies, cultivate strategic client relationships, and oversee the implementation of global contact center solutions. Drawing on his extensive project management expertise, Mills has long been committed to delivering client-centric solutions that achieve measurable results. A U.S. Air Force veteran, Mills previously held executive roles with IBM Corporation and Northrop Grumman, leading sales management, technical solution design and development, and transformation projects.

In Cristian Berdilă’s new role, he will spearhead all operations service delivery across six centers and 4,200 employees, reinforcing CGS Romania’s role as a trusted outsourcing partner to Fortune 500 clients across IT, telecom, banking, and retail sectors. Berdilă started his CGS career in 2005, first as a contact center agent doing collections for US clients. His ascent demonstrates the growth potential for agent roles at CGS. Throughout his tenure at CGS, Berdilă has led operational strategies for five centers – four in Romania and one in South Africa – employing over 2,500 professionals to deliver world-class outsourcing services with a focus on customer service, technical support, client relations, and telemarketing.

“The imperative for clients to deliver outstanding omnichannel experiences to their customers with the best people and technology has never been more urgent. We understand that one bad experience is all it takes for a customer to churn and growth to be stymied,” said Sterescu. “Under Phil’s leadership, we’ve built an organization that is committed to helping our clients elevate their customer experiences and attain their business objectives. I’m inspired by this mission.”

HCLTech and Microsoft expand strategic partnership to help transform contact centers with generative AI and cloud-based solutions

13 January 2025

HCLTech, a leading global technology company, announced the expansion of its strategic partnership with Microsoft to transform customer service experiences with generative AI and cloud-based contact center solutions. HCLTech will empower clients to activate Microsoft Dynamics 365 Contact Center, a Copilot-first solution that delivers superior customer experiences, accelerates problem-solving, empowers customer service representatives and drives efficiency.

As part of the expanded partnership, Nuance's Enterprise Professional Services business—including the team and existing customer contracts— will be transferred to HCLTech and become a part of its contact center offering. As part of this, HCLTech will become the exclusive professional services partner for existing customer contracts of the Nuance Enterprise Professional Services organization. HCLTech will also become the preferred partner to support the migration of existing Nuance Enterprise Professional Services customers to Microsoft Dynamics 365 Contact Center. In support of this, HCLTech will operate a Nuance Migration Factory to migrate Nuance solutions efficiently and at scale, while expanding the Contact Center as a Service (CCaaS) business for both HCLTech and Microsoft. HCLTech will also serve as a leading partner for new Microsoft Dynamics 365 Contact Center implementations.

HCLTech will enhance its offerings by making Microsoft Dynamics 365 Contact Center its preferred contact center solution, integrating industry-leading professional services, customer self-service applications and Microsoft Copilot capabilities into its existing suite of experience-center technology services.

Microsoft's current team of more than 550 Nuance Enterprise Professional Services personnel, with deep conversational AI expertise, will join HCLTech to continue to service Microsoft customers globally. Microsoft customers will gain access to HCLTech's AI-led digital transformation services, including consulting, implementation, upgrades and support services, such as:

- System integration and application development
- Migration to Microsoft D365 Contact Center
- New customer implementations
- Expansion of joint offerings including AI transformation services

"HCLTech is making a bold move to lead AI-driven innovation in the rapidly growing CCaaS market," said Anil Ganjoo, Chief Growth Officer, Americas, TMT at HCLTech. "By combining our expertise in digital transformation with Microsoft's GenAI, automation and Copilot capabilities, we are uniquely positioned to help customers unlock the full potential of AI and cloud-native services. We are excited to welcome best-in-class AI talent from Microsoft to our organization, which will further enhance our capabilities and, together with our preferred partnership in the

CCaaS space, position HCLTech as a leader in the services market, driving AI-powered business outcomes."

"We are thrilled to expand our partnership with HCLTech, who shares our vision of leveraging AI to transform the CCaaS market," Charles Lamanna, Corporate Vice President, Business and Industry Copilot at Microsoft. "HCLTech is a leader in contact center transformations and is well positioned to help customers harness the power of AI to drive operational efficiency, scale and growth."

Hexagon invests in Saudi Arabia's miners of tomorrow

14 January 2025

Hexagon, the global leader in precision technologies at any scale, has announced a significant investment of technology and training at a university in Saudi Arabia.

King Saud University will receive course materials and Hexagon MinePlan licenses as part of an initiative to help attract and train a new generation of mining talent in the Middle East.

MinePlan is the dependable single source of truth for mining professionals in more than 450 open pit and underground mines located across almost 40 countries. For decades, mine engineers and geologists have counted on MinePlan 3D's modelling, data visualisation and production capabilities.

The investment signed at this week's Future Minerals Forum in Riyadh extends Hexagon's partnership with mining interests in the region a year after it signed a landmark agreement with Saudi Arabian mining company, Ma'aden, to launch the Middle East's very first digital mine.

Investing in the miners of tomorrow continues a cherished tradition, said Hexagon's Dave Goddard, Executive Vice President, Mining. "Hexagon has long supported and partnered with mining schools and students worldwide via sponsorships, scholarships, software licenses and research collaborations," said Goddard.

"We're focused on the coming decades of mining innovation, so it makes sense to support the miners of tomorrow. We're particularly happy to do so in a region where we're co-authoring the next chapter of mining with a partner like Ma'aden."

Logility and Proudfoot Consulting Forge Strategic Alliance to Strengthen Supply Chains

15 January 2025

Logility, a leader in AI-first supply chain planning software, and Proudfoot Consulting, a global leader in operational excellence, have joined forces in a strategic partnership. This powerful alliance is designed to usher in a new era of efficiency, productivity, and sustainability for supply chain leaders. .

"As we embark on this strategic partnership with Logility, we are excited to combine our operational excellence with their AI-first supply chain planning technology. This collaboration marks a significant step towards delivering unparalleled efficiency, productivity, and

sustainability for our clients. Together, we are poised to drive innovation and set new standards in the industry, “ said Neil O’Brien, Chairman & CEO, Proudfoot.

Unlocking Supply Chain Value

The synergy between Logility’s AI-first Decision Intelligence technology and Proudfoot’s time-tested operational methodologies offers a unique value proposition for businesses in the manufacturing and minerals sectors. This collaboration is poised to deliver:

Enhanced Efficiency: By leveraging AI-driven insights and advanced analytics, companies are positioned to achieve streamlined operations and optimized supply chains, resulting in reduced waste and maximized throughput.

Unparalleled Productivity: The integration of world-class technology with the Proudfoot system can enable continuous improvement and the sustainment of best practices, propelling businesses to new heights of productivity and performance.

Strategic Sustainability: Innovative technologies support eco-friendly practices, aligning operations with strategic goals and helping to ensure long-term environmental and economic sustainability, thus driving growth and competitive advantage.

Allan Dow, President & CEO of Logility expressed, “We are excited to partner with Proudfoot Consulting to bring transformative solutions to the manufacturing and minerals sectors. By combining our AI-first Decision Intelligence technology with Proudfoot’s operational expertise, we can help businesses achieve unprecedented levels of efficiency, productivity, and sustainability. This collaboration represents a significant step forward in driving innovation and excellence across these critical industries.”

MOCA Systems and Doxel Partner to Empower Construction Teams with Touchplan® and Doxel Innovations

14 January 2025

Doxel, an industry leader in AI-driven construction progress tracking, and MOCA Systems, Inc. (MSI), the provider of the leading production planning platform, Touchplan, are excited to announce a new partnership. This collaboration marks a significant step forward in Lean Construction, merging Doxel’s cutting-edge progress tracking technology with Touchplan’s proven production planning capabilities to enable an optimized construction workflow that bridges the gap between planning and execution.

With construction project costs rising and schedules shrinking, forward-thinking owners and contractors alike look to advanced technologies to help ensure on-time, on-budget project completion. But they struggle to effectively integrate diverse, individual technologies into their project workflows.

Doxel and Touchplan working together offer a powerful solution that helps construction teams achieve project deadlines with greater predictability, efficiency, and profitability. The Touchplan Lean planning platform enables easy, accurate sequencing and scheduling of all construction

workflow tasks, enhancing trade coordination and eliminating waste on the jobsite, while Doxel's progress tracking solutions provide real-time feedback on actual project progress.

"If teams use Touchplan alongside Doxel, it will provide excellent confirmation that what we have done is what we said we were going to do," said Adam Nelson, Project Controls Manager at CRB. "It also allows us to look forward in the progress charts and ensure our forecasts for activities align."

Key Benefits of Using Doxel and Touchplan Together

- **Enhanced Project Predictability and Speed:** Combining project execution data and real-time monitoring into production tasks enables smoother workflows and higher Plan Percent Complete (PPC), improving predictability and accelerating project schedules.
- **Optimized Critical Path Method (CPM):** Touchplan's ability to synchronize the production pull plan with the CPM-based master schedule enables schedulers to assess risk, recognize inefficiencies, and refine schedules for competitive project timelines.
- **Timely Alerts for Course Corrections:** Doxel's real-time insights and Touchplan's real-time workflow visualization together enable early alerts when tasks deviate from the schedule or plan. This early warning allows teams to make adjustments in real time, preventing delays and ensuring trades can work efficiently.

"Strong planning meets strong execution when Touchplan and Doxel are used together," said Saurabh Ladha, CEO and Founder of Doxel. "This collaboration embodies Lean Construction values, creating a dynamic real-time feedback loop between planning and on-site execution. Construction teams can stay nimble, informed, and aligned every step of the way."

"Customers using Doxel's AI progress tracking and Touchplan's planning platform gain a powerful advantage in Lean Construction. Touchplan's planning capabilities, combined with Doxel's visual tracking and predictive analytics, help teams proactively manage workflows and stay on track, reducing rework and costly errors. For contractors and owners, the combined use of Touchplan and Doxel enhances transparency, project predictability, and the quality of the final deliverable," said Brett Adamczyk, President, MSI Software.

The partnership between MSI and Doxel marks a transformative step in the tech-laggard construction industry, bringing a new ability to bridge the historic gap between planning and execution. By combining Touchplan's digital Lean planning with Doxel's AI-driven progress tracking, project teams gain the clarity, visibility, and real-time insights needed to achieve exceptional results and ensure project success.

OpenSpace Welcomes Kevin Halter as Chief Revenue Officer

9 January 2025

OpenSpace, a global leader in 360° reality capture and AI-powered analytics for the construction industry, is excited to announce that Kevin Halter has joined the company as Chief Revenue Officer (CRO). Kevin brings deep industry expertise, customer-centric leadership, and a proven track record of driving transformative growth in construction technology.

Kevin's career spans over 15 years in ConTech, including key leadership roles at PlanGrid and Autodesk. As VP of Sales at PlanGrid, Kevin helped scale the company beyond \$100 million in revenue, leading to its acquisition by Autodesk. At Autodesk, Kevin was instrumental in integrating acquired companies to form the Construction Division and launching the Autodesk Construction Cloud platform. Under his leadership, the Americas Sales team achieved significant growth, driving hundreds of millions of dollars in revenue by focusing the global enterprise, mid-market, and territory sales teams.

Known for his ability to build collaborative, high-performing teams, Kevin combines strategic vision with hands-on leadership to deliver results while fostering professional growth. "Kevin is one of the most driven and caring revenue professionals I've had the privilege of working with," said Tracy Young, CEO of TigerEye and former CEO of PlanGrid. "He brings an impressive track record of scaling growth and revenue, and I'm excited to see the impact he'll have in driving OpenSpace's mission forward."

As CRO, Kevin will oversee OpenSpace's global sales strategy and organization, focusing on coaching and scaling for accelerated growth. Key to his role will be working closely with the leadership team to define and execute go-to-market strategies for new and existing products and markets.

"Kevin's extensive experience and proven leadership align perfectly with OpenSpace's mission as we continue to scale," said Jeevan Kalanithi, OpenSpace CEO. "His deep understanding of the industry and track record of building high-performing teams make him an invaluable addition to our leadership team."

Kevin joins OpenSpace at an exciting time as the company continues to grow rapidly, expand its offerings, and support its customers in simplifying how the world gets built. Reflecting on his new role, Kevin shared, "OpenSpace is at an inflection point for growth, much like we were at PlanGrid, with a best-in-class platform and technology and end customer love and satisfaction. I am honored to take on this exciting opportunity."

PROLIM Achieves Microsoft Azure Infrastructure Solutions Partner Status

14 January 2025

PROLIM is excited to announce that we have achieved the prestigious designation of Microsoft Azure Infrastructure Solutions Partner. This recognition underscores our commitment to delivering innovative cloud solutions that empower organizations to thrive in a rapidly evolving digital landscape.

At PROLIM, we are dedicated to helping our clients harness the full potential of Microsoft Azure. Our expertise in cloud services enables us to provide a comprehensive suite of solutions designed to enhance operational efficiency and drive business transformation. As a Solutions Partner for Infrastructure (Azure), we focus on enabling seamless migration and management of critical workloads, ensuring that our clients can leverage the power of the cloud effectively.

Key Offerings as an Azure Solutions Partner

With our new designation, PROLIM enhances its ability to support clients through:

- **Cloud Strategy and Implementation:** We work closely with organizations to develop tailored cloud strategies that align with their business goals, ensuring a successful transition to Azure.
- **Infrastructure Optimization:** Our team specializes in optimizing cloud infrastructure for performance, security, and cost-efficiency, allowing clients to maximize their investment in Azure.
- **Comprehensive Support Services:** We offer end-to-end support for managing hybrid and multi-cloud environments, ensuring compliance and governance across all platforms.

"We are proud to be recognized as a Microsoft Solutions Partner for Azure Infrastructure," said Prabhu Patil, CEO & Founder at PROLIM. "This achievement reflects the dedication and expertise of our team in delivering exceptional cloud solutions. We are committed to helping our clients navigate their cloud journeys and achieve their digital transformation objectives."

As we celebrate this milestone, PROLIM remains focused on fostering strong partnerships with our clients. We understand that each organization has unique challenges and opportunities, and we are dedicated to providing personalized support tailored to their specific needs. With our new designation, we are well-positioned to help businesses unlock the full potential of Microsoft Azure.

This accomplishment is a testament to the skill and dedication of the PROLIM team, who continuously strive to leverage AWS technology to its fullest potential. We look forward to continuing our partnership with AWS and helping our clients unlock new opportunities, accelerate their cloud initiatives, and achieve long-term success in an increasingly digital world.

Usman Shuja appointed to the Executive Board of the Nemetschek Group

13 January 2025

The Nemetschek Group, a leading global software provider for the digital transformation in the construction and media industries, is expanding its Executive Board. The Supervisory Board unanimously appointed Usman Shuja to the Executive Board, effective on January 1. Usman Shuja will continue to serve as Chief Division Officer (CDO) of the Build & Construct Division and as CEO of Bluebeam Inc.

With this appointment, Usman Shuja becomes the third member of the Executive Board, alongside CEO Yves Padrines and CFO Louise Öfverström. Usman Shuja joined the Nemetschek Group in September 2023. Under his leadership, he has already successfully shaped the strategic direction of the Build & Construct Division with an improved go-to-market approach and the successful execution of Bluebeam's subscription transition. Another important milestone was the successful acquisition of GoCanvas, a leading SaaS provider of field worker collaboration software.

"I am delighted to welcome Usman to the Executive Board," says Yves Padrines, CEO of the Nemetschek Group. "He is an exceptional leader with extensive industry expertise and a deep understanding of how companies innovate and evolve to ultimately better serve their

customers. Since joining the Nemetschek Group, Usman has already implemented key strategic priorities that position Bluebeam and the Build & Construct Division for the next phase of growth.”

On his appointment Usman Shuja states: “I am thrilled to join the Executive Board and work closely with the talented teams across the Nemetschek Group. Together, we have a tremendous opportunity to drive innovation, advance the industry, and deliver exceptional value to our customers and partners. I am looking forward to contributing to the Group’s success by fostering growth through innovation, go-to-market excellence, and creating delightful customer experiences, all while pursuing our shared vision for the future.”

Usman Shuja is an accomplished technology leader with extensive experience driving operational excellence in international, high-growth companies. Prior to joining the Nemetschek Group, he was Vice President and General Manager of the Connected Buildings division at Honeywell. Other stages in his career included renowned companies such as Boston Consulting Group, IBM and Dell. Usman Shuja was also a founding member of Avathon (formerly SparkCognition), a pioneering software company specializing in artificial intelligence (AI).

He holds a master’s in public administration (MPA) from the Kennedy School of Government at Harvard University, an MBA from the Kellogg School of Management at Northwestern University, and a bachelor’s in computer science from the University of Texas at Austin.

Event News

Cyncly brings its new end-to-end kitchen and bath software solutions to KBIS 2025

15 January 2025

Cyncly, the leading global provider of software and content solutions that help make amazing spaces for living, will be showcasing its integrated customer acquisition, design and business management solutions for the kitchen, bath, furniture and flooring industries at KBIS, North America’s largest kitchen and bath expo, in Las Vegas February 25-27, 2025. Visitors to booth #N2013 will see two new products, Design Flex and Spaces Flex, which help designers and retailers serve more customers and sell spaces faster.

Cyncly is the only provider of complete, integrated kitchen and bath software that connects the entire consumer journey from inspiration to installation. The company’s solutions help designers, retailers and manufacturers attract more leads and convert more sales with a complete set of capabilities. Cyncly customers gain access to advanced marketing and customer acquisition solutions, inspiration and configuration tools that engage consumers online and in-store, leading design solutions that draw on the market’s most complete set of manufacturer catalogs, integrated project management, and business analytics.

Products built on the Flex platform, including Design Flex and Spaces Flex, help designers and retailers close deals faster and stay closer to consumers at every step of the process. These

cloud solutions are designed to create a seamless web-to-store experience and can be accessed from any location, enabling remote collaboration and greater flexibility.

“Cyncly’s end-to-end software and our ongoing support and training help us support designers and retailers like no other provider,” said Wynn Grubbs, General Manager of Kitchen, Bath and Furniture Retail Solutions. “We’re laser-focused on helping our customers grow by integrating the full consumer journey in powerful, easy-to-use SaaS solutions. Visitors to our booth are going to be amazed by the ways we can serve as a true business partner that helps them connect with consumers, boost sales and run their businesses better than ever.

Highlights of the events include:

Redefining design and sales with Design Flex and Spaces Flex

Cyncly will feature Design Flex , which builds on the market-leading Design Live software with expanded capabilities including enhanced collaboration, advanced analytics, and faster rendering. Running on the cloud, Design Flex provides users with greater flexibility and mobility, allowing professionals to access and edit projects from anywhere, share documents with clients instantly, manage performance through intuitive dashboards and support multi-showroom operations with secure, cloud infrastructure.

For the first time at KBIS, visitors will be able to see Spaces Flex, a SaaS solution that empowers consumers, retailers, and designers to collaborate seamlessly on 3D space planning. Spaces Flex powerful combination of online consumer self-service for inspiration and design, personalized in-store assistance for design and sales, and seamless collaboration with professional designers for 3D space planning. The solution combines innovative AI and design automation capabilities with tools for demand generation, project management, end-to-end project tracking, revolutionizing the way retailers bring projects to life.

Both Spaces Flex and Design Flex are built on a cloud platform that can be accessed from any location and backed by the industry’s most accurate, comprehensive manufacturer catalogs, helping designers and retailers close deals faster and stay closer to consumers at every step of the process. Visitors can learn more about these and other products during Cyncly Theater presentations.

AI tools for kitchen and bath design

Join Vanessa DeKoekkoek, Cyncly Product Manager, Design, for a Voices from the Industry presentation, AI Meets Design: Workshop for Kitchen & Bath Designers. Vanessa will lead a hands-on exploration of how generative artificial intelligence (AI) is revolutionizing the kitchen and bath design industry, and how designers can utilize AI to create personalized, captivating spaces.

Cyncly Connect for Designers

Ahead of KBIS, on February 24, Cyncly Connect for Designers will offer a premier educational and networking event built on the theme, “Your Business, on the RISE.” The summit will feature:

- **Interactive demonstrations:** Designers can dive into the latest design technologies and trends shaping the future of the industry
- **Skill-building training:** Sessions for Design Live users to grow their design skills with practical training
- **Expert roundtables and workshops:** Actionable insights from industry experts, collaborative workshops to sharpen their business strategies, and opportunities to connect with peers
- **CEU opportunities:** Attendees are eligible to earn NKBA and NARI Continuing Education Units

Cyncly will match all proceeds collected from the event dollar-for-dollar and donated to the Las Vegas Habitat for Humanity.

Attendees can register for Cyncly Connect for Designers at <https://web.cvent.com/event/ce3bf2be-7131-4c1e-875b-4eb5c325770c>.

Cyncly showcases its leading flooring business and marketing solutions at The International Surface Event

14 January 2025

Cyncly, the leading global provider of software and content solutions that help make amazing spaces for living, is bringing its complete flooring software solutions to The International Surface Event, January 28-30, 2025, at the Mandalay Bay Convention Center, Las Vegas in booth #2057. Broadlume, in booth #1929, will join the event as part of Cyncly Flooring solutions for the first time.

Cyncly is the only software and services provider that offers an integrated, end-to-end solution for flooring retailers and commercial contractors of all sizes. Cyncly Flooring solutions, featuring products from RFMS, Pacific Solutions, Mobile Marketing, Broadlume, and Cyncly Payments, helps retailers and contractors attract and serve more customers, more profitably. Through Cyncly solutions, customers gain access to high-performance websites, lead generation and lead management CRM, as well as cutting-edge visualization, project estimating and management, project scheduling, mobile apps, and core business management software.

“We’re coming to Surfaces with a clear goal: to do the work and make it amazing,” said Mark Lukianchuk, General Manager, Cyncly Flooring solutions. “I couldn’t be more excited about what we offer the industry now that Broadlume has joined Cyncly. We’re looking forward to showing the capabilities of our complete software platform. When you combine that with our ongoing investments into innovation, we’re really positioned to serve as a true partner to every size of flooring business.”

What’s new at Surfaces 2025:

Broadlume joins as part of Cyncly Flooring solutions

For the first time, Broadlume will attend Surfaces as part of Cyncly Flooring solutions. Broadlume is a leading provider of digital marketing, visualization and business management software for the flooring industry. Cyncly Flooring solutions now brings Broadlume's lead generation, website, online retail, business management, product visualization, and payments solutions to dealers and manufacturers across North America, helping them reach more customers, operate more efficiently, and generate higher profits.

Cyncly Payments

Cyncly Payments is a fully embedded payment platform that offers a comprehensive, easy way to process payments, run reports and manage day-to-day activities, all within RFMS and Pacific Solutions. With seamless integration into business software, it offers streamlined workflows and time-saving efficiency through simplified processes, reduced errors, lower admin costs, and a single point of support through Cyncly. It offers both flexibility and security, with PCI compliance, multiple payment options and next-day funding.

Keynote address: "Stronger Today, Transforming Tomorrow"

Cyncly Flooring solutions General Manager Mark Lukianchuk will present Cyncly's vision for the future of the flooring industry on Wednesday, January 29 at 10:45am in the TISE LIVE Theatre, booth #3509. Learn about trends shaping the sector, the role of emerging technologies including AI, and how retailers can take advantage of opportunities to serve more customers.

In addition, Cyncly will share more information with visitors about Cyncly Connect Flooring, to take place May 20-22, 2025 in Chicago. Under the theme of "Your business, on the RISE," Cyncly will dive into the latest trends such as visualization tools, technologies including project life cycle management, and cutting-edge solutions like AI-powered estimation software. Attendees will have the opportunity to network with industry leaders and benefit from educational sessions and workshops.

Eurostep presenting & exhibiting at the 20th Life Cycle Management in NATO Conference

17 January 2025

Join us at the **20th Life Cycle Management in NATO Conference and Exhibition**, taking place **21–22 January 2025** at the Holiday Inn Brussels Airport. This milestone event, marking **20 years of NATO Life Cycle Management**, is themed *"Looking back, moving forward, facing new challenges."*

Visit our booth

Come by our booth to discover how Eurostep's software and services—powered by our ShareSpace platform – enable secure, standards-based product data supply chain collaboration across defence projects. Our experts will share insights on PLM, ILS/IPS, and how to ensure access to the product data your business needs.

Don't miss our presentation

On **Wednesday, 22 January (09:30 – 10:00)**, attend our session:

“How to Enable Product Definition Lifecycle Continuity in Collaborative Environments”

by

- **Mattias Larsson**, Principal Consultant, Eurostep AB
- **Simon Pettersson**, Director Defence Industry, Eurostep AB

In this briefing, Mattias and Simon will discuss:

- The impact of common product data representations throughout the lifecycle
- The importance of contracting and product data supply chain processes
- How assured product data will improve LCM operations and decision-making

See you in Brussels

We look forward to connecting with you at the conference! For more information or to schedule a meeting, please reach out to us at info@eurostep.com.

Let's advance together secure and efficient life cycle management in defence!

Infor Nexus Unveils NexTrace, its End-to-End Traceability Solution at NRF 2025

10 January 2025

Infor Nexus™, the single-instance supply chain network platform providing unparalleled visibility and collaboration, announced NexTrace. This innovative solution is designed to improve customer transparency and provide a competitive advantage. With the EU Digital Product Passport (DPP) set to take effect in 2027, companies need to start preparing now by implementing traceability solutions. NexTrace can give customers a head start to meet regulatory requirements like the EU DPP and the Corporate Sustainability Due Diligence Directive (CSDDD).

NexTrace provides end-to-end transparency by seamlessly tracking raw material through to finished products and beyond, ensuring full traceability throughout the entire supply chain journey. It integrates supplier ESG data and certificates for a holistic view of sustainability and compliance information. Leveraging AI technology and a supplier-centric philosophy, NexTrace simplifies the data collection process, ensuring accuracy and compliance.

“Last June, we launched Map and Trace, which empowers our customers to map their supply chains and collect documentation from multiple supplier tiers. Map and Trace provides evidence of chain of custody compliance with regulations such as the US UFLPA and the French AGECL law. With NexTrace, we're taking this to the next level by proactively gathering full-scale item-level traceability from each tier of the supply chain. This will help our customers to not only meet upcoming regulations like the EU Digital Product Passport but also gain a competitive edge by providing comprehensive data on their products' journey, composition, and sustainability,” said Brian Carelli, Infor VP, Sustainability and Partnerships.

Meeting regulatory and consumer demands for product traceability requires collaboration across supply chain tiers. By connecting to Infor Nexus, companies gain a head start, leveraging an established ecosystem of over 94,000 brands, retailers, and suppliers already on the

platform. Managing traceability and chain-of-custody data alongside existing supply chain processes on a unified platform accelerates progress, boosts efficiency, and reduces reliance on multiple systems.

NexTrace Capability Highlights:

- Enables seamless lot and item-level tracing by tracking the movement of raw material lots and batches through their conversion into finished products
- Leverages AI to collect data from the multiple tiers of suppliers, while automatically associating transactions from one tier to the next, helping to reduce the burden on suppliers and increase data accuracy and tracing efficiency
- Allows suppliers to upload data from existing reports in one easy step, rather than necessitating manual data entry
- RFID scanning of serialized barcodes at source automatically links the multi-tier chain of custody data
- Integrates supplier ESG data and certificates with traceability information, providing a comprehensive view of sustainability and compliance throughout the supply chain
- Creates a digital link and visualization to share traceability and product information with consumers, enhancing transparency and trust throughout the supply chain
- Tracing data automatically updates the network graph creating linkages between products and materials providing a higher fidelity map of your supply chain network

“Vendors will be eager to tout their Digital Product Passport solutions at NRF, but their focus is often on flashy features, rather than the minutiae of how to feed such data-hungry systems. At NRF, we look forward to demonstrating how trace data is built and how to scale a system of this magnitude,” said Carelli.

Keysight Showcases Solutions Designed to Accelerate AI Innovation at DesignCon 2025

15 January 2025

What: At [DesignCon 2025](#), Keysight Technologies will showcase a range of solutions to accelerate the development of intelligent networks. Demonstrations will include emulation and test solutions for electrical and optical transmissions and data center interconnect applications up to speeds of 800G and 1.6T as well as design and simulation of chiplet interconnects.

When: January 29-30, 2025

Where: Keysight booth number 1039
Santa Clara Convention Center

Media: Contact pdl-americas-keysight@keysight.com to schedule media briefings and solution demonstrations

Info: Keysight will present several sessions at DesignCon 2025, including technical discussions and tutorials

Demonstrations include:

- **Chiplet PHY Designer:** Keysight will showcase how designers can analyze and optimize performance bottlenecks for chiplet-based systems based on the UCIe and Bunch of Wires industry-standard interconnects.
- **1.6 Tbps Signal Integrity:** This demo will highlight Keysight's advanced signal integrity application software, which accelerates time to market for high-speed digital interconnects.
- **Next Generation Memory Validation:** Next generation measurement solutions require lower noise and reduced loading to reflect design performance accurately. Keysight will demo how this can be achieved through its new memory test application.
- **448 Gbps Research:** Next generation interconnect architecture for high-performance AI clusters has rapidly advanced to 448 Gbps interfaces for 3.2Tbps systems. In this demo, Keysight will highlight its arbitrary waveform generator, which provides the versatility needed for complex real-world signal testing, enabling analysis and AI research.
- **800G AI Interconnect:** Keysight will demonstrate how to measure optical and electrical interconnect BER to perform FEC error correction, which is essential for high data volume AI applications. Solutions include Keysight's new interconnects and network performance tester, the benchtop PAM4 ethernet test system and Keysight's solution for AI data centers.

Nemetschek Group Unveils AI Innovations at BAU 2025, Advancing Innovation, Cohesion, and User Empowerment

15 January 2025

The Nemetschek Group, a leading software provider for the AEC/O and media industries, introduced its latest AI advancements aimed at driving innovation, creativity and productivity. Key highlights include the integration of the *AI Assistant*, the Group's first AI-agent-based technology, into ALLPLAN and Archicad by Graphisoft.

At BAU 2025, the leading trade fair for architecture, materials, and systems, the Nemetschek Group introduced the *AI Assistant* starting with two of its brands – ALLPLAN and Graphisoft. The *AI Assistant* is one of the core solutions within the AI strategy of the Nemetschek Group. It simplifies workflows and fosters collaboration by unifying the ecosystem under a cohesive, intelligent interface.

“Our *AI Assistant* represents a foundational shift in how we approach innovation and collaboration. By unifying our ecosystem with a seamless, intelligent *AI Assistant* and by combining cutting-edge AI capabilities with decades of expertise in the AEC/O industry, we are enabling our users to push boundaries and reimagine workflows, while offering trust and reliability” said Charles Sheridan, Chief AI & Data Officer at the Nemetschek Group.

“The *AI Assistant* is our first AI agent-based technology, and it builds on the AI layer announced in October 2024”, explained Julian Geiger, VP, Head of AI Product and Transformation at the Nemetschek Group. “The *AI Assistant* delivers a consistent and cohesive user experience across our brands, empowering users to enhance creativity and productivity with smarter tools while seamlessly transitioning between brands through a familiar interface”.

Within Archicad by Graphisoft, the *AI Assistant* is embedded directly into the software as an integrated AI chatbot. It provides features such as product knowledge, industry insights, BIM model queries, and AI Visualizer integration, enabling users to design and refine projects through a streamlined chat interface. In ALLPLAN, the *AI Assistant* showcases multi-touchpoint functionality by extending its capabilities to the internet. It provides access to product knowledge, AECO industry insights, and advanced tools to tackle complex project requirements.

With its unified design principles, the Nemetschek Group aims to expand the *AI Assistant* to other brands within the company in 2025 and onwards, showing its dedication to empowering architect, engineers, contractors, and other professionals with innovation in the AEC/O industry.

Qualtrics Reveals Agenda and Speakers for X4™ 2025, the Experience Management Summit

9 January 2025

Qualtrics, the leader and creator of the experience management category, revealed the first keynote speakers for X4: The Experience Management Summit, taking place March 18-20 in Salt Lake City.

X4, which brings together customer and employee experience leaders and market research experts from top brands around the world, will feature keynote conversations with Donna Morris, Executive Vice President & Chief People Officer of Walmart Inc., Bill McDermott, Chairman and Chief Executive Officer of ServiceNow and Rob Swain, Chief Operations Officer at KFC Global. The executives from three of the world’s leading brands will share how they are driving business success through improving the customer and employee experience.

Qualtrics also unveiled the X4 agenda, featuring speakers from Hilton, Applebee’s, Ford, Atlassian, Workday, and more, with more than 30 breakout sessions across seven tracks, including customer experience, employee experience, strategy and research, education, healthcare, government and financial services. More speakers will be added in the coming weeks.

X4 2025 will bring together more than 8,000 attendees, including C-suite executives and industry leaders in frontline experience, HR, AI and customer care, to hear from some of the world’s largest brands and organizations.

“X4 is the must-attend event for any organization aiming to elevate the value they deliver to customers and employees,” said Lynn Giroto, Chief Marketing Officer of Qualtrics. “This year’s lineup features an incredible roster of speakers from industry leading brands like Walmart, KFC and ServiceNow, who will provide attendees with actionable insights, strategies for leveraging

AI to drive efficiency, and proven methods to achieve their business goals. Participants will leave with valuable connections and the tools they need to make an immediate impact within their organizations.”

Early bird pricing for X4 Summit tickets is available until Jan 31.

Session Highlights at Qualtrics X4 2025:

Transformative CX Breakouts – Leaders of Fiserv, Hilton, Applebee’s, Autodesk, and others will share how they are using XM and AI to enhance customer loyalty, capture market share, and gain deep insights into customer preferences in a noisy environment.

Innovative EX Breakouts – Stripe, Ford, USAA, Atlassian, Kenvue, and others will discuss their use of AI-powered tools to engage their workforce, implement effective employee listening programs, and connect the key moments that shape the entire employee journey to drive business outcomes.

Cutting-Edge Strategy & Research Breakouts – Experts from Roblox, Indeed.com, and others are set to explore how they’re using advanced market research tools like synthetic data to create distinctive, scalable experiences that set them apart.

Expert-led, hands-on training and thought leadership – Attendees will hear from leaders and practitioners who are unlocking business value with their experience management programs and Qualtrics solutions with the XM Basecamp add-on.

To register and for more information, visit www.qualtrics.com/x4summit.

Retail Public Cloud ERP and AI Shopping Assistant Headline SAP Innovations at NRF 2025

9 January 2025

SAP SE announced a slate of new solutions and capabilities catering to the retail industry at Retail’s Big Show, the flagship industry event hosted by the National Retail Federation.

SAP’s top news is the general availability of the SAP S/4HANA Cloud Public Edition, retail, fashion, and vertical business solution. This enterprise resource planning (ERP) solution is built specifically for retailers and marks a significant milestone in bringing tailored ERP capabilities to retailers of all sizes worldwide.

“SAP’s announcement of an all-in-one platform tailored for retail represents a meaningful differentiator in the market,” said Leslie Hand, Group Vice President for IDC Retail Insights. “Retailers often struggle with fragmented solutions that excel in some areas but cannot deliver the end-to-end integration necessary for seamless retail operations.”

“With SAP S/4HANA Cloud Public Edition, retail, fashion, and vertical business, SAP brings the same best-in-class functionality trusted by market leaders and recognized worldwide, now tailored to meet the scale, price and time-to-value required by fast-growing organizations,” said Balaji Balasubramanian, senior vice president and global head, Commerce and Consumer Industries at SAP SE. He added that retailers, in order to deliver personalized experiences, need

an ERP system with retail-specific processes and capabilities that are tailored to the complexities of merchandising, store operations, and retail supply chains. Balasubramanian notes that generic ERP systems lack these end-to-end retail processes and aren't flexible enough for today's digital consumer.

SAP's latest offering addresses these challenges through a solution built on the flexibility of public cloud architecture that unifies industry-specific processes, data and AI and offers out-of-the-box integrations. It also provides a comprehensive suite of capabilities designed to streamline processes, enhance customer experiences and drive sustainable growth. The new platform offers integrated management of finance, procurement and merchandising, with unified operational data and ready-to-use AI.

New loyalty solution to feature data-driven personalization

SAP also announced a new loyalty management solution aimed at retailers and consumer packaged goods companies, scheduled for release in the second half of 2025.

According to new research from SAP Emarsys, four in five (83%) U.S. consumers feel undervalued by the brands they remain loyal to, with many questioning their loyalty altogether. This new solution aims to equip organizations with experiential journeys and personalized, real-time offers to help earn customer loyalty through integration with the SAP Commerce Cloud, SAP Service Cloud, SAP Emarsys and SAP S/4HANA Cloud Public Edition, retail, fashion, and vertical business solutions.

Key features include:

- Loyalty profiles that connect every shopper with a cloud-based loyalty wallet, facilitating targeted and personalized offers, entitlements, and real-time basket analysis.
- Multi-brand loyalty management, as well as shared loyalty programs with partners that centralize loyalty programs across regions and markets, enabling combined brand programs for gaining market share.
- A single place for omnichannel promotion planning with real-time redemption to deliver any type of offer, digital payment and gifting to all customers on any channel.
- Loyalty journey planning that delivers experiential omnichannel journeys tailored to customer needs through personalized commerce, marketing, service and retail interactions.
- Quantifiable metrics that track promotion performance and loyalty-related liabilities, linking to financial systems to measure ROI, and enable settlements with the member and partner brands.

Artificial intelligence to make online shopping easier than ever

SAP also announced the general availability of an AI shopping assistant in the first half of 2025. This intelligent assistant, delivered with the SAP CX AI Toolkit, expands the existing AI capabilities of SAP Commerce Cloud, transforming the online shopping experience through natural language conversations that help customers quickly find exactly what they need.

Financial News

AECOM announces planned dates for first quarter fiscal 2025 earnings results and conference call

13 January 2025

AECOM, the trusted global infrastructure leader, announced that it intends to issue its first quarter fiscal 2025 earnings results after the U.S. market closes on February 3, 2025. The Company will also host a conference call and webcast with analysts and investors on February 4, 2025, at 8 a.m. Eastern Time / 7 a.m. Central Time, during which management will present the Company's financial results and outlook, strategic accomplishments, and market and business trends.

The webcast and a replay will be available online at <https://investors.aecom.com>. The press release and presentation slides will be available on the Company's website the day of the call and will contain additional financial information.

The conference call can be accessed directly by dialing 800-599-5188 (U.S.) or an international number at 646-307-1591 and entering passcode 7295287.

AMETEK Announces Fourth Quarter 2024 Earnings Call and Webcasted Investor Conference Call Information

16 January 2025

AMETEK, Inc. will issue its fourth quarter 2024 earnings release before the market opens on Tuesday, February 4, 2025.

AMETEK will webcast its fourth quarter 2024 investor conference call on Tuesday, February 4, 2025, beginning at 8:30 AM ET. The live audio webcast can be accessed by clicking on the Events & Presentations link in the "Investors" section of www.ametek.com. A replay of the call will also be archived on the website and will be available until the next quarterly earnings call.

Aspen Technology Announces Date of Second-Quarter Fiscal Year 2025 Financial Results Release, Conference Call and Webcast

14 January 2025

Aspen Technology, Inc. ("AspenTech"), a global leader in industrial software, announced that it will release financial results for its second quarter fiscal year 2025, ended December 31, 2024, after the U.S. financial markets close on Tuesday, February 4, 2025.

AspenTech will host a conference call and webcast presentation on Tuesday, February 4, 2025, at 4:30 p.m. ET to discuss its financial results, business outlook, and related corporate and financial matters. A live webcast of the call will be available on AspenTech's Investor Relations website, <http://ir.aspentech.com/>, via its "Webcasts" page. Please use the following [registration link](#) to access the call by phone. We encourage participants to dial into

the conference call fifteen minutes ahead of the scheduled start time to avoid delays. A replay of the webcast also will be available for a limited time at <http://ir.aspentech.com/>.

Electronic System Design Industry Posts \$5.1 Billion in Revenue in Q3 2024, ESD Alliance Reports

14 January 2025

Electronic System Design (ESD) industry revenue increased 8.8% to \$5,114.5 million in the third quarter of 2024 from the \$4,702.4 million registered in the third quarter of 2023, the ESD Alliance, a SEMI Technology Community, announced today in its latest *Electronic Design Market Data (EDMD) report*. The four-quarter moving average, which compares the most recent four quarters to the prior four, rose 13.7%.

“The electronic design automation (EDA) industry reported significant revenue growth in Q3 2024,” said Walden C. Rhines, Executive Sponsor of the SEMI Electronic Design Market Data report. “Product categories Computer-Aided Engineering and Services posted double-digit growth, with Printed Circuit Board and Multi-Chip Module, and Semiconductor Intellectual Property also posting growth. Regionally, the Americas along with Europe, Middle East, and Africa reported double digit growth. The four-quarter moving average increased for all product categories and regions.”

The companies tracked in the *EDMD* report employed 62,417 people globally in Q3 2024, a 4.5% increase over the Q3 2023 headcount of 59,737, but down 1.2% compared to Q2 2024.

The quarterly *EDMD* report contains detailed revenue information within the following category and geographic breakdowns.

Revenue by Product and Application Category – Q3 2024 Year-Over-Year Change

- **Computer-Aided Engineering (CAE)** revenue jumped 16% to \$1,922.2 million in Q3 2024. The four-quarter CAE moving average increased 14.5%.
- **Integrated Circuit (IC) Physical Design and Verification** revenue decreased 5.5% to \$854.4 million. The four-quarter moving average for the category increased 4.3%.
- **Printed Circuit Board (PCB) and Multi-Chip Module (MCM)** revenue rose 5.8% to \$450.8 million. The four-quarter moving average for PCB and MCM rose 9.1%.
- **Semiconductor Intellectual Property (SIP)** revenue increased 7% to \$1,686.2 million. The four-quarter SIP moving average rose 17.5%.
- **Services** revenue rose 45.2% to \$200.8 million. The four-quarter Services moving average rose 30.8%.

Revenue by Region – Q3 2024 Year-Over-Year Change

- The **Americas**, the largest reporting region by revenue, procured \$2,325.4 million of electronic system design products and services in Q3 2024, a 17.2% increase. The four-quarter moving average for the Americas rose 17%.

- **Europe, Middle East, and Africa (EMEA)** procured \$645.6 million of electronic system design products and services, a 17.1% increase. The four-quarter moving average for EMEA grew 15.4%.
- **Japan's** procurement of electronic system design products and services decreased 3.5% to \$298.5 million. The four-quarter moving average for Japan increased 7.6%.
- **Asia Pacific (APAC)** procured \$1,845 million of electronic system design products and services, an 0.7% decrease. The four-quarter moving average for APAC grew 10.6%.

Emerson Schedules First Quarter 2025 Earnings Release and Conference Call

15 January 2025

Emerson will report its first quarter results prior to market open on Wednesday, Feb. 5, 2025. Emerson senior management will discuss the results during an investor conference call that same day, beginning at 8:30 a.m. Eastern Time, 7:30 a.m. Central Time.

All interested parties may listen to the live conference call and view presentation slides, which will be posted in advance of the call, by going to the Investors area of Emerson's website at www.Emerson.com/investors and completing a brief registration form. A replay of the conference call will be available for three months following the webcast at the same location on the Emerson website.

HCLTech delivers strong Q3 FY25 with broad-based growth

13 January 2025

HCLTech, a leading global technology company, delivered strong performance for the quarter ended December 31, 2024 with \$3.5 billion in USD revenue.

Revenue in constant currency (CC) grew 4.1% YoY and EBIT for the quarter came in at 19.5%. Services revenue for the quarter was up 4.9% YoY (CC) and Digital revenue was up 6.3% YoY (CC). HCLSoftware annual recurring revenue (ARR) came in at \$1.02 billion.

The company revised its revenue growth guidance for FY25 to 4.5%-5% (CC) and maintained its EBIT margin guidance at 18%-19% for the year.

"I am pleased that our growth is powered by broad-based performance across business lines as our clients across verticals and geos reaffirm their confidence in our Digital and AI offerings. Our new deal bookings were healthy at \$2.1 billion, with wins across services and software. We are positioning ourselves for a future that is transformative, with AI empowering both businesses and employees. We continue to see growing demand for our AI-led propositions across services and software offerings," said C Vijayakumar, CEO & Managing Director, HCLTech.

The Americas region recorded the highest revenue growth of 6.2% YoY (CC). Europe grew at 2.6% YoY (CC) and the Rest of the World (RoW) grew by 2.9% YoY (CC). Industry vertical growth was led by Telecommunications, Media, Publishing & Entertainment (33% YoY in CC), followed by Retail & CPG (17% YoY in CC) and Technology and Services (7.6% YoY in CC).

The company declared a dividend of ₹18 per share, which includes a special dividend of ₹6 per share to celebrate 25 years of HCLTech's public listing. This represents the 88th consecutive quarter of dividend payout.

During the quarter, HCLTech hired 2,014 freshers, while attrition (last twelve months) was at 13.2%.

Select Services, GenAI and Software deals won this quarter:

- HCLTech strengthened its capabilities in AI-driven contact center transformation by further expanding its strategic partnership with a US-based global technology company to help transform contact centers with GenAI and cloud-based solutions.
- A Europe-based biopharma major and one of the world's largest pharmaceutical and biomedical companies selected HCLTech to establish an innovative, enterprise-based digital hub leveraging its platform engineering and GenAI capabilities.
- An Asia-headquartered global civil aviation major selected HCLTech to transform its engineering workstream with iMRO/4, HCLTech's intelligent enterprise asset management solution.
- A leading UK-based retail chain selected HCLSoftware's Big Fix, Workload Automation, the full suite of HCL DevOps, iControl and iObserve from the HCL DryIce suite and AppScan, to enhance security, infrastructure protection, development processes, software management, automation and digital transformation.
- A US-based biomedical company selected HCLTech to develop a reinforcement learning (RL) agent to optimize medication delivery for Parkinson's disease.
- A Japan-based semiconductor major selected HCLTech to co-develop a next-gen computing Silicon on Chip (SoC) for automobile industry.

Honeywell to Release Fourth Quarter Financial Results and Announce 2025 Outlook During its Investor Conference Call on Thursday, February 6

13 January 2025

Honeywell will issue its fourth quarter financial results and 2025 outlook before the opening of the Nasdaq Stock Market on Thursday, February 6. The company will also hold a conference call at 8:30 a.m. EST.

As [previously communicated](#) on December 16, 2024, Honeywell plans to provide an update on its strategic alternatives review with the fourth quarter 2024 earnings release.

Presentation Materials / Webcast Details

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

Informatica To Report Fourth Quarter and Fiscal Year 2024 Financial Results on February 13, 2025

15 January 2025

Informatica, a leader in enterprise AI-powered cloud data management, announced it will report financial results for the fourth quarter and fiscal year 2024, which ended December 31, 2024, following the close of the U.S. markets on Thursday, February 13, 2025. Informatica will hold a conference call on the same day at 2:00 p.m. Pacific Time (5:00 p.m. Eastern Time) to discuss its quarterly financial results.

The conference call can be accessed by dialing (833) 470-1428 from the United States or (404) 975-4839 internationally with access code 968255.

A live webcast and replay of the conference call and earnings presentation materials will be available on the investor relations page of Informatica's company website at <https://investors.informatica.com>.

Invitation to presentation of Addnode Group's Year-end Report January – December 2024

15 January 2025

Addnode Group is pleased to invite investors, analysts, and media to a presentation where President and CEO Johan Andersson and CFO Kristina Elfström Mackintosh will present the Year-end report January – December 2024. After the presentation, there will be an opportunity to ask questions.

Date: Friday January 31, 2025

Time: 09:30 AM CET

Access to audiocast and teleconference with the ability to ask questions verbally: <https://www.addnodegroup.com/report/q4-2024/>

The presentation will be held in English.

The year-end report will be published at 07:30 AM CET the same day.

The full report, presentation, and links to the audiocast and teleconference will be available on www.addnodegroup.com

Invitation to presentation of Hexagon's Year-End Report on 31 January

17 January 2025

Hexagon will release its Year-End Report for 2024 on Friday, 31 January, at approximately 08:00 CET. Interim President and CEO Norbert Hanke will host a live webcast and telephone conference at 10:00 CET.

Webcast:

The webcast will be streamed [here](#).

Telephone conference:

Anyone interested in participating in the Q&A session following the Year-End Report presentation must register [here](#).

1. Upon registering, each participant will be provided with a personal PIN and dial in information via email.
2. Access to the telephone conference will be available 10 minutes prior to call start time.

All presentation material will also be available for on-demand viewing on the Company's website.

L&T Technology Services reports 9.5% YoY growth in Q3FY25 Highest ever large deal bookings

15 January 2025

L&T Technology Services Limited, a global leader in engineering and technology services, announced its results for the third quarter ended December 31, 2024.

Highlights for Q3FY25 include:

- Revenue at ₹26,530 million; growth of 3.1% QoQ and 9.5% YoY
- USD Revenue at \$312 million; growth of 3.1% QoQ and 8.7% YoY in constant currency
- EBIT margin at 16.2% excluding one-time non-operational M&A expense; up 110 bps QoQ
- Net profit at ₹3,224 million; growth of 0.9% QoQ
- 8 large deals: one USD 50 million, two USD 35 million, two USD 25 million, and three USD 10 million deals

"We had a strong quarter with 3.1% growth in constant currency led by our Tech and Sustainability segments where the demand outlook has been steadily improving. In Tech, we grew by 11% sequentially driven by ramp ups in Medtech, Hyperscalers and Communication providers where we leveraged our SWC capabilities. Sustainability grew by 4% sequentially helped by plant modernization and automation demand.

Our large deal TCv has seen a healthy increase with eight wins across segments. The large deal pipeline continues to be robust aided by ongoing engagements with customers on both new age product and platform development and business transformation.

Our strategy of investing upfront in the first half of the current fiscal has started yielding results with growth and margin improvement. With the Intelliswift acquisition now complete, we have formed a new sub-segment called Software & Platforms through which we will strengthen our foothold in Hyperscalers and enter the Service-led sectors namely Retail, Fintech and Healthcare which are new and promising markets for us. This strategic move enhances our AI, digital and software product engineering capabilities, increasing our ability to deliver greater value to clients through a unified offering.

During the quarter, we inaugurated the NVIDIA AI Experience Zone at our Bengaluru design hub, enhancing AI capabilities for clients in Mobility and Tech. With 174 patents filed in AI/Gen AI applications, we reaffirm our commitment to AI led innovation,” said Amit Chadha, CEO & Managing Director, L&T Technology Services Limited.

Patents

At the end of Q3FY25, the patents portfolio of L&T Technology Services stood at 1,448, out of which **903** are co-authored with its customers and **545** are filed by LTTS.

Human Resources

At the end of Q3FY25, LTTS’ employee strength stood at 23,465.

PROS Holdings, Inc. Announces Date of Fourth Quarter and Full Year 2024 Financial Results Release, Conference Call, and Webcast

16 January 2025

PROS®, a leading provider of AI-powered SaaS pricing and selling solutions, will release its financial results for the fourth quarter and full year 2024 ended December 31, 2024, after the U.S. financial markets close on Thursday, February 6, 2025.

PROS Holdings, Inc. will host a conference call on Thursday, February 6, 2025, at 4:45 p.m. ET to discuss the company’s financial results and business outlook. To access this call, dial 1-877-407-9039 (toll-free) or 1-201-689-8470.

The live and archived webcasts of this call can be accessed under the “Investor Relations” section of the Company’s website at www.pros.com. A telephone replay will be available until Thursday, February 13, 2025, at 11:59 PM ET at 1-844-512-2921 (toll-free) or 1-412-317-6671 using the pass code 13750860.

PTC to Announce Fiscal Q1'25 Results on Wednesday, February 5th, 2025

15 January 2025

PTC will release its fiscal 2025 first quarter results on Wednesday, February 5th after the stock market closes. Senior management will host a live webcast and conference call to review the results on Wednesday, February 5th at 5 pm Eastern Time. The earnings press release, accompanying earnings presentation, and financial data tables will be accessible prior to the conference call and webcast on the Investor Relations section of the Company's website at [PTC Investor Relations](#).

What: PTC Fiscal Q1'25 Conference Call and Webcast

When: Wednesday, February 5th, 5:00pm (ET)

Webcast: Register [Here](#)

Replay: To access the replay via webcast, please visit [this page](#).

Tech Mahindra reports 92.6% YoY growth in PAT to Rs. 983 crores PAT margin expansion of 350 bps YoY New Deals TCV grew by 95.4% YoY to USD 745 Mn

17 January 2025

Tech Mahindra, a leading global provider of technology consulting and digital solutions to enterprises across industries announced the audited consolidated financial results for its quarter ended December 31, 2024.

Financial highlights for the quarter (USD)

- Revenue USD 1,567 mn; down 1.3% QoQ, down 0.4% YoY
 - Revenue grew by 1.2% QoQ and by 1.3% YoY in constant currency terms
- EBITDA USD 213 mn; up 2.0% QoQ, up 54.7% YoY
- EBITDA Margin 13.6%, up 40 bps QoQ, up 480 bps YoY
- Profit after tax (PAT) USD 116 mn; Operational PAT* up 9.9% QoQ; up 88.5% YoY
- PAT Margin 7.4%, Operational PAT* Margin up 80 bps QoQ, up 350 bps YoY
- Free cash flow USD 199 mn
- New deal wins TCV USD 745 mn

Financial highlights for the quarter (₹)

- Revenue ₹ 13,286 crores; down 0.2% QoQ, up 1.4% YoY
- EBITDA ₹ 1,809 crores; up 3.4% QoQ, up 57.8% YoY
- Consolidated PAT ₹ 983 crores; Operational PAT* up 11.5% QoQ; up 92.6% YoY
- Earnings per share (EPS) ₹ 11.08

Other Highlights

- Total headcount at the end of the quarter 150,488; down 3,785 QoQ, up 4,238 YoY
- LTM IT attrition 11.2%
- Days of Sales Outstanding 88 days; down 6 days QoQ, down 3 days YoY
- Cash and Cash Equivalent at the end of the quarter ₹ 6,841 crores

*** Operational PAT – excludes exceptional item of land sale proceeds in Q2'25**

Mohit Joshi, Chief Executive Officer and Managing Director, Tech Mahindra, said, “We see an improved rate of deal wins in our key verticals and prioritised markets. This coupled with consistent expansion in operating margins, despite cross-currency headwinds during the quarter, reaffirms that we are on track to achieve our long-term goals.”

Rohit Anand, Chief Financial Officer, Tech Mahindra, said, “We delivered growth in EBIT margin and operating PAT, both on a sequential and year-on-year basis, resulting from our targeted actions under Project Fortius, along with steady increase in new deal wins, across

prioritised verticals and markets. Our continued focus on optimising working capital management has resulted in generation of robust free cashflow.”

Key Wins

- Tech Mahindra won a new logo with one of the largest telecom operators in Europe, by being a strategic partner focused on delivering consolidation and accelerated transformation of the key domains of their Digital, IT and Network ecosystem.
- Tech Mahindra was selected by a large German Telco to support their technology domains across Network, IT, and Service Operations, driving autonomous operations using GenAI driving modernization of operating technology domains through establishment of a focused operations excellence center.
- Tech Mahindra was selected by a global leading Hi-Tech and Mobile company for the end-to-end data services, beginning from data collection to data engineering and release including QA, Automation for their key flagship consumer and enterprise product, helping them gain a competitive edge and deliver an immersive experience differentiated by AI.
- Tech Mahindra won a managed services deal from a leading European auto-maker for supporting their IT landscape covering every aspect of their business operations by leveraging our ADMS and Cloud & Infra Services capabilities.
- Tech Mahindra was awarded a Global Managed Network as a Service (NaaS) deal by a Europe based and one of the largest chemical producers in the world. TechM to leverage its comprehensive capabilities in Network Services across Americas, EMEA, APAC & China.
- Tech Mahindra was selected by one of the largest Telco in Canada to provide frontline Customer Experience services helping client achieve operational efficiencies, while providing enhanced services for its customers by leveraging TechM’s BPS capabilities.

Business Highlights

- Tech Mahindra announced the launch of **TechM agentX**—a comprehensive suite of GenAI-powered solutions designed to drive intelligent automation and enhance efficiency for enterprises globally. Through these solutions, enterprises can automate complex business, IT, and data tasks, improving productivity by up to 70%.
- Tech Mahindra announced the establishment of Centers of Excellence (CoE) powered by NVIDIA platforms to drive advancements in sovereign large language model (LLM) frameworks, agentic AI, and physical AI. Based on the TechM’s Optimised Framework, the CoE leverages the NVIDIA AI Enterprise software platform — including NVIDIA NeMo, NVIDIA NIM microservices and NVIDIA RAPIDS — to offer customised, enterprise-grade AI applications to help clients adopt agentic AI in their businesses. The CoE also uses the NVIDIA Omniverse platform to develop connected industrial AI digital twins and physical AI applications across various sectors and industries. The CoEs are located within TechM’s Makers Lab’s at Pune and Hyderabad.

- Tech Mahindra signed a multi-year Strategic Collaboration Agreement (SCA) with Amazon Web Services (AWS) to develop an Autonomous Networks Operations Platform (ANOP). The platform is built on AI-ML and GenAI services powered by AWS, enabling customers to transition their network operations from an on-premises infrastructure to a real-time proactive and preventive model operating on a hybrid cloud empowering businesses to enhance Network Operations Center (NOC) productivity for teams managing physical and cloud infrastructure by more than 50%, reducing field visits by over 15%, shortening Mean Time to Repair (MTTR) for network and service incidents by more than 30%, and accelerating the implementation of network and service configurations, achieving improvements of over 30% in speed and efficiency.
- Tech Mahindra has collaborated with Universal Scientific Industrial (Shanghai), USI, a global leader in electronic design and manufacturing and in SiP (System-in-Package) technology, to establish USI's first Engineering Offshore Development Center in India to accelerate innovation in smart device engineering. The collaboration will provide scalable solutions, accelerate time-to-market, and deliver innovative advancements to drive the future of connected devices, additive manufacturing, connected vehicles, and augmented and virtual reality.
- Tech Mahindra announced integration with ServiceNow to drive enterprises into the GenAI era with One E2E Platform, an end-to-end enterprise service management solution. The platform will enable businesses to enhance operational efficiency and competitiveness by integrating GenAI capabilities into their business-critical processes and modernizing infrastructure to be future-ready by combining TechM's global domain expertise with capabilities from the ServiceNow platform.
- Tech Mahindra and ColorTokens Inc., the leading global enterprise microsegmentation company, advanced their partnership by launching "Breach Ready" microsegmentation solutions. Built on ColorTokens' industry-leading microsegmentation platform widely recognised for its innovative approach to building cyber resilience and strengthening cyber defense based on Zero Trust security architecture, the solutions aim to enhance cybersecurity posture for global enterprises across industries.

Awards and Recognitions

- Tech Mahindra received Bombardier's Diamond Supplier certification for the third time, recognising TechM's outstanding operational performance, dedication to upholding high-quality standards, and innovative aerospace engineering services offered to Bombardier facilities worldwide.
- Tech Mahindra recognised as "Trailblazer Supplier of the Year" at Cisco's Annual Supplier Day 2024, acknowledging TechM's relentless pursuit of innovation and excellence in delivering cutting-edge solutions that empower Cisco to achieve its digital transformation goals in an evolving business landscape.
- Tech Mahindra recognised for the Best Mobile Banking App - under the vendor category by The Digital Banker Global Retail Banking Innovation Awards 2024, highlighting

TechM's outstanding contributions to the digital transformation of lending and collections business, in both consumer and commercial loans.

- Tech Mahindra recognised amongst 'Best Brands of 2024' in India by ET NOW.
- Tech Mahindra recognised amongst 'Progressive Places to Work 2024' by ET NOW.
- Tech Mahindra ranked 1st in India and 2nd globally, with a score of 88 and a 100 percentile in Dow Jones Sustainability Index (DJSI) 2024.
- Tech Mahindra included in the DJSI World Index and DJSI Emerging Markets for the tenth consecutive year.

WIPRO LIMITED TO ANNOUNCE RESULTS FOR THE THIRD QUARTER ENDED DECEMBER 31, 2024, ON JANUARY 17, 2025

8 January 2025

Wipro Limited, a leading technology services and consulting company, will announce results for the third quarter ended December 31, 2024, on Friday, January 17, 2025, after stock market trading hours in India. The results will be available in the Investors section of the company's website at www.wipro.com/investors/

At 7:00 PM IST* (8:30 AM US Eastern time) following the results announcement, the senior management will discuss the company's performance for the quarter and answer questions sent by 6:30 PM IST* (8:00 AM US Eastern time)
 to: dipak.bohra@wipro.com or abhishek.jain2@wipro.com

The audio from the conference call will be available online through a webcast and can be accessed at <https://links.ccwebcast.com/?EventId=WIP170125>

Dial-in details for the conference call are as below

Time	7.00 PM - IST* (8:30 AM-ET#)
<p>Click here for the diamond pass link</p> <p>Diamond Pass™ is a Premium Service that enables you to connect to your conference call without having to wait for an operator. If you have a Diamond Pass™ click the above link to associate your pin and receive the access details for this conference, if you do not have a Diamond Pass™ please register through the link and you will receive your Diamond Pass™ for this conference.</p>	
Primary Access Toll Number	+91 22 6280 1120 +91 22 7115 8021

US Toll-Free Number	1 866 746 2133
Singapore Toll-Free Number	800 101 2045
UK Toll-Free Number	0 808 101 1573
Hong Kong Toll-Free Number	800 964 448
No Passcode Required	

Please dial any of the above numbers five to ten minutes ahead of schedule. The operator will provide instructions on asking questions before and during the call.

The replay of the call will be available two hours after the end of the call on the following numbers.

Call Playback Numbers:

	Phone Number	Passcode/Conference ID	Replay Dates
India	+91 22 71945757	Access Code: 947765	17-Jan-25 to 24-Jan-25
Toll Free USA	+1 8332898317	Access Code: 947765	17-Jan-25 to 24-Jan-25

Implementation Investments

Atlas Salt Unifies Project Teams and Data with Oracle Cloud

14 January 2025

Atlas Salt, Inc., a new developer in Canada’s mining industry, is digging into Oracle’s project and financial management solutions to support the development of the Great Atlantic Salt (GAS) deposit. The GAS project, which is set to initially produce up to 2.5 million tons of rock salt annually, represents North America’s first new salt mine in nearly three decades.

With the Oracle solutions, including Oracle Aconex, Oracle Primavera Cloud, and Oracle NetSuite, Atlas Salt will be able to optimize its operations to accelerate project timelines, address potential supply chain disruptions, and help control costs. For instance, Atlas Salt will

be better able to manage long lead times for critical equipment, such as mining machinery and transformers, by incorporating potential delays directly into the project plan. Atlas Salt anticipates that efficiencies unlocked by these tools will save millions of dollars and cut several months off the project timeline set out in the feasibility study for the GAS Project issued on May 1, 2024.

“Oracle’s project and financial management solutions have given us a reliable and secure technology backbone that is helping transform how our teams collaborate and communicate,” said Andrew Smith P. Eng, ICD.D, Mine Project Manager, Atlas Salt. “By providing a single source of truth for our data, including drawings, approvals, and documents, we can quickly incorporate feedback from in-field contractors into our project schedules, helping us stay agile and proactive in addressing any scheduling issues or risks. We anticipate that the collaborative tools and methodologies provided by these solutions will result in significant time and cost savings that set us up to achieve our goal to deliver the GAS Project as Canada’s next salt mine.”

Enhancing collaboration, transparency, and financial efficiency, Oracle Aconex is supporting Atlas Salt’s work on the Great Atlantic Salt deposit - now moving into its execution phase - with critical capabilities for collaboration and change, as well as information and cost management. In tandem, Oracle Primavera Cloud is connecting data and teams through centralized planning and scheduling. This is helping maximize resources, minimize risk, and keep projects on track. In addition, Atlas Salt will use NetSuite’s enterprise resource planning system to help improve visibility across the business, optimize corporate budgeting, and simplify procurement processes.

With the integrated Oracle system, Atlas Salt will have the critical visibility and accountability to drive efficiency across operations and strengthen relationships with key stakeholders, including regulatory bodies and local communities. In tandem, real-time tracking and enhanced financial forecasting will help Atlas Salt improve cash flow management and maintain the financial discipline required to attract potential new funding from investors and lenders.

“By integrating project budgets, schedules, and workflows into a single, integrated system, Atlas Salt can better manage complex project dynamics and make real-time adjustments to work plans and financial forecasts,” said Mark Webster, senior vice president and general manager, Oracle Construction and Engineering. “Oracle’s solutions bring teams together and enable Atlas Salt to present more robust and transparent financial models to potential investors, strengthening its position to secure funding and ensure long-term project success.”

Cosmoproject Implements Centric PLM to Streamline Business Processes

14 January 2025

Centric Software® is pleased to announce that leading Italian cosmetics formula manufacturer, Cosmoproject, has successfully implemented Centric PLM™ to streamline business processes and power efficiency. Centric Software provides the most innovative enterprise solutions to plan, formulate, develop, procure, manufacture and sell consumer goods products in cosmetics & personal care, food & beverage, fashion and multi-category retail to achieve strategic and operational digital transformation goals.

Founded in 1993 by Primo Tortini, Cosmoproject offers full-service product development to global skin care and cosmetics, pharmaceutical and international luxury brands in Italy and Europe. Headquartered in Parma, with a 38,000 square meter factory, Cosmoproject has more than 270 employees and 200 active formulas under development. The family-owned business has a solid reputation for designing and manufacturing the best 'Made in Italy' cosmetics, toiletries and private label products.

Cosmoproject identified an opportunity to improve overall operations by streamlining workflows, better connecting teams across locations and standardizing customer documentation processes. While developing customized formulations for each customer is a pillar of its business model, it was searching for a unified approach to project management to save time and improve cross-functional collaboration.

"Each year, we are working on nearly 200 projects for our customers," explains Annalisa Tortini, Head of Innovation at Cosmoproject. "While we customize each formula, the basic protocol is always the same and the challenge was to connect the dots between teams in different locations to streamline project management."

Cosmoproject searched for a PLM system that could be the single source of truth to coordinate all of the offices, team members and project milestones to improve efficiency and product quality. After evaluating options, Centric PLM was selected for its simplicity, scalability and strong references.

"We were looking for a solution to bring order to our house and our project consultant said Centric is the best PLM in the market," says Tortini. "Our choice was also driven by the possibility to extend the system in the future in other areas in our company including quality control and regulatory compliance."

Cosmoproject is now live with Centric PLM, beginning with the project management phase. The implementation focuses on key objectives: creating a standardized matrix for customer briefs to enhance team collaboration and fully integrating all costs into the PLM system.

"With data stored in one location, I can see how many projects are active, accurately forecast turnover and have clear visibility of project timelines," says Tortini. "Centric PLM is ensuring data security and continuity."

When asked about the experience of working with Centric, Tortini shared, "We have had extensive interaction and positive communication with the Centric team. Centric Software has proven to be a trusted partner, and their teams have been professional and supportive throughout every step, from the gap analysis to the implementation process."

"We are thrilled that Cosmoproject has successfully gone live with Centric PLM," says Chris Groves, CEO of Centric Software. "We look forward to seeing them succeed in streamlining their business processes with PLM and continuing to deliver the most innovative 'Made in Italy' cosmetics products."

[DXC Partners with Ferrari to Develop the Driver HMI for Next-gen Vehicles](#)

9 January 2025

DXC has announced an agreement with Ferrari to extend their partnership to develop the next generations of Ferrari's in-vehicle infotainment systems enabling drivers to be closer to the high-performance functionality of Ferrari vehicles.

With its extensive experience in the automotive industry, DXC will help ensure that Ferrari infotainment systems are engineered to provide a superior automotive experience for Ferrari owners while having the agility to stay ahead of the market.

DXC partners with Ferrari to develop the driver HMI for next-gen vehicles (CNW Group/DXC Technology Company)

"DXC is a market-leading innovator in the automotive industry, enabling us to accelerate the development of our software platform and its components as well as state-of-the-art functionalities and usability," stated Ernesto Lasalandra, Chief Research and Development Officer, Ferrari.

As a part of its journey with Ferrari, in 2021 DXC started reengineering the Human Machine Interface (HMI) systems for current and next-generation models.

In a recent project, DXC developed the software for the F80, Ferrari's new supercar which was launched in October 2024 and is suitable for both road and track. Thanks to DXC's bespoke software, the F80's multiple displays deliver a seamless, high-speed, performance-oriented experience for the driver and, thanks to the additional optional screen, the passenger. The F80's 'digital cockpit' system offers functionality for public road use and transforms into a racing display when on the track. It provides real-time performance data (including speed, G-force, revs, and tire pressure) and immersive visuals that create a unique and thrilling racing experience for the user.

"DXC brings its deep experience in the automotive sector to our partnership with Ferrari, one of the most prestigious carmakers in the world," said Luz G. Mauch, Executive Vice-President Automotive & Manufacturing, DXC. "The cutting-edge software innovations we develop today will help transform the driver experience for decades to come."

NGE Expands AI-Driven Success in Construction Planning and Scheduling with ALICE Core

15 January 2025

NGE (New Generations of Entrepreneurs), one of France's largest and most innovative construction groups, has expanded its use of ALICE Technologies' construction schedule optimization platform across multiple capital projects. By transitioning to ALICE Core upon its launch, NGE is transforming the way it plans and delivers projects.

With operations spanning 17 countries and a focus on innovation, NGE has consistently sought innovative tools to improve project delivery. The team initially turned to ALICE Technologies with a clear objective: to gain a competitive edge through advanced AI tools that streamline workflows. NGE wanted to test new strategies and make their tendering and scheduling processes more cost-effective across their projects.

NGE has now implemented ALICE Core across a diverse portfolio of infrastructure, rail, and tunnelling projects to optimize its planning, bidding, scheduling and construction processes.

"Following a successful testing phase, we are excited to implement Alice Technologies over extended periods to fully realize and validate the substantial optimization benefits it offers."

-Agathe Destang, Chief Digital OfficerNGE

NGE's adoption of ALICE Core marks a turning point in the construction industry, where innovation and adaptability are becoming essential. This partnership represents a shift towards redefining construction planning and scheduling by integrating AI-enabled optimization technology into workflows to address a critical unmet need in the industry today. The result is substantially improved project outcomes.

René Morkos, Ph.D., founder and CEO of ALICE added: "AI is transforming how capital projects are planned and delivered, and it will adapt careers to make them more efficient, without making them redundant. What sets NGE apart is its mindset—a vision to incorporate change and use generative scheduling and optimization as a tool to make its teams more powerful.

"The company is not just enhancing its capabilities but also setting an example for the broader industry about what success with AI can look like."

RIKEN adopts Siemens' emulation and High-Level Synthesis platforms for next-generation AI device research

16 January 2025

Siemens Digital Industries Software announced that RIKEN, a national research and development agency in Japan, is enhancing its research on next-generation AI devices with Siemens' comprehensive Veloce™ Strato CS emulation and Catapult™ High-Level Synthesis (HLS) platforms to conduct architecture and design space exploration of AI accelerator devices.

"RIKEN's adoption of Siemens' emulation and HLS capabilities enables the team to conduct the necessary explorations during our research into next-generation AI devices for 'AI for Science' and maintain our position as the creators of the world's most powerful supercomputer," said Dr. Kentaro Sano, team leader of the Processor Research Team at the Center for Computational Science, RIKEN. "Our goal is the establishment, management, and continuous enhancement of the computational infrastructure essential for the creation of generative AI models tailored for scientific discoveries – and Siemens' tools play an essential role in this research."

The RIKEN Center for Computational Science, part of Japan's largest research organization for computational science and a world leader in a diverse array of scientific disciplines, is known for developing supercomputers such as the K computer and Fugaku.

"We are delighted to support RIKEN's groundbreaking research on AI devices. Our latest Veloce Strato CS and Catapult HLS platforms provide RIKEN with the comprehensive tools to achieve their research goals and drive innovation in the field of AI," said Jean-Marie Brunet, vice president and general manager, Hardware-Assisted Verification, Siemens Digital Industries Software

"Siemens is incredibly proud to support the cutting edge research and development taking place at RIKEN, and we look forward to supporting the organization as it works to achieve its goals to explore the outer boundaries of what's achievable when bringing the power of AI to scientific research at vast scale," said Yukio Tsuchida, vice president for Japan, Electronic Design Automation, Siemens Digital Industries Software.

The combination of Siemens' hardware-based Veloce Strato CS and Catapult HLS platforms provide RIKEN with world-class technology for enabling rapid synthesis and emulation of large-scale Application Specific Integrated Circuits (ASICs). These Siemens tools support RIKEN's efforts in evaluating the performance of optimized AI computing circuits and the system-on-chips (SoCs) that incorporate these circuits. The AI accelerator developed through this research will be a candidate for deployment in the next-generation supercomputers following the supercomputer Fugaku, scheduled to start operation around 2030 at the latest.

Simulations Plus Supported Development of Majority of FDA-Approved Drugs in 2024

13 January 2025

Simulations Plus, Inc. ("Simulations Plus"), a leading provider of cheminformatics, biosimulation, simulation-enabled performance and intelligence solutions, and medical communications to the biopharma industry, highlighted its impact on the pharmaceutical industry through supporting the development of a majority of the drugs approved by the U.S. Food and Drug Administration (FDA) in 2024.

"For more than 25 years, our clients have entrusted us to provide the mission-critical software and services needed to develop therapies that are changing the landscape of healthcare," said Shawn O'Connor, Chief Executive Officer at Simulations Plus. "We are proud that our advanced modeling and simulation software and consulting services supported the development of the majority of drugs approved by the FDA in 2024. This achievement underscores the increasing role that innovative technologies and collaborative expertise plays in accelerating the drug development process. As global health challenges grow, we remain committed to delivering solutions which help advance life-saving therapies that improve patient outcomes worldwide."

Simulations Plus offers software and consulting services that enhance drug discovery, development, research, clinical trial operations, regulatory submissions, and commercialization. SLP's suite of solutions leverage artificial intelligence/machine learning (AI/ML), physiologically based pharmacokinetics/physiologically based biopharmaceutics (PBPK/PBBM), quantitative systems pharmacology/quantitative systems toxicology (QSP/QST), and population PK/PD modeling approaches, as well as adaptive learning and medical communications tools.

Telstra and Accenture announce global AI joint venture

15 January 2025

Telstra and Accenture announced a proposed joint venture (JV) to rapidly accelerate Telstra's data and AI roadmap to further extend its network leadership, improve customer experience, and help its teams operate more efficiently and effectively.

Steered by joint global leadership, the JV would comprise specialists from Telstra and Accenture's Data & AI teams to build on Telstra's work creating a world-class data and AI ecosystem, modernising its data and AI platforms, and embedding responsible AI by design.

As part of the JV, Telstra would benefit from Accenture's \$3 billion AI investment in assets, industry solutions, ventures, acquisitions, talent and ecosystem partnerships, with access to the latest innovation in AI technologies and AI teams in Silicon Valley.

A key focus of the JV would be to reinvent business processes through new capabilities like agentic AI, enabling teams to work with intelligent AI ecosystems to optimise key tasks end-to-end. The JV would also build specialised AI tools to support teams to work smarter and faster, helping build data and AI fluency across Telstra's workforce, and fast-tracking the development of future-critical skills.

The proposed seven-year JV is subject to consultation with Telstra's employees and unions. Telstra's core Data & AI workforce, based in Australia and India, would receive an offer to join the JV. At the end of the seven-year term, JV employees would be offered a role at Telstra. The JV is expected to become more efficient and streamlined as the acceleration of Telstra's data and AI roadmap is delivered.

Telstra CEO Vicki Brady said the JV would leverage Accenture's global expertise to scale AI responsibly and at pace, which would help Telstra deliver seamless connectivity and better experiences for customers.

"We've made strong progress on our AI goals and already have hundreds of value-driving AI use-cases across the business. This includes generative AI tools built in-house, like AskTelstra and One Sentence Summary, which are helping our people support customers more effectively and efficiently," Ms Brady said.

"But our data and AI ambition goes well beyond introducing AI tools. It goes to the heart of what we do – connecting Australia, and Australians to the world. From building self-healing, resilient networks, to reinventing experiences for our customers and the way we work, AI will help power an exciting, connected future.

"We will get there much faster and more efficiently by collaborating in an ecosystem of likeminded global leaders, leveraging each other's strengths and accelerating innovation. Our strategic partnership with Microsoft and our joint venture with Quantum have been critical enablers in our AI journey so far, and this joint venture with Accenture will propel us into the next phase of our AI evolution."

Julie Sweet, Chair and CEO, Accenture, said: "We are entering a new era of AI-driven reinvention. Leading companies across the world are embracing agentic AI and generative AI to reinvent themselves using the technology and new ways of working to drive productivity and growth."

“We are proud of our long-standing collaboration with a visionary leader like Telstra, and committed to accelerating its bold AI fuelled business strategy, which will set new standards for the telecom industry.”

“We are also excited about combining our experience, talent and capabilities with Telstra’s to drive innovation and value for Telstra’s customers, people, and shareholders today and in the future.”

As part of these changes, Telstra would consolidate vendor support from 18 data and AI providers and partners down to two JVs - Quantum Telstra and the proposed joint venture with Accenture. This would drive deeper strategic partnership, shared accountability, and enable further acceleration in data and AI. It follows Telstra’s Software Engineering & IT division consolidating its partners last year, which saw it move from more than 400 vendors to two strategic partners, streamlining operations, reducing complexity and delivering efficiencies.

The proposed JV would be 60 per cent owned by Accenture and 40 per cent Telstra, with Telstra retaining control over its data and AI strategy and roadmap, which the JV would help deliver.

Product News

Aurigo Software Unveils Lumina, First-of-its-Kind AI Platform for Capital Owners

15 January 2025

Aurigo Software, the leading provider of capital planning and construction management software for infrastructure and private owners, announced the launch of Aurigo Lumina, the company’s artificial intelligence platform designed to amplify capabilities across its suite of products. Lumina will enhance the way users retrieve, collate, and make decisions regarding critical capital program data. The Lumina platform launches with two major applications, Lumina GPT and Lumina Analytics, which provide nuanced insights, ensure predictability, and improve overall productivity.

The natural complexity of large infrastructure and facility projects, coupled with the proliferation of modern cloud and mobile tools geared toward capital owners, has led to an increase in siloed data and the fragmentation of critical files and documents across multiple systems. Despite the use of project management tools, locating and validating information remains challenging. Additionally, insufficient monitoring often results in inaccurate budget and schedule estimates that cause unexpected overruns.

“Lumina is a game-changer for infrastructure owners, transforming how they leverage data with advanced insights, analytics, and AI-driven searches,” said Balaji Sreenivasan, CEO and founder of Aurigo Software. “This launch of our AI copilot for Aurigo Masterworks is a key step in our mission to enable smarter planning, better building, and a brighter future.”

Lumina will drive scalable benefits to customers working with Aurigo’s existing products, including the company’s flagship capital program management suite, Masterworks. **Lumina GPT** utilizes generative AI and natural language processing to streamline data and document

searches, providing teams with quick and secure access to essential project resources, which enhances project execution. The core features of the product include:

- **Natural language search:** Enables intuitive exploration of files and records
- **Generative AI:** Refines and summarizes search results
- **Critical insights:** Highlights key information across multiple documents

Lumina Analytics applies machine learning to analyze patterns in both real-time and historical findings, improving schedule and budget accuracy for each new project while helping teams proactively address risks and ensure reliable project outcomes. The product offers the following features:

- **Data monitoring:** Uses AI to uncover inaccuracies in budgets and schedules
- **Risk analysis:** Tracks potential timeline variances and budget overruns
- **Actionable suggestions:** Recommends strategies to mitigate, if not wholly eliminate, errors

Aurigo plans to expand the Lumina platform with additional AI-powered products in 2025 and beyond. Advanced risk management capabilities that focus on real-time risk scoring and trend analysis across an entire capital project portfolio will be available by mid-year. With the AI market in construction expected to reach \$4.51 billion by 2026, these advancements align with industry trends and the increasing demand for modern technologies in the public sector.

Aurigo's customers include some of the largest infrastructure and facility owners in North America, including federal agencies, departments of transportation, water authorities, and private owners.

Canvas GFX Announces Autodesk® Vault™ Integration with Canvas Envision Model-Based Work Instructions Platform

15 January 2025

Canvas GFX, Inc., the leading provider of connected knowledge solutions for the manufacturing enterprise, has announced a new integration between the Canvas Envision model-based digital work instructions platform and the Autodesk Vault product data management (PDM) platform.

The integration allows for CAD models stored on Vault to be inserted into Envision documents directly from the Envision Creator authoring application, and for Envision documents to be saved to and managed on the Vault platform.

In addition, model-based content within Envision instructional documents, including visualizations, interactive embedded models, and animations, can now be linked to source CAD data stored on the Vault PDM platform, allowing for rapid updates to instructional documentation in the event of engineering changes.

"Integration and partnership are critical components of our strategy as we help our customers drive meaningful digital transformation in their front-line operations," commented Patricia Hume, CEO of Canvas GFX. "The ability of Envision to function as a seamlessly integrated component of the wider manufacturing digital ecosystem is fundamental to our ability to drive measurable value for our customers."

Other publicly announced integrations include the Aras Innovator product lifecycle management (PLM) platform and the Plex manufacturing execution system (MES) from Rockwell Automation.

The latest news from Canvas GFX follows the recent announcement of multiple commercial and go-to-market partnerships, including with SolidCAD, and Engineering Industries eXcellence, to drive rapid uptake of the Envision platform within the wider manufacturing sector.

Cyncly launches Cyncly Payments, a seamless, simplified, and secure embedded payments platform

16 January 2025

Cyncly, the leading global provider of software and content solutions that help make amazing spaces for living, has launched Cyncly Payments, a secure payment platform that embeds directly in Cyncly products. Cyncly Payments, which replaces Cyncly Pay, offers a comprehensive and easy way for users to process payments, run reports and manage day-to-day activities — all within the Cyncly apps customers already use.

Cyncly Payments helps customers easily collect payments anytime, anywhere. It simplifies payment processing while offering multiple payment options for customers to choose from. Users can manage the entire project lifecycle, with total visibility from consultation to project completion.

The solution automates and streamlines workflows between departments such as inventory, accounting and sales, eliminating manual entry to save time, cut administration costs and reduce errors. With payments integrated into the Cyncly application, users can trust a single, reliable source of information to make data-driven decisions, track business insights, and measure performance.

“Building Cyncly Payments has been guided by the needs of our customers,” said Chuck Danner, Senior Vice President, Financial Solutions. “We knew it had to offer a great user experience, simplify their work, and offer leading security features. Feedback from our early users proves just how valuable an integrated payments solution is to streamline workflows and deliver more insights – features that help customers strengthen their businesses and deliver a better consumer experience.”

Cyncly Payments is currently available to users of RFMS and Pacific Solutions software. The service will expand to additional Cyncly products in the coming months.

Honeywell and Verizon Launch Groundbreaking Solution to Streamline Retail Lifecycle from Procurement through Customer Operations

13 January 2025

Honeywell announced that it is joining forces with Verizon to bring a seamless technology experience to retail and logistics companies through the launch of a transformative bundled offering. Combining Honeywell's leading hardware, software and services with Verizon's high-

speed 5G connectivity will enable businesses to streamline the Retail lifecycle with simplified procurement, contracting and future device and data plan expansions.

Another benefit of the Honeywell-Verizon bundled solution is increased business resiliency for retailers and logistics companies. For example, if a mid-sized garden center retailer unexpectedly loses power, the lack of internet could force the store to shut down for the day, significantly impacting sales potential. With a Verizon 5G cellular data plan bundled with Honeywell handheld computers, Smart Pay contactless mobile payment software and support services, the store can continue to run using their point-of-sale system, minimizing disruption to operations and loss of revenue.

"Our collaboration with Verizon will help retailers and logistics companies maintain an effective resiliency plan for unexpected disruptions," said David Barker, President of Honeywell Productivity Solutions and Services. "By bundling services, we are also reducing the number of parties involved and steps it takes to purchase a full solution that often requires several key technologies, enabling businesses to stay up-to-date with important technology refreshes and avoiding difficult CAPEX budgeting cycles."

"Companies of all sizes are looking at ways to reduce the time and effort it takes to make key technology purchases so they can get their operations up and running promptly," said Massimo Peselli, CRO, Global Enterprise and Public Sector, Verizon Business. "By offering a fully managed services solution at a single monthly price with Honeywell, our retail and logistics customers can focus more on their return on investment and driving business outcomes."

The Honeywell-Verizon bundled solution is designed to meet the unique needs of retail and logistics companies of all sizes and will provide a range of benefits, including:

- **Simplified Procurement:** A single point of contact for hardware, software, services, and connectivity that streamlines the purchasing process and reduces complexity.
- **Enhanced Connectivity:** Verizon's 5G network provides high-speed, reliable connectivity for critical business applications.
- **Comprehensive Device Management:** Honeywell's Enterprise Mobility Services offer end-to-end lifecycle management for mobile devices, including configuration, deployment, spare pool management, frontline help desk and more, enabling optimal performance and security.
- **Improved Operational Efficiency:** The bundled solution enables businesses to streamline workflows, increase productivity and reduce downtime.
- **Scalability:** The solution is designed to scale with businesses of all sizes, from small and medium-sized businesses to large enterprises.

The new Honeywell-Verizon bundled managed services solution will be available through Honeywell and its network of resellers in early 2025.

MachineWorks Ltd releases Polygonica 3.4

15 January 2025

MachineWorks Ltd. is pleased to announce the availability of Polygonica 3.4, a substantial upgrade from previous versions.

Polygonica is a component software library for working with polygon meshes that helps companies in a range of industrial markets solve complex 2D and 3D geometrical problems.

Key features being released in Polygonica 3.4 include:

- Seamless UV parameterisation
- Feature detection of embossed and engraved labels
- Smoothing of ragged boundaries typical of laser scan data
- Boolean operations between 3D curves and polygon mesh bodies
- Fast recreation of a mesh solid from a set of dense slices
- Improvements to registration and alignment including a new fine-tune mode
- New shrinkwrap convexity controls for joining surfaces in medical scans
- Extend a surface at an angle to a plane, for dental crown border modelling
- A new option to preserve large planar regions during mesh decimation
- A new form of surface reconstruction for use with sparse point data
- Improvements to edge blending, fillet and chamfer creation
- Improved engraving across sharp edges, aimed at imprinting deep texture patterns
- Optimisations for sequential Boolean operations (beta)

Medidata's Patient Experience Recognized as Sustainability Solution by the European Union, Paving the Way for Greener Clinical Trials

16 January 2025

Medidata, a Dassault Systèmes brand and leading provider of clinical trial solutions to the life sciences industry, announced that Medidata Patient Cloud, a solution driving the brand's patient experience, has achieved EU taxonomy certification, marking a significant advancement in supporting the conduct of environmentally responsible clinical trials. In 2023, 16% of Medidata's revenue aligned with these high environmental standards, reflecting the brand's commitment to sustainability. Additionally, its partnerships and software solutions are helping to foster a circular approach to clinical trials, focusing on sustainability by reducing travel, optimizing resources, and producing long-term value for both patients and the planet.

The EU taxonomy classification system provides a framework to identify environmentally responsible activities. By reducing reliance on physical materials and patient travel, Medidata Patient Cloud eliminated over 7.5 million kilometers of travel across multiple trials, saving approximately 0.048 tons of CO2 emissions per patient. To be more specific, one study that leveraged Medidata's Patient Cloud saved a sizable 723.65 tons of carbon while collecting data from 15,076 patients, saving 726 acres of U.S. forests in one year from carbon sequestration.

These metrics were verified by external, third-party consultants, with the methodology used adhering to standards set by the ISO 14064-2, ISO 14040/44, and ISO 14067 frameworks.

Patient Cloud features a single portal designed to easily capture the patient experience in clinical trials regardless of location. The solution breaks down the barriers associated with traditional studies, such as travel requirements for patients and researchers and onsite data collection and monitoring, leading to better patient engagement while simultaneously reducing carbon emissions.

"Achieving EU taxonomy certification marks a significant milestone in Medidata's commitment to sustainable clinical trials," said Matt Noble, senior vice president, head of Patient Cloud, Medidata. "Decentralized clinical trials remove geographic barriers for patients, reducing travel and carbon emissions, while improving engagement and the overall study experience. By bringing research directly to patients, we're advancing healthcare and building a future that is more accessible, sustainable, and responsible to both people and the planet."

Stratasys Launches TrueDent in Europe, Bringing the Benefits of Monolithic Digital Dentures to Dental Labs, Dentists, and Patients

14 January 2025

Stratasys has declared that its TrueDent-D™ resin is available for sale in Europe as a CE Mark Class I medical device. This milestone enables the sale of its TrueDent™ monolithic multi-shade digital denture solution in European countries that require CE marking.

Following its successful debut in the United States in 2023, TrueDent is now set to deliver a scalable, efficient, and high-quality solution for denture production for dental labs and clinicians across Europe. Interest in the TrueDent-D resin is already strong, with more than 30 customers committed to onboarding in Q1 2025.

According to a recent iData report¹, the demand for denture solutions in Europe continues to grow as the region's opportunity for dentures is projected to expand from USD 2.19 billion in 2023 to USD 2.45 billion by 2028. The TrueDent denture solution by Stratasys is designed to answer this demand with a fully digital workflow that enables dental labs to produce customized dentures efficiently, offering dentists and patients an improved outcome in fewer appointments. Stratasys estimates the total cost for a lab to produce a TrueDent denture is less than half of those produced by traditional means. One Stratasys J5 DentaJet™ printer can produce more than 30 full monolithic, multi-shade dentures per print job, a figure unmatched in the industry.

A key feature is the ability to print a duplicate denture with a click of a button enabling clinicians to quickly provide a spare or a backup for their patients. TrueDent is the only solution in the world that can produce identical dentures when needed, offering not just fit, form and function, but also aesthetics. This capability creates potential for new business models, allowing customers to scale production without increasing costs or labor requirements.

“The TrueDent solution has transformed our denture business,” said Tra’ Chambers, Owner of Express Dental Laboratories, a leading U.S. TrueDent customer. “The streamlined digital workflow and precision allows us to produce up to 225 dental appliances per day while delivering high fidelity, highly aesthetic appliances to our customers. The Stratasys TrueDent offering has elevated the level of care we can provide, saving time and costs for both clinicians and patients.”

Edentulism, the condition of being without natural teeth, affects over 267.5 million people globally, including a prevalence rate exceeding 10% among adults over 50 in many regions. The percentage of denture cases produced using digital methods in the U.S. has risen from 5% in 2022 to 11% in 2024. Similarly, European dental labs are increasingly adopting digital workflows to address labor shortages and meet patient needs faster and with greater accuracy.

The TrueDent denture solution elevates the challenges faced by labs that are limited by current fabrication methods that often involve the need for manual assembly by skilled craftspeople. TrueDent is already proving its value in the U.S., where it has transformed the way dental labs operate. By implementing an unattended streamlined digital workflow, TrueDent eliminates 27 or more manual touchpoints per print, reduces chair time for dental professionals and patients, and enhances patient satisfaction with high-aesthetic, true-to-design fit, form and function appliances.

“We are thrilled to bring TrueDent-D to Europe,” said Erez Ben Zvi, Vice President of Healthcare at Stratasys. “Our monolithic TrueDent denture solution combines high fidelity, aesthetics, and production scalability, while reducing labor costs and enabling exact reproductions. There is growing excitement across the region for this innovative solution, which not only improves the experience for dental professionals but also elevates the standard of care for patients.”

Trimble Introduces New Tiered Subscription Bundles for Contractors to Take Advantage of Civil Construction Technology

14 January 2025

Trimble® announced the availability of three new Trimble Works Subscription plans — Trimble Works Core, Pro and Premium.

A Trimble Works Subscription offers contractors a simple, low risk way to scale operations, providing flexibility in selecting and utilizing the right civil construction technology, hardware coverage and price point for their business needs.

For contractors already using Trimble technology, these new subscription plans provide a method for keeping all machines on the same software version, enabling connected workflows for jobsite operations.

How Trimble Works Delivers

With each Trimble Works Subscription plan, contractors can purchase select civil construction software solutions, such as Trimble Earthworks Grade Control Platform and Trimble Siteworks Software. Device licensing, along with software and firmware maintenance are included for the

entire subscription term. Each plan also includes Trimble WorksManager field-to-office software to ensure the seamless integration between field operations and office management.

Trimble Works Core

The Trimble Works Core plan allows customers to bring newly purchased or existing Trimble and supported non-Trimble on- and off-machine hardware components into their subscription. This provides a simple way to manage and update their construction technology, while providing access to essential software licenses at a lower upfront cost.

Trimble Works Pro

Designed for contractors who want to drive efficiency by minimizing technology downtime and eliminating unplanned repair costs, the Trimble Works Pro plan provides protection from unexpected technology hardware damage to help keep project timelines and budgets on track.

Trimble Works Premium

For contractors who require a greater level of technology protection and service, the Trimble Works Premium plan includes all the benefits of Works Pro, as well as hardware upgrades at no additional cost. This plan ensures users always have access to the latest technology, helps maximize uptime and minimize jobsite disruptions.

“Since its introduction three years ago, our Works subscription offerings have delivered greater operational flexibility to civil contractors worldwide,” said Elwyn McLachlan, vice president of civil solutions at Trimble. “This new subscription program meets the varying needs of customers of all types and sizes — from large fleet operators to local excavation companies. These new tiers are a direct result of customer feedback and reflect our ongoing commitment to help them improve their productivity and profitability.”

Availability

Trimble Works subscriptions are available worldwide through the Trimble SITECH® distribution channel and select authorized resellers.

What's New in OpenBOM – December 2024 Update

13 January 2025

On January 13, 2025, Oleg Shilovitsky published a blog post announcing the latest update to OpenBOM. Oleg says, “As we wrap up an amazing year, the December 2024 release of OpenBOM brings a series of refinements designed to address the details that matter most to our customers. This release focuses on enhancing usability, boosting performance, and introducing key improvements to streamline your experience. We’ve also tackled some annoying bugs to ensure a smoother, more reliable workflow.”

Read the full details here: <https://www.openbom.com/blog/whats-new-in-openbom-december-2024-update>