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## CIMdata News

### *CIMdata Publishes eBook “BOM-Driven Digital Mock-Up”*

14 March 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the publication of an eBook titled “BOM-Driven Digital Mock Up.”

Digital Mock Up is a construct that provides the virtual 3D description of a product throughout its life cycle. The Digital Mock Up is enhanced by all the activities that contribute to describing the product. Product design, manufacturing, and support engineers work together to create and manage the DMU as the product moves through product development and into service. One of the primary objectives of the DMU is to have a virtual definition of the product that replaces the need for a physical prototype. The DMU allows engineers to design and configure complex products and validate their designs without building a physical model. This eBook looks at the solution adopted in Teamcenter, the flagship PLM solution of Siemens Digital Industries Software.

Siemens’ Teamcenter BOM-Driven DMU delivers real-time 3D visualization with multi-user support. The solution offers multi-CAD support enabled by the industry standard JT format. Users gain multi-BOM, multi-domain analysis from a single context DMU that can contain data developed in multiple CAD solutions. Partitions of BOMs can be viewed, analyzed, and manipulated. The full solution is delivered in an integrated, secure, and extendable environment.

Dr. Ken Versprille, CIMdata Executive Consultant, notes, “Many product development companies rely on virtual digital mock up as their interface to their product definition. Having DMU run in a secure, integrated environment improves their ability to deliver quality products to the market.” To learn more and download the eBook on BOM-Driven Digital Mock Up, visit [www.CIMdata.com](http://www.CIMdata.com).

### *CIMdata to Host Free Webinar on Meeting Sustainability & Green Energy Objectives*

15 March 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, "Meeting Sustainability and Green Energy Transition Objectives: The industrial Perspective." The webinar will take place on Thursday, April 27, 2023, at 11:00 a.m. (EDT) and last for one hour.

The impact of increasing greenhouse gas (GHG) emissions is causing consumers, investors, policymakers, and companies to transition to more sustainable businesses that eliminate waste and shift away from fossil fuels and toward renewable energy sources. Over the past few years, thousands of companies across many industries have committed to science-based net-zero emission targets.

Product Lifecycle Management (PLM) is critical to accelerating the Green Energy transition. It enables companies to reduce their product carbon footprint (PCF) and design sustainability into their products, plants, and assets from the outset. This allows them to embed sustainability into their product lifecycle, thus eliminating waste and decarbonizing their products and services. Companies have a unique opportunity to embrace the transition with more sustainable circular processes that bring value to their customers, their bottom line, and the future of our planet, which, in turn, will benefit generations to come.

In this webinar, CIMdata will review the Green Energy Transition and Sustainability 2023 Survey results and present its view on how companies can reduce their PCF and use PLM to design more sustainable products to help organizations make their sustainability goals and net-zero commitments a reality.

This webinar will help attendees:

- Learn about and understand CIMdata's recent Green Energy Transition and Sustainability Survey results.
- Understand the current state of the planet—GHG emissions, global warming, and why organizations are pursuing a transition to sustainability and a green economy.
- Understand the importance of embedding sustainability within a PLM strategy.
- Understand the importance of sustainable design and circularity.
- Understand what a PCF is and why it is critical to companies transitioning to green.

According to CIMdata's Sustainability & Green Energy Practice Director, Mark Reisig, "Many organizations that CIMdata works with have made ambitious "net-zero" commitments. However, they often lack a clear understanding of how to reduce their carbon footprint and offer more sustainable products. Sustainability should be embedded in your product data and your PLM strategy."

Mark Reisig has over 40 years of experience in digital transformation, information technology, and engineering in the energy, aerospace, defense, automotive, industrial, shipbuilding, high-tech electronics, medical devices, and food & beverage industries. He has led digital initiatives in PLM, plant design, computer-aided design, and master data management for global businesses. Mark comes to CIMdata after an extensive career in PLM with GE, Federation, Oracle, Auto-trol Technology, Kraft-Heinz, Catalytic, Day & Zimmermann, and most recently, Aras, where he was the Vice President of Product Marketing.

This webinar will be helpful to anyone going through a green energy transition, including those in companies building or executing plans to reduce their GHG emissions and their product's carbon footprint. Attendees can come from every part of the organization as sustainable products with reduced carbon footprints impact many areas, including product design, manufacturing, sourcing, logistics, service, operations, and supply.

During the webinar, attendees will have the opportunity to ask questions about the topics discussed. To learn more, visit: <https://www.cimdata.com/en/education/educational->

[webinars/webinar-meeting-sustainability-and-green-energy-transition-objectives-the-industrial-perspective](#). To register for this webinar, please visit <https://register.gotowebinar.com/register/5654052055257347084>.

### *Climate Change is Transforming PLM Strategies*

10 March 2023

Mark Reisig published an article in IndustryToday.com about how PLM strategies are being adjusted in order to slow climate change. He says “Consumers and investors are pressuring companies to rethink how they manage their product lifecycles. As the climate worsens, and all indications are it will, the requirement on companies to reduce their GHG emissions to “net-zero” emissions will only heighten.”

To read the full article please visit: <https://industrytoday.com/climate-change-is-transforming-plm-strategies/>

## Acquisitions

### *Accenture Announces Intent to Acquire Optimind, a Consulting Firm Specializing in Financial Services, Insurance and Compliance Risk Management*

17 March 2023

Accenture has announced its intent to acquire Optimind, a Paris-based independent consulting firm that provides advisory services and solutions to help insurance firms, banks and large corporate clients to meet major challenges of competitiveness, transformation and regulation. Financial terms of the transaction are not being disclosed.

Founded in 2000, Optimind has more than 350 highly skilled professionals, including more than 110 actuaries, serving clients in France and Luxembourg.

Optimind, recipient of the 2022 EcoVadis Gold Medal for its corporate social responsibility policy, has built over the past two decades strong service offerings that cover the full spectrum of the risk management value chain: from strategy to finance, from quantitative modeling to compliance, from mapping to continuity plans.

Olivier Girard, market unit lead for Accenture France & Benelux, said “The acquisition would complement Accenture’s existing finance and risk management capabilities and further strengthen our ability to help clients successfully navigate disruption and drive enterprise value. We would be able to address the entire value chain and help our clients accelerate and scale their financial and compliance transformation projects. “

Khalid Lahraoui, Financial Services Lead for Accenture France & Benelux, said: “The acquisition of Optimind would enhance our ability to help clients embrace change, accelerate transformation, unlock value, and build new and disruptive risk models. This acquisition would enhance Accenture’s standing as one of the leading Strategy & Consulting firm for Financial

Services clients, taking our innovative end-to-end solutions to new levels of speed and scale across Europe.”

Christophe Eberle, CEO and founder of Optimind, added, “Our people will provide expertise in qualitative, quantitative and administrative risk management services and solutions. Joining Accenture would allow us to expand our global footprint and create new business opportunities for our company and our people. Together, we could support our clients on a broader base at a time when business, financial and regulatory changes are about to change the historical balance and mean our clients need our support more than ever.”

The acquisition requires prior consultation with the relevant works councils and regulatory approval and would be subject to customary closing conditions.

### *Bechtle acquires value-added reseller in United Kingdom*

16 March 2023

**In Tangible Benefit Ltd., Bechtle AG has acquired a lucrative value-added reseller in the United Kingdom. Founded in 1997, the London-based company has an excellent reputation and it is a well-known name in the industry, achieving revenues of some 70 million euros in the 2021/22 fiscal year. Its core business is hardware procurement including related plug-and-play services and software licensing, complemented by security and network services and lifecycle management. Tangible Benefit’s rationale for selling its profitable business is to secure a succession plan along with attractive development potential for its 66 employees. Company founder, Timothy Trotman, will remain with the company for the transition phase and will closely oversee its integration into the Bechtle Group together with James Napp, Managing Director of Bechtle direct UK, before handing over the baton. All other senior managers will remain in their current positions, guiding operations at the London office.**

With this acquisition, Bechtle is staying on course with its previously announced strategy for international growth. After acquiring UK IT service provider, ACS Systems, in November last year, Bechtle is adding a company to its fold that offers a very similar portfolio to that of Bechtle UK. By joining forces, Tangible Benefit and Bechtle are also creating an even stronger link between major vendor partners and the UK’s B2B customer landscape. The new location also gives Bechtle a regional presence in the highly attractive London market and an expanded customer base in the corporate space, which will benefit strongly from Bechtle’s international capabilities. Combined with other offices in Manchester, Northampton and Chippenham, this acquisition now sees the IT company extend its footprint across the UK.

#### **Assured succession and excellent development opportunities**

“I’m deeply impressed by the extraordinary spirit and ambition shown by the highly qualified and motivated Tangible Benefit team. They will be a fantastic addition to the Bechtle family and I’m very much looking forward to facing the future together,” says Konstantin Ebert, Executive Vice President for France, Benelux and the UK, Bechtle AG.

James Napp, Managing Director, Bechtle direct UK: “I’m excited to work with the success-driven team at Tangible Benefit and capitalise together on the substantial cross-selling opportunities

for Bechtle's solutions and services offerings into Tangible Benefit's customers. This is another important step towards becoming one of the top 10 IT solutions providers in the UK."

"We've known Bechtle for many years as we navigate the same market and we're extremely happy to entrust our company to such a safe pair of hands. Our top priority was ensuring our staff's future was secure and that our customers could continue to count on us to deliver added value, which they can, now with even greater capabilities and more expansive offerings thanks to Bechtle," says Nick Barrett, Sales Director of Tangible Benefit.

### **Strong market position in the UK**

Bechtle has been enjoying success in the United Kingdom for over 20 years, offering enterprise and public-sector customers a broad portfolio of hardware, software, solutions and services. With Tangible Benefit, Bechtle employs some 280 staff across four sites in the country. Consolidated revenues total around 200 million euros. As is usual, the purchase price and conditions remain confidential.

## *SAP Agrees to Sell its Stake in Qualtrics as part of Qualtrics Acquisition by Silver Lake and CPP Investments*

13 March 2023

SAP SE announced it has agreed to sell all of its 423 million shares of Qualtrics International Inc. as part of the acquisition of Qualtrics by funds affiliated with Silver Lake (collectively, "Silver Lake") as well as Canada Pension Plan Investment Board (CPP Investments).

At a purchase price of US\$18.15 in cash per share, the transaction corresponds to a Qualtrics equity value of approximately US\$12.5 billion on a fully diluted basis, representing a 73% premium over the 30-day average trading price prior to SAP's announcement to explore a sale (approx. 62% premium relative to the unaffected closing price on January 25, 2023). SAP's stake will be acquired for approximately US\$7.7 billion.

"Silver Lake has both the operational expertise and the track record with software companies to help Qualtrics extend its leadership in the XM category it pioneered," said Christian Klein, CEO and Member of the Executive Board of SAP SE. "Since we acquired Qualtrics in 2019 the company has more than tripled its revenue while delivering profitability. SAP intends to remain a close go-to-market and technology partner, servicing joint customers and continuing to contribute to Qualtrics' success." The number of companies and brands using Qualtrics software has risen from 10,000 at the time of SAP's purchase to over 18,000 today.

The agreement resulted from a robust process that was initiated on January 26 and identified the joint proposal by Silver Lake and CPP Investments as most attractive. The transaction has been approved by the Qualtrics board, including a committee of independent directors, as well as the SAP Executive and Supervisory Boards.

While the transaction is subject to customary regulatory clearances and expected to close in the second half of 2023, SAP's financial results for the first quarter, due April 21, are expected to present Qualtrics as a discontinued operation.

Barclays acted as financial advisor to SAP on the transaction, Shearman & Sterling acted as SAP's legal advisor.

## Company News

### *CADENAS expands to Serbia*

13 March 2023

#### **A new company location in Belgrade will help meeting the increasing demand for CAD, CAE and BIM data**

On February 7, 2023, CADENAS has opened a location in the Serbian capital Belgrade. Goran Prokić manages the new subsidiary, which focuses on digital product catalogs from the specialist areas of mechanics and BIM. Initially, the Serbian branch will work particularly close with colleagues from Croatia. By the end of 2023, the team in Belgrade is expected to grow up to 20 employees who will support component manufacturers in providing their customers with digital twins of their products. Goran Prokić is looking forward to the new projects as General Manager: "At the moment, we are putting together a team so that we can become a significant part of the CADENAS family. In the long term, we want to expand our activities to new areas of expertise."

#### **Site selection**

In recent years, Serbia has developed into an interesting location for German companies, as a spokesman for the German-Serbian Chamber of Commerce confirms. Especially in the fast growing capital, many specialists from the information and communication technology sector have settled. Thus, Belgrade is perfectly suited as a new CADENAS base.

Currently, the colleagues in Serbia are looking for a larger office space, but for now you can find the new office at the following address:

**CADENAS Solutions**  
**Dr. Ivana Ribara 169**  
**Belgrad, Serbien**

### *Cadmes expands into France*

13 March 2023

**Bechtle PLM specialist Cadmes has extended its international presence and entered the French market. Headquartered in the Dutch city of 's-Hertogenbosch with sites around the Netherlands and Belgium, Cadmes joined the Bechtle fold in 2021 and will now also be located under the same roof as Bechtle subsidiary Inmac Wstore in Roissy-en-France close to Paris. Cadmes is the largest partner for Dassault Systèmes' holistic product lifecycle management (PLM) solutions in the Benelux region.**

The expansion into France is the logical next step in the growth strategy of the company founded in 1991. "We're very pleased to be able to open a location in France," says Cadmes

Managing Director, Anoek Schellings. “The flexibility and agility of the Dassault Systèmes 3DEXPERIENCE platform support our customers in the industrial sector on their path towards digital transformation and help them react to the challenges in the market that go far beyond product design.”

For this foray into the French market, Cadmes can fall back on many years of experience in French-speaking Belgium. “Our international, multi-lingual culture combined with our excellent partnerships with industry customers in Belgium will be of huge benefit to us in building and expanding our business in France,” says Olivier Clevers, Business Unit Manager for Belgium, Luxembourg and France at Cadmes.

Cadmes has extensive experience along the entire manufacturing supply chain with its over 100 employees providing close to 5,000 customers solutions in the fields of PLM, CAD, CAE, CAM and PDM with brands such as 3DEXPERIENCE, SOLIDWORKS, Mastercam, Driveworks and Cimatron.

“I’m delighted that Cadmes will now be offering its outstanding consulting and services to French businesses. With its in-depth knowledge of SOLIDWORKS and proven expertise in the wider Dassault Systèmes portfolio, Cadmes will be supporting French companies of all sizes in implementing premium CAD/CAM/PLM solutions,” explains Uwe Burk, Executive Vice President, PLM, Engineering & Manufacturing, Bechtle AG.

With PLM system houses now located in six European countries, Bechtle is one of the leading European partners of software manufacturer Dassault Systèmes. The Bechtle Group is represented in the German market by DPS, Solidline, Solidpro, Coffee and HCV Data, in Austria by planetsoftware and in Switzerland by Solid Solutions. Together with Cadmes, the specialist CAD/CAM and PLM subsidiaries employ some 900 staff.

### *Configit Appoints Damantha Boteju as Chief Product and Technology Officer*

14 March 2023

Configit, the global leader in Configuration Lifecycle Management (CLM), announced that Damantha Boteju has been appointed as Chief Product and Technology officer. In this role, he’ll be responsible for overseeing the company’s product development strategy.

Prior to joining Configit, **Damantha was chief technology officer at Forecast**, a scale-up creating the next generation of project management software using AI to boost the success of projects. He also served as Chief Product and Technology officer at Edlund, a leading Scandinavian provider of life insurance and pension software.

Damantha is **joining Configit as the company continues to improve and evolve its CLM offerings** to help customers navigate increasing complexity. His appointment expands Configit’s leadership in the Configuration Lifecycle Management space to meet the rising requirements of complex configurable products and support a rapidly growing customer base.

**Johan Salenstedt, CEO, Configit**, said: “Damantha brings a wealth of experience to lead Configit’s product strategy. His expertise will ensure we’re giving our customers best-in-class

service and enabling them to sharpen their competitive edge by aligning all systems and business processes for true, accurate and complete configurations.”

**Damantha Boteju, CPTO, Configit**, said: “Configit solves a very complicated problem in the manufacturing space in a truly innovative way. I’m committed to seeing that Configit’s solutions allow all products to be tailored exactly to fit the needs of any customer. We are making a global impact on the product configuration market.”

### *Honeywell Names 34-Year Honeywell Veteran Vimal Kapur To Succeed Darius Adamczyk As CEO On June 1, 2023; Kapur Elected To Company's Board Of Directors; Adamczyk To Serve As Executive Chairman*

14 March 2023

Honeywell announced that Vimal Kapur, President and Chief Operating Officer, will succeed Darius Adamczyk as Chief Executive Officer on June 1, 2023. Adamczyk, who became Chief Operating Officer in 2016, Chief Executive Officer in 2017 and Chairman in 2018, will continue to serve as Executive Chairman of Honeywell. Kapur was also appointed to the company's board of directors effective March 13, 2023. These moves ensure a seamless leadership transition and position Honeywell for continued outperformance versus peers.

"Vimal is absolutely the right person to lead our company to the next level of growth and stellar performance," Adamczyk said. "Vimal brings 34 years of deep knowledge about our businesses, end markets and customer needs. His ability to drive our key sustainability and digitalization strategic initiatives, along with his advancement of our world class operating system – Honeywell Accelerator – throughout the organization, gives him an outstanding platform to drive continued outperformance for our shareowners. Honeywell's next operational evolution, under Vimal's leadership, will be the incorporation of Accelerator and standardization of global business models to enable maximal performance in each business segment."

"Vimal is also uniquely capable to drive Honeywell's sustainable innovation and solidify our position to lead in the energy transition. Now more than ever, our customers need our solutions to help their businesses be more efficient and more sustainable, and under Vimal's leadership, Honeywell's sustainability technologies will help our customers achieve their goals, today and into the future."

"In his role as COO, Vimal has driven continued operational execution on our proven value creation framework, all of which is underpinned by Accelerator. We have also made significant strides in advancing our digital solutions – both to enhance our own internal operations and decision-making and in support of our customers to benefit their digitization transformations. The rigor of our digital solutions is a real differentiator for Honeywell and will enable us to achieve consistent and sustained outperformance."

"Vimal has demonstrated that he can nimbly evolve business strategies to fit any circumstances – and we have seen that most dramatically in the challenges of the last few years. He is technically and analytically strong with a bias for results and gets the most out of people and processes. In his role as President and Chief Operating Officer, Vimal has enabled our

businesses to develop new solutions to help our customers drive their sustainability transformations and accelerate their digital capability. Vimal has a depth of operating experience that is unparalleled at Honeywell, having operated across our multiple business models, industries, regions and business cycles during his 34 years at Honeywell, including leading Performance Materials and Technologies (PMT) and Honeywell Building Technologies (HBT), and now in his COO role. He brings a high degree of energy and excitement about what the future holds -- from our innovation and breakthrough initiatives to our digitalization rigor and agile decision-making to our portfolio optimization. Our board and I have the utmost confidence that Vimal will be an outstanding CEO, leading our strategic plans and executing with rigor against our profitable growth plans."

"It is truly an honor to have the opportunity to serve as CEO of Honeywell under Darius' leadership and the leadership of our world class board of directors," Kapur said. "I have had the privilege to work in a variety of businesses and functions over my three decades with Honeywell. Our high-performance culture and exceptional talent set Honeywell apart from other companies, and our innovation inspires me every day by bringing technologies to market that impact the world in a positive way. Honeywell is playing a major role in making the world a better place, and I am both proud and humbled to take on the CEO role of this great company. I am looking forward to continuing to work with Darius and our board to continue to create value for our shareowners and our customers."

Kapur, 57, was named President and Chief Operating Officer in July of 2022, and has been leading the creation of new solutions to help customers drive their sustainability transformations and accelerate their digital transformation journeys. As COO, Kapur has also overseen the continued integration of Honeywell Accelerator across the organization and furthering its adoption as an operational system for everything that Honeywell does. Prior to his role as COO, Vimal served as President and CEO of PMT, an \$11 billion global leader in the development of high-performance products and solutions including low global warming refrigerants; specialty films for healthcare and photovoltaic applications; leading technologies for the global refining and petrochemicals industry; and process solutions. Under Kapur's leadership as President and CEO of PMT, the business drove rapid growth in its sustainability portfolio including in circularity, energy evolution, environmental transformation, resiliency and accountability. This included launching innovative technologies and partnerships with partners in plastics recycling, introducing large scale renewable energy storage for wind and solar usage and helping our customers lower their carbon footprint and improve energy efficiency with our broad line of low global warming refrigerants.

Prior to leading PMT, Kapur served as President and CEO of HBT, a \$6 billion global leader in building technology offerings, which improve energy performance, air quality and the safety and security of commercial buildings in more than ten million buildings worldwide. Under Kapur's leadership, the HBT business successfully launched the Healthy Building portfolio and expanded margins by ~200 basis points over three years.

Before leading HBT, Kapur also held the role of President of Honeywell Process Solutions, where he successfully led the business through the oil and gas downturn. Over a three-year

period, Kapur was able to increase sales by 6%, expand margins by over 400 basis points and grow cash margins by 860 basis points to over 17%.

Prior to that, Kapur was Vice President and General Manager of the Advanced Solutions line of business, where he built the foundation of an outcome-driven software business, successfully integrating the Matrikon acquisition into Honeywell. Additionally, he has held several other leadership positions including Managing Director for Honeywell Automation India Limited. Kapur graduated from the Thapar Institute of Engineering in Patiala, India as an electronics engineer with a specialization in instrumentation.

Adamczyk, 57, was named COO in 2016, CEO in 2017 and Chairman and CEO in 2018, and has led Honeywell to significantly and consistently outperform peer companies, the S&P 500 and the XLI. Under Adamczyk's leadership, from 2016 through 2022, Honeywell's market capitalization grew from \$88 billion to \$145 billion, a 9% CAGR. Over that period, Honeywell's cumulative total shareholder return was 128% versus 109% for the S&P 500 and 100% for the XLI. The company's annualized dividend rate grew from \$2.27 to \$4.12, an increase of 82%, while its share price rose 99% over the same time frame.

"Darius has been a truly transformational leader throughout his tenure at Honeywell. He created our industrial software business, as well as architected and executed our differentiated value creation framework, including transformational strategies in digitalization, integrated supply chain, breakthrough innovation, enhanced SaaS offerings and ESG," said Scott Davis, Honeywell's Lead Director. "Under Darius' leadership, the strong portfolio, processes and culture that Darius and his team have put in place have taken Honeywell's performance standards to a new level. Our performance has consistently outperformed the markets, and we are well-positioned for growth acceleration with strong macro tailwinds in our core end markets and accretive gains from incremental breakthrough initiatives. Our heritage of innovation in sustainability solutions is a strength that sets Honeywell apart."

"We have been extremely pleased with the thoughtful leadership transition planning and execution undertaken by our board in the past. We deployed a similar playbook to ensure rigorous planning and development for this important transition," said Davis. "Our selection of Vimal to succeed Darius is a tribute to Darius' success as Chairman and CEO. We wanted to appoint a successor capable of building on the strong foundation Darius has built, while taking Honeywell to the next level of out-performance over the long run. In Vimal, we have a proven leader who can enhance Honeywell's growth rate and operational excellence and drive Honeywell to be the leader in industrial software and sustainability solutions. Darius and Vimal work exceedingly well together, and we are confident the transition will be seamless. As Executive Chairman, Darius will continue to play a vital role in direct engagement with customers, business development opportunities and leadership development. Vimal has exhibited the key leadership qualities and operational expertise that will allow him to thrive as Honeywell's next CEO, and Darius and the Board will do everything possible to support Vimal's success."

In his role as Executive Chairman, Adamczyk will be focused primarily on supporting customer relationships, business development, enterprise strategic planning, shaping the portfolio and global government relations.

Honeywell also announced today that Doug Wright, President and CEO of HBT, will leave the company to pursue another opportunity. Honeywell is pleased to announce the appointment of Billal Hammoud as President and CEO of HBT effective April 1, 2023. Hammoud is currently President of Honeywell's Smart Energy and Thermal Solutions business. Prior to rejoining Honeywell in 2021, Hammoud was President of ESAB Americas and Global Fabrication Solutions. Prior to ESAB, Hammoud was Vice President and General Manager of Honeywell Thermal Solutions. He earned his Bachelor of Science degree in Mechanical Engineering and MBA from Wayne State University.

### *New Digital Twin Consortium Working Group Targets Telecommunications*

16 March 2023

The Digital Twin Consortium® (DTC®) announced a new working group to address the application and adoption of digital twins in the telecommunications market.

Telecommunication providers are critical for society as they enable people to connect and communicate with each other regardless of physical distance. As our world becomes increasingly connected and reliant on technology, telecommunication providers will continue to play a crucial role in facilitating communication and enabling access to essential services.

However, according to Analysys Mason's research predictions for the telecoms, media, and technology sectors in 2023, the telecommunications sector is dealing with rising inflation, particularly from the energy sector. Moreover, market challenges are already hampering telecom providers from delivering services, opening new revenue streams, and returning value to shareholders.

Dan Isaacs, the GM and CTO of the Digital Twin Consortium, said, "Current networking infrastructures often face fragmentation issues that make it difficult to support new network rollouts, expand capacity, and introduce new features that can help address societal challenges. Digital twins provide a 360-degree view of network performance and usage patterns, enabling improved analysis, optimal coverage, accurate predictive analytics, and effective management approaches."

By using a virtual model of an entire area or process, management can visualize and test out different initiatives, making data-driven decisions based on billions of network performance data points. These initiatives can then be evaluated through more precise enterprise-level analytics and location intelligence, to help identify optimal implementation scenarios.

Digital twins can simulate the propagation of radio waves in various environments and identify the optimal placement of antennas and repeaters for maximum coverage and signal strength. A digital twin of a satellite communications system or cellular tower can monitor its performance in real time and identify potential issues or faults before they become critical. By using digital twins to optimize satellite communications systems and overall constellation performance,

companies can provide more reliable and consistent service to their customers, especially in remote or difficult-to-reach areas.

“EDX builds planet-scale 3D geospatial digital twins that are game-changers in key industries, such as wireless, utilities and smart cities,” said Anoop Kaur Bowdery, COO, EDX Wireless, Inc. “3D geospatial digital twins can significantly improve decision-making, collaboration, and planning for mobile network operators.”

The DTC Telecommunications Working Group plans to embark upon telecommunications market challenges using digital twins, including:

- Platform development for emerging technologies
- Enabling smart city’s economic and societal structure improvements
- Sustainable energy reuse
- Bridging the gap to non-IP-based networking
- Creating a faster path to information/intent-based networking
- Providing transparent 360 cyber security
- Creating novel design paradigms, including AI and machine learning, to help address societal challenges and more.

The new working group will define and identify digital twin applications for the telecommunications industry. It will explore implementation scenarios utilizing extended reality (XR) capabilities and advanced simulation perspectives, ensuring a secure, scalable solution for enterprise-level XR data visualization for geospatial analytics and location intelligence. The new telecom group will also investigate use cases and reference implementations for intelligent infrastructure, smart cities, and beyond. These include network design optimization, operations, and capacity planning.

### *TCS Announces Leadership Change*

16 March 2023

After a stellar career of over 22 years with Tata Consultancy Services (TCS) and a successful stint as Managing Director & CEO during the last 6 years, Rajesh Gopinathan has decided to step down from the company to pursue his other interests.

The Board of Directors has considered his request and accepted the same. Mr. Gopinathan will continue with the company till 15th September 2023 to provide transition and support to his successor.

The Board has nominated K. Krithivasan as the CEO Designate with effect from 16th March 2023. Krithivasan will go through a transition with Rajesh Gopinathan and will be appointed as the Managing Director & CEO in the next financial year.

**N. Chandrasekaran, Chairman, TCS, said;** “I have had the pleasure of working with Rajesh for the past 25 years. During this period, Rajesh has always distinguished himself with exemplary

performance in various roles, including his former role as the Chief Financial Officer. Over the last 6 years, Rajesh has provided strong leadership as the MD & CEO and has laid the foundation for the next phase of TCS' growth with significant investments in cloud, agile and automation to help clients accelerate their transformation. I am deeply appreciative of Rajesh's enormous contribution to TCS. I wish him the very best for the future."

**Rajesh Gopinathan, MD & CEO, TCS, said;** "I have thoroughly enjoyed my exciting 22 year tenure at TCS. It has been a pleasure working closely with Chandra, who has mentored me through this entire period. The last six years of leading this iconic organization have been most enriching and fulfilling, adding over \$10Bn in incremental revenues and over \$70Bn increase in market capitalization."

He added, "I have been harboring a few ideas on what I want to do in the next phase of my life. After deep reflection and in discussion with the Chairman and the Board, we decided that the end of this fiscal year is a good time for me to step aside and pursue those interests. Having worked with Krithi over the last two decades, I am confident that he is best positioned to take TCS to greater heights along with the leadership team. I will be working closely with Krithi to give him all the support that he needs."

K. Krithivasan is presently President and Global Head of the Banking, Financial Services, and Insurance (BFSI) Business Group at Tata Consultancy Services. Krithivasan has been part of the global technology sector for over 34 years, having joined Tata Consultancy Services in 1989. During his long tenure at TCS, he has held various leadership roles in delivery, customer relationship management, large program management and sales.

Krithivasan is also a member of the Board of Directors of TCS Iberoamerica, TCS Ireland and the supervisory board of TCS Technology Solutions AG. He holds a Bachelor's Degree in Mechanical Engineering from the University of Madras and a Master's Degree in Industrial and Management Engineering from IIT Kanpur.

### *TheoremOne Taps Joe Devon for Head of Accessibility, With a Mandate to Build AI for Accessibility Services*

1 March 2023

TheoremOne®, a leader in agile, full-stack innovation, engineering, and design that helps major enterprises achieve strategic digital transformation, announced the addition of Joe Devon as Head of Accessibility.

Devon is a well-known figure in global accessibility and is a Co-Founder of Global Accessibility Awareness Day (GAAD). In his role as Head of Accessibility, Devon will use his deep technology consulting experience and network to elevate TheoremOne's commitment to innovative digital access and inclusion.

TheoremOne has ambitious plans to develop an innovative accessibility practice area, and Devon will play a critical role in its evolution. With rapidly emerging statutory requirements, navigating the Digital Accessibility realm is critical for leaders of the world's biggest companies.

TheoremOne will combine its industry-leading consulting capabilities with AI-powered approaches to solve the actual problems people with disabilities face.

“Machine Learning is inherently connected to accessibility, with much of the seminal work in AI addressing long-standing issues for people with disabilities. Visual recognition, automated speech recognition, and language translation are getting shockingly closer to becoming solved problems, and yet effective products for the end user still do not exist,” said Devon.

In addition to his work for Global Accessibility Awareness Day (GAAD), Devon also chairs the GAAD Foundation, frequently publishing thought leadership on accessibility in technology. He is a sought-after speaker and panelist, regularly appearing on stage at data science and AI conferences. Additionally, Devon serves on the advisory board for USC’s IT program and non-profit organizations, using his expertise to drive positive change.

When asked about the new role, Devon said, “I’m excited to join Brady and the team at TheoremOne, an organization that stands for innovation and wants to build what's coming next. As someone who has dedicated their life to promoting inclusiveness and accessibility, I am eager to drive solutions for an underserved audience. TheoremOne is committed to designing and building products that improve life for individuals, communities, and organizations alike.”

“TheoremOne and the S<sup>4</sup>Capital family are uniquely positioned to be a pioneer in the digital accessibility ecosystem. I’m excited to have Joe join our team as we continue to develop this important capability internally and for our clients,” said Brady Brim-DeForest, CEO at TheoremOne, and CEO of S<sup>4</sup>Capital’s Technology Solutions practice. “With the impending disruption brought by the first generation of true Artificial Intelligence, successfully navigating Digital Accessibility will become even more critical for leaders of the world’s most ambitious organizations.”

## Event News

### *American Software to Present at the Sidoti March 2023 Small-Cap Conference*

15 March 2023

American Software, Inc., a leading provider of innovative AI-powered supply chain management and advanced retail planning platforms, announced that Allan Dow, Chief Executive Officer and President, and Vincent Klinges, Chief Financial Officer, will present virtually at the following investor conference:

#### **Sidoti March 2023 Small-Cap Conference**

Date: Wednesday, March 22, 2023

Time: 1:00 pm ET

A live webcast of the presentation will be accessible [here](#) and will be archived on American Software’s [website](#) for a limited time.

## *Hexagon is reimagining construction and driving ground-breaking innovation at ConExpo 2023*

9 March 2023

**Hexagon's Geosystems division will present an extensive portfolio of digital solutions to improve productivity and sustainability from March 14-18, 2023, at the largest construction show in North America — ConExpo in Las Vegas.**

Hexagon's solutions enable customers to innovate, improve workflows, increase productivity and reduce costs across entire project lifecycles. Smart Digital Realities simplify and accelerate data utilisation to connect and integrate disparate parts of the construction ecosystem for smarter, more autonomous and sustainable operations. Apart from showcasing its current solutions, Hexagon will also launch new products and reveal partnerships that will transform the heavy construction industry.

"Hexagon is delighted to attend this pivotal event and showcase our ground-breaking and earth-moving solutions that empower the industry to reimagine construction," says Thomas Haring, President of Hexagon's Geosystems division. "Fully integrated job sites significantly improve the efficiency and profitability of construction businesses while attracting, keeping and freeing up key talent. We look forward to engaging and sharing insights with our partners, customers and peers from the industry."

### **Technology announcements and demos**

Hexagon's flagship construction brands, including Leica Geosystems, AGTEK, AVVIR, Bricsys, IDS GeoRadar, OxBlue and Projectmates will exhibit at the show to share how professionals can better work together across teams and time. Visit the Hexagon booth N12325 in North Hall at ConExpo to experience innovative technologies, seamless workflows, collaborative deployments and digital solutions in action. Hexagon's machine control solutions will also be showcased on the booths of partnering construction equipment manufacturers. A map of installed systems is available at the Hexagon booth.

### **Show Highlights:**

#### **Leica BLK2FLY – top 10 finalist of the Next Level Awards Program**

Drop by and vote for the Leica BLK2FLY, which CONEXPO-CON/AGG and the International Fluid Power Exposition (IFPE) have selected as one of the top 10 finalists for the Next Level Awards Program for its innovative features designed to advance the construction industry. The Next Level Awards Program celebrates companies that push boundaries and develop groundbreaking technologies, products and services.

#### **Presentations at the show**

During the following educational sessions, Hexagon experts share their insights:

#### **Nature Positive and Net-Zero Construction, a Choice or Science Fiction?**

Thursday 16th March, 9.30-10.15 AM PST, West Hall 216-218

- Matthew Desmond, Vice President, Office Solutions, Heavy Construction, Hexagon

- Tommi Kauppinen, MSc, Vice President, Technology, Heavy Construction, Hexagon
- Reka Vasszi, Communications Manager, Heavy Construction, Hexagon

### **Grade Control Interoperability: Transforming Your Mixed Fleet**

Friday 17th March, 10.45-11.45 AM PST, West Hall 213-215

- Christian Luttenberger, Vice President, Business Development, Heavy Construction, Hexagon

### **The Time is Now: Why Public Infrastructure Projects will Rapidly Shift From 2D to 3D**

Friday 17th March, 1 PM PST, West Hall 211-212

- Troy Dahlin, Segment Manager, Heavy Construction, Hexagon

To find out more about our presence, program highlights and announcements at ConExpo, visit our events page:

<https://hexagon.com/resources/events/conexpo>

### **Media breakfast**

Join our invite-only media breakfast on March 15th at 8 AM for first-hand insights from Hexagon experts and to be among the first to hear our latest announcements.

## *Join Stilo at CCMS Link 2023 in Munich, Germany | May 30-31*

14 March 2023

IXIASOFT is hosting its 8th annual user conference from May 30-31, 2023 in Munich, Germany.

Hosted in one of the most historic cities in Europe, known for being a major center of arts, architecture, culture and science, we're sure CCMS Link 2023 will be an unforgettable experience.

CCMS Link is an opportunity to promote your business with like-minded leaders across industries. In addition, for two days, IXIASOFT product and DITA experts will be at your disposal. Maximize your investment and gain deeper insights into IXIASOFT CCMS with this unique opportunity.

The conference will be packed with different types of sessions including how-tos, best practices, case studies, workshops, and more. These dynamic sessions will show you the various ways IXIASOFT CCMS customers are using the solution, working with complementary tools, optimizing workflows and processes, and open your eyes to what your teams can accomplish with the IXIASOFT CCMS.

Also, most of the attendees will be technical writers, documentation team managers, and tool smiths from a diverse range of industry sectors and companies. This is a great opportunity for knowledge sharing and networking with folks otherwise difficult to meet up with at other industry events.

We look forward to seeing you there. Keep an eye out for our booth!

[Visit the conference website for further information.](#)

[Click here to register.](#)

### *NEVARIS at BAU 2023 in Munich*

13 March 2023

BAU 2023 will soon open its doors. From April 17 to 22, the construction software manufacturer NEVARIS will present its holistic software solutions together with 123erfasst. In hall C5 at booth 322, both brands will present their products NEVARIS Finance, NEVARIS Build, Success X, 123erfasst, Design2Cost as well as the openBIM workflow with NEVARIS. The construction software specialists welcome their guests at the joint stand of the Nemetschek Group, to which NEVARIS and 123erfasst also belong. For the first time, 10 brands are united under one roof.

On each of the six days of the trade fair there will be two live presentations by NEVARIS and 123erfasst. In addition, the various software solutions will be installed at several workstations on site, where experienced colleagues will answer the questions of interested trade fair visitors. The management of NEVARIS and 123erfasst will also be represented in Munich.

openBIM-capable, flexible and agile planning: NEVARIS and 123erfasst.

At the industry's leading trade fair BAU 2023, the BIM module in NEVARIS Build will celebrate its German premiere. The process from the planning model to the LV creation is now consistently BIM-compliant. Already in use in Austria in Success X since last year, it will also be available in NEVARIS Build in Germany in version 2024. This makes the software openBIM-compliant and usable across software in the BIM planning process. Via the IFC interface, authoring software such as Archicad, Allplan or Vectorworks from the own group, but also third-party software from other suppliers can be optimally integrated in the AVA process.

There are also important innovations in NEVARIS Finance. With the changeover to the Microsoft Dynamics 365 BC 200 version, the Modern Client (web client) is now being used. It replaces the familiar desktop client and brings many fundamental technological innovations with it. This provides the important flexibility, agility and speed in a constantly changing working world. 123erfasst introduces the new pricing and product model for the first time. From April 2023, there will be a free basic version for small construction and craft companies. Up to 10 employees (depending on the selected module) can then use 123erfasst free of charge and for an unlimited period of time.

Bundle strengths. Develop symbioses. Create common benefits.

The Nemetschek Group is using BAU 2023, together with its 10 subsidiaries ALLPLAN, Bluebeam, CREM Solutions, dRofus, FRILO, Graphisoft, NEVARIS, SCIA, Solibri and Vectorworks, to provide an overview of its solutions for greater efficiency and sustainability along the entire construction life cycle. For the first time, the brands will present themselves on an impressive

joint stand under the umbrella of the Nemetschek Group in hall C5 at stand 322, still setting their individual accents.

Ruth Schiffmann, Managing Director of NEVARIS, is looking forward to BAU 2023: "We are looking forward to exhibiting together with the Nemetschek Group and to joining forces even more. In this context, our NEVARIS and 123erfasst program solutions are important elements for a holistic life cycle approach in which we want to work closely with the entire Group - but above all with our customers!"

### *OpenText Announces International Tour Schedule for #DevDay 2023*

13 March 2023

OpenText™ announced the schedule for its #DevDay 2023 tour to promote the value of COBOL and mainframe modernization. The events will go in-depth about how OpenText will enhance its products and services as the need for digital transformation increases for core business systems. The 2023 schedule includes 10 cities in North America and Europe, with the first stop in Manchester, U.K., on March 23 and the last event slated for Toronto in September.

In today's ever-changing business world, digital transformation now demands a flexible and adaptive strategy aimed at improving results and responsiveness while accelerating time to value. The #DevDay events are designed to educate and empower today's developers and IT practitioners to modernize core COBOL and mainframe applications, processes and infrastructure using the latest technologies and software delivery practices.

#DevDay will also provide details and examples of how the OpenText Modernization Maturity Model enables IT leaders to quickly map their current IT environment to their future business strategy—while striking the right balance between cost, risk and speed. OpenText's comprehensive portfolio includes solutions for COBOL development and mainframe modernization, as well as mainframe access and security.

"Organizations throughout the world have successfully relied on COBOL and mainframe applications to support their core business systems for many years. As the technology landscape and the workforce change alongside the pressure to innovate quickly, today's IT leaders are faced with tough decisions on how to proceed and plan for the future," said Neil Fowler, General Manager for AMC at OpenText. "The DevDay series provides high value information for IT leaders and practitioners including new modernization strategies, technology demonstrations, and first-hand accounts of successful digital transformation projects."

#### #DevDay 2023 Schedule

March 23 - [Manchester, U.K.](#)

April 6 - [Paris, France](#)

April 20 - [Oslo, Norway](#)

April 25 - [Stockholm, Sweden](#)

May 9-10 - Düsseldorf, Germany (Link TBD)

May 18 - [Amsterdam, Netherlands](#)

June 1 - [Copenhagen, Denmark](#)

June 8 - [London, U.K.](#)

June 21 – [New York, N.Y., U.S.A.](#)

Sept. 19-20 – Toronto, Ontario, Canada (Link TBD)

## *Sage Showcases Leading Cloud-Based Construction Financial Management Solution at CONEXPO-CON/AGG*

14 March 2023

[Sage](#), the leader in accounting, financial, HR, and payroll technology for small and medium-sized businesses (SMBs), will be showcasing [Sage Intacct Construction](#), its best-in-class construction cloud accounting system for general contractors and developers, at CONEXPO-CON/AGG. Sage will be exhibiting in the North Hall in **booth N12839**.

A native cloud solution, Sage Intacct Construction delivers critical industry-leading functionality that construction financial managers need. It empowers them to make critical financial decisions, track and manage costs and productivity in real time, from any location, and reduces typical financial consolidation from 100+ hours down to just minutes.

“Construction businesses are increasingly turning to technology to help them navigate a qualified worker shortage, rising costs, shrinking profit margins, and other challenges,” said Dustin Stephens, Sage Vice President for Construction and Real Estate. “Sage Intacct Construction is designed to meet their unique demands and scale with them as their business needs change.”

Sage Intacct Construction first launched at CONEXPO 2020 and brought together the most trusted names in the accounting and construction software industries – Sage Intacct and Sage Timberline. The solution has grown significantly in capability and adoption since its initial launch. Automatic updates enhance product functionality while new modules and key integrations are regularly added to ensure businesses can use the right mix of solutions to address their unique needs. Recent product launches include:

- [Sage Field Operations integration](#): provides an expansion of product capabilities for field teams and the finance back office, giving service-providing construction companies a superior tool to manage the entire work order life cycle.
- [Sage Intacct Real Estate](#): adds property management functionality to the Intacct core financial system, providing unique tools for real estate developers and property managers.
- [Procore Connector](#): seamlessly integrates Sage Intacct Construction with Procore’s widely used construction management solution, delivering increased business visibility and improved collaboration and efficiency.
- [Additional integrations](#): Sage Intacct Construction also integrates with Sage Estimating, while RedTeam project management, GC Pay, Control Board, and Omnidek are part of the growing list of integrations available in the Sage Intacct Marketplace, providing even more options for businesses to use the best solutions to address their needs.

The Sage construction portfolio also includes [Sage Estimating](#), the most advanced pre-construction bidding solution; [Sage 100 Contractor](#), delivering easy access to complete project information for small to mid-sized contractors; and [Sage 300 Construction and Real Estate](#), the industry's most complete financial management solution; along with a range of mobile and add-on products.

Sage is trusted by more than 50,000 construction companies to manage more than 7 million sub-contracts, 500,000 construction projects, and 600,000 rental units. Sage preconstruction, project management, and financial/accounting solutions help construction firms manage every detail of their projects. Sage enables them to estimate and win new projects, stay on top of costs in real time, identify and handle compliance issues fast, and automate pay with intuitive functionality. All of this is backed by the largest and most trusted partner network in the industry. For more information, visit [SageCRE.com](http://SageCRE.com)

Stop by **booth N12839** for a demo and see what Sage construction solutions can do for your business.

### *Siemens to present innovative software solutions for emissions and supply chain management in logistics*

16 March 2023

Siemens Digital Logistics has announced that it will showcase innovative supply chain planning and management solutions at the *transport logistic* trade fair in Munich, May 9–12, 2023. The digital logistics specialist has prepared an event portfolio that includes a certified solution for calculating and visualizing CO<sub>2</sub> emissions in logistics networks, a digital twin for optimizing supply chain management, and a control tower that syncs production and supply processes in real time.

“We’re bringing along scalable software solutions that help our customers in the manufacturing and logistics sectors find long-term strategies to meet current and future challenges in global supply chain management,” said Volker Albrecht, CEO of Siemens Digital Logistics. “This positions us to offer standardized solutions that businesses can use to track and calculate their emissions data across all modes of transport.”

This includes a certified methodology used to calculate greenhouse gas emissions based on the international GLEC standard (Global Logistics Emission Council) and optimize emissions through network and transport planning.

The CO<sub>2</sub> emissions of logistics networks and partnerships are visualized in a sustainability dashboard offering a clear overview of the various polluters along with the degree of environmental impact from supply chains. The emissions scorecard for transports can also be integrated into other software solutions, such as Siemens’ Teamcenter® product cost management software, as an API web service. This makes it possible to consider transport costs and emissions as early as the product planning stage and during the supplier selection process - not only after the product design has been completed, as was previously the case.

The Siemens Digital Logistics presence at *transport logistic* will present dynamic planning tools, including the digital twin, in response to the crisis-driven supply chain bottlenecks currently plaguing manufacturing and retail. With its links to the wider Siemens ecosystem, Siemens Digital Logistics has natural ties to the industrial sector and a portfolio of tools that have helped enterprises around the world successfully plan their products, production, and capacities and focus them on the needs of supply chain managers as they build more resilient value chains.

Solutions like the Siemens Digital Logistics Control Tower not only enable real-time supply chain visibility, but also deliver visibility across all production and logistics processes by bundling and consolidating data across systems. This delivers end-to-end supply chain visibility and makes it possible to perfectly synchronize production and logistics processes in manufacturing.

The Siemens Digital Logistics solutions will be presented at *transport logistic* in **Hall A3, Booth 113/216**.

To book an appointment or learn more about our event program, please visit: <https://siemens-digital-logistics.com/transport-logistic>

### *Simulations Plus to Present at Sidoti March Small-Cap Conference*

16 March 2023

Simulations Plus, Inc., a leading provider of modeling and simulation software and services for pharmaceutical safety and efficacy, announced that chief executive officer Shawn O'Connor will be presenting at the Sidoti Small-Cap Investor Conference taking place virtually on March 22-23, 2023.

Mr. O'Connor will be presenting on Thursday, March 23, 2023, at 3:15 p.m. Eastern Time. The live webcast may be accessed via this [link](#) and on the [Investors](#) page of the Simulations Plus website where it will also be available for replay after the event.

### *Stilo Speaks at ConVEx Baltimore*

14 March 2023

#### **Stilo is proud to present twice at this year's ConVex Baltimore**

Join Stilo's Jacob Brennan and Jackson Klein – alongside Neil Thomas from Cisco, in the following presentations:

#### **DITA for Sales People**

Just as tech docs departments use DITA to provide relevant content to users, sales and marketing departments can benefit from the same techniques to target their content appropriately. In this case study, we look at how Cisco went from using proposal templates in Microsoft Word to automating the production of personalized sales proposals using DITA

*Neil Thomas, Cisco & Jackson Klein, Stilo on Wednesday April 19th on Track 2 at 8:30 am*

*Neil is a lifetime participant in the evolution of the telecommunications industry. He contributed 28 years to developing, integrating, supporting, and demonstrating Nortel solutions for Fortune*

100 customers worldwide. For the past 9 years, Neil has focused on Cisco Sales Enablement through bid management and proactive custom proposal development. He is currently leading both our proposal content developers, and our Global Bid Management teams. Neil's focus on the delivery of automation solutions for digital sales, including the Sales Proposal Generator (SPG), is helping to drive cost and time efficiencies into our sales processes and to enable seller success.

Jackson Klein has more than 20 years of providing technical leadership, strategic direction and oversight for successful planning and execution of all stages of R&D, product development and lifecycle. He's managed and led R&D teams to develop and launch products in the field of design, simulation and analysis of photonic integrated circuits, communication systems and networks.

### **Avoid Mistakes – Analyze First**

When considering converting your content to a structured format such as DITA, many pitfalls must be avoided. Having a clear understanding of the benefits of converting to a structured content type while also being able to show your team efficiently and accurately can save many headaches. In this presentation, Jacob demonstrates how we can help establish the potential of DITA to each customer and their management/teams.

*Jacob Brennan, Stilo on Monday April 17th on Track 2 at 4:45 pm*

*Jacob Brennan is a Technical Sales Product Specialist at Stilo. He works with Stilo Migrate customers and aids in converting their legacy content to DITA. Jacob recently graduated from the University of Ottawa, holding a B.A.Sc. in Mechanical Engineering and a B.Sc. in Computing Technology.*

Learn more about Stilo and **ConVex Baltimore** [here](#).

We look forward to seeing you there!

[Visit the conference website for further information and to register.](#)

### **TRACE SOFTWARE TO EXHIBIT AT BIM WORLD 2023**

17 March 2023

Trace Software International is pleased to announce its participation in the **BIM WORLD** which will take place at Paris Expo Porte de Versailles on April 5 and 6.

BIM World Paris is the leading event for digital transformation in construction, real estate and urban development. Aimed at small and large companies, public and private contractors, the BIM World exhibition and conferences offer a showcase of the best solutions and best practices to meet the challenges of BIM but also the challenges related to the ecological transition of construction and territories with Low-Carbon solutions

Alongside our sister company [Green Systèmes](#) and under the Trace banner, we will have the opportunity to present all the software solutions for electrical engineering, photovoltaic, energy and low-carbon building.

The event is a great opportunity to launch the brand [our new LCA solution](#) and to showcase the latest innovations of [elec calc™](#), [archelios™](#) and Green Systèmes.

Etienne Mullie, Vincent Berlioz, Benjamin Colboc, Aude Genest, Jerome Mullie, Lauriane Vincent and Cédric Morand will be pleased to welcome visitors on booth D80/E81.

**Register for free with code CJ5366**

[I register for free](#)

### **BIM World Paris – April 5 and 6, 2022**

Paris expo porte de Versailles – 75015 Paris, France

#### **Opening to visitors:**

April 5, 2023 // 9:00 am – 6h30 pm

April 6, 2023 // 9:00 am – 5:30 pm

[To know more about BIM World Paris](#)

### *World's Biggest Chip Design Technology Users Event Reopens Live in Silicon Valley*

17 March 2023

Synopsys, Inc. announced the official countdown to the chip design sector's largest EDA user conference and the company's biggest global event of the year. The Synopsys Users Group (SNUG) Silicon Valley event celebrates its post-pandemic return in-person running from March 29 to 30 at the Santa Clara Convention Center with free entry for Synopsys technology users. Platinum sponsors include Arm, Amazon Web Services, GlobalFoundries, Microsoft Azure, Samsung Foundry and TSMC.

This year's keynote speakers include de Geus, who will unveil news about how Synopsys plans to boost the design capability of advanced semiconductor makers. Day 2 features François Piednoël, distinguished mSoC chief architect of Mercedes-Benz, as he reveals how his company is responding to the need for greater custom compute power to fuel new advanced driving features.

"SNUG has been setting the trend for the EDA industry globally due to the number and quality of user attendees and the huge range of topics covered," said Michael Sanie, SVP of Enterprise Marketing and Communication at Synopsys. "SNUG Silicon Valley starts the season and is followed by worldwide SNUGs featuring a slate of speakers from across our industry and beyond. Attendees get insight on the latest EDA trends and technologies, including how AI is accelerating time to market and quality of results, and how multi-die systems can revolutionize computing capability."

Over the span of two days, SNUG Silicon Valley 2023 will offer ideas, insight and inspiration around critical advancements and the latest semiconductor design technologies, including design and verification in the cloud, multi-die systems, IP, virtual prototyping and more. Attendees will also have an opportunity to choose from a broad range of peer-reviewed

technical presentations, educational tracks, networking opportunities with Synopsys executives, hands-on tutorials and panel discussions.

Join other engineers to hear about the future of Smart Everything and how you can be part of the winning team using Synopsys' broadest and deepest portfolio of EDA and IP technology.

#### Registration Details and Additional Resources

- SNUG is open to registered Synopsys users at no charge.
- Synopsys Academic & Research Alliances has extended the invitation to register to professors, Ph.D. candidates and post-doctoral researchers, with all registrations subject to review and approval.
- Registration link: [Register today](#) to reserve your spot for SNUG Silicon Valley.
- Blog: [Tech Talks and more on tap for Synopsys Users at SNUG Silicon Valley 2023](#)

#### *Xometry To Participate In The Loop Capital Markets 2023 Investor Conference*

13 March 2023

Xometry, Inc., the global online marketplace connecting enterprise buyers with suppliers of manufacturing services, announced that CEO Randy Altschuler will attend the Loop Capital Markets 2023 Conference on March 14, 2023 in New York City.

## Financial News

#### *Bechtle continues to grow much faster than the market in 2022*

17 March 2023

**For Bechtle AG, 2022 was another record year. The business volume increased by 16.6 per cent to €7,285.7 million. Bechtle thus again outperformed the market significantly despite the difficult economic framework conditions. Revenue underwent a very substantial increase of 13.6 per cent to €6,028.2 million. Bechtle was able to step up its earnings before taxes (EBT) by 9.4 per cent to €350.5 million. At 5.8 per cent, the EBT margin was almost at the same level as in the prior year (6.0 per cent). As of 31 December 2022, Bechtle had 14,046 employees, which is 1,166 more than in the prior year.**

In 2022, the Bechtle Group recorded two-digit revenue growth in all regions and in both segments. The performance of the international companies was especially strong, partly due to acquisitions. The organic growth rate of 11.7 per cent shows that Bechtle was able to generate most of the revenue under its own steam. “Despite the extremely difficult times, we can look back at another successful year. Once again, this demonstrates that even under difficult framework conditions, our business model is a reliable basis for profitable growth,” explains Dr Thomas Olemotz, Chairman of the Executive Board of Bechtle AG.

#### **Substantial revenue growth in the System House segment**

In the IT System House & Managed Services segment, revenue climbed by 14.2 per cent to €3,878.2 million in 2022. Abroad, revenue went up by an outstanding 33.0 per cent, not least thanks to acquisitions. In the reporting period, we also concluded a number of promising framework agreements and were able to expand the business with large multinational customers. In this area, we benefited from the fact that we had set up and expanded central units with an international focus at an early stage. Our multi-cloud business performance was also very good. In this segment, we increased our EBIT by 7.0 per cent to €227.0 million. Due to higher vehicle and travel expenses, earnings were under pressure in the reporting period. Nevertheless, at 5.9 per cent, the EBIT margin was still excellent, after 6.3 per cent in the prior year.

### **E-Commerce reports strong margin**

In the IT E-Commerce segment, Bechtle increased its revenue by a total of 12.5 per cent to €2,150.0 million. The growth was largely balanced in the individual national markets. Particularly strong impulses came from Spain, Poland, the United Kingdom, the Netherlands and Germany. Due to the lower cost pressure compared to the other segment and very lean and efficient processes, earnings saw disproportionately high growth of 13.1 per cent to €128.4 million. Accordingly, the margin improved from 5.9 per cent in the prior year to 6.0 per cent in the reporting period.

### **International acquisition strategy**

In the reporting period, Bechtle finalised three acquisitions, thereby noticeably expanding its international foothold. For the first time, service providers outside Germany, Austria and Switzerland have joined the Bechtle Group, namely in the Netherlands and in the United Kingdom. This year, Bechtle is set to continue to roll out its internationally focused acquisition strategy. On 16 March, for example, we reported the acquisition of another IT company in London. Furthermore, our acquisition strategy continues to focus on France and Spain.

### **Very positive cash flow from operating activities**

The cash flow from operating activities in the reporting period amounted to €116.7 million (prior year: €284.5 million). Significant improvements were achieved in the course of the year especially with regard to inventories and trade payables. Performance in the fourth quarter was outstanding, with a cash flow of €347.4 million from operating activities. At €289.6 million, liquidity is at a very comfortable level for financing further growth as well as acquisitions.

### **Thirteenth dividend increase in a row**

In view of the very strong business performance, the comfortable liquidity situation and especially as a sign of confidence with regard to future development, the Executive Board and the Supervisory Board of Bechtle AG propose a dividend increase to €0.65 per share. This would mean a disproportionately high year-on-year increase of 18.2 per cent (prior year: €0.55 per share) and would represent the 13th increase in a row. Measured on the basis of the consolidated earnings after taxes, the dividend payout ratio would thus amount to 32.6 per cent (prior year: 29.9 per cent).

### **Headcount exceeds 14,000 for the first time**

As of 31 December 2022, Bechtle had 14,046 employees: 1,166 more than in the prior year. A record figure of 244 apprentices and students on integrated degree programmes who joined Bechtle in the reporting period furnishes evidence of how attractive we are as an employer. Under the “Future in IT” programme, Bechtle offers career shifters a specially developed qualification programme, including for IT sales and various technical areas. These measures help us to actively counter the shortage of qualified staff.

### **Challenging 2023 fiscal year**

Despite slight improvements in the forecasts for macroeconomic development in 2023, the expected growth rates are still low and uncertainties remain high. Moreover, the difficulties in supply chains are still impacting the development of the IT market. At the same time, however, customers have become more aware of the need to invest in future-proof IT environments. Therefore, the Executive Board is optimistic with regard to the current fiscal year and again expects Bechtle to deliver above-average business performance despite the challenging framework conditions. In the current fiscal year, revenue and earnings are projected to undergo significant growth, and the EBT margin is to remain at a level similar to that of the prior year. “Our goals for 2023 are ambitious. We expect rising costs, which need to be compensated for. Meanwhile, the digital transformation will continue to move ahead and open up numerous business opportunities for Bechtle. This strengthens our confidence that even in challenging times we will be able to achieve profitable growth,” says Dr Thomas Olemotz.

### ***Blackline Safety Reports Fiscal First Quarter 2023 Results – Revenue Up 34% Year-Over-Year to \$21.0 Million***

16 March 2023

[Blackline Safety Corp.](#) (“**Blackline**” or the “**Company**”), a global leader in connected safety technology, reported record fiscal first quarter financial results for the period ended January 31, 2023.

### **Management Commentary**

“Our strong Q1 growth of 34% represented our 24<sup>th</sup> consecutive quarter of strong year-over-year revenue growth, which was driven by increases in both our service and product segments increasing 39% and 29%, respectively. Our results in Q1 also displayed impressive progress and advancement of our cost reduction goals,” said [Cody Slater, CEO and Chair of Blackline Safety](#). “Through our revenue growth and sales mix, we were able to deliver improved gross margins of 49% during the quarter, which marks our highest level since the second quarter of 2021. Looking forward, we see continued strong customer demand driving revenue growth coupled with our disciplined cost management approach enabling Blackline to achieve and sustain positive Adjusted EBITDA as we exit fiscal 2023.”

“In addition, our annual recurring revenue<sup>(1)</sup> advanced 34% year-over-year to \$39.7 million. Regionally, we experienced year-over-year growth across the board highlighted by the United States increasing 36% benefiting from a robust pipeline, while Canada generated 69% growth.”

“On the margin front, we experienced the strongest service margins in Company history of 73%. Our product margins also improved significantly year-over-year from 10% to 21%, but declined when compared to Q4 FY 2022 due to lower volume, decreased percentage of sales generated through our leasing program, and foreign exchange impact. Looking forward, we anticipate margin improvements through the remainder of the fiscal year through the recent price increases and component costs reductions and efficiencies.”

“We made initial deliveries of our latest transformative product during Q1, the G6, and we anticipate demand and adoption to grow throughout the balance of this fiscal year while revenue is expected to be back-half weighted in fiscal 2023. We continue to see significant potential for G6 to disrupt and capture share in the \$220 million annual zero-maintenance gas detection market.”

“We ended the first quarter in a solid financial position with total cash and short-term investments on hand of \$23.5 million, while our cash burn rate improved for the third consecutive quarter. Furthermore, we continue to work towards finalizing a financial structure for the hardware equivalent element of our finance lease portfolio, which had a total undiscounted value of \$35.5 million at the end of the quarter for the right to use the hardware and associated services. Importantly, this will supplement our liquidity position as we execute on our path to sustained profitability as we exit fiscal 2023.”

### **Fiscal First Quarter 2023 and Recent Financial and Operational Highlights**

- Total revenue of \$21.0 million, a 34% increase over the prior year’s Q1
- Service revenue of \$11.6 million, a 39% increase over the prior year’s Q1
- Product revenue of \$9.4 million, a 29% increase over the prior year’s Q1
- Canadian market momentum remains strong with 69% growth over prior year’s Q1
- United States regaining momentum with 36% growth over prior year’s Q1
- Annual recurring revenue<sup>(1)</sup> growth of 34% year-over-year to \$39.7 million
- Rental revenue growth of 305% year-over-year
- Total operating expenses of \$18.2 million, declining \$2.1 million sequentially
- Released third annual Environment, Social & Governance (“ESG”) Report continuing our commitment to diversity, inclusion, environmental sustainability and community engagement
- Launched our first European Union (“EU”) based service centre in France to serve the growing number of customers in Europe and provide an operational base to expand the Company’s rental offering in the region
- Announced a multi-year contract with a \$1 million lifetime value in the Middle East, Blackline’s largest ever order in its Rest of World region

(1) This news release presents certain non-GAAP and supplementary financial measures, including key performance indicators used by management and typically used by companies in

the software-as-a-service industry, as well as non-GAAP ratios to assist readers in understanding the Company's performance. Further details on these measures and ratios are included in the "Key Performance Indicators," and "Non-GAAP and Supplementary Financial Measures" sections of this news release.

### **Key Financial Information**

Fiscal first quarter revenue was \$21.0 million, an increase of 34% from \$15.7 million in the prior year quarter. Total revenue for each geographical market increased with Europe up 10%, Rest of World up 16%, United States up 36% and Canada up 69% representing the largest geographic growth region year-over-year.

Service revenue during the fiscal first quarter was \$11.6 million, an increase of 39% compared to \$8.3 million in the prior year quarter. Software services revenue increased 31% to \$10.6 million and rental revenue increased 305% to \$1.0 million. Software services growth was attributable to new activations of devices sold over the past 12 months as well as net growth within our existing customer base of \$1.2 million. Rental revenue growth continues to be strong, up over 305% year-over-year, as our dedicated rental team continues to meet heightened demand for its connected solutions in the industrial construction, turnaround and maintenance markets.

Product revenue during the fiscal first quarter was \$9.4 million, a 29% increase compared to the prior year quarter of \$7.3 million. The increase in the current year period reflects the Company's expanded sales network and investment in our global sales team over the past twelve months with continued strong demand generation and sales development activities.

Overall gross margin percentage for the fiscal first quarter was 49%, an 8% increase compared to the prior year quarter. The increase in total gross margin percentage is due to a combination of a higher sales volume and an enhanced pricing strategy. Product revenue comprised 45% of total revenue in the first quarter, a decrease of 2% from the prior year quarter, while service revenue made up 55% of total revenue for the quarter, representing a 2% increase. Service gross margin percentage increased to 73% compared to the prior year quarter at 68% as service revenue continued to grow, absorbing more fixed cost of sales.

Product gross margin percentage increased to 21% from 10% in the prior year quarter as the Company has been able to mitigate some of the global supply chain challenges that it has experienced since the third quarter of 2021. During the quarter the Company began completing some sales under our newly introduced pricing structure. The Company has been able to automate more of its manufacturing line, improving the efficiency and throughput of its operations.

Net loss was \$7.7 million, in the fiscal first quarter, compared to \$12.9 million in the prior year quarter. Net loss decreased primarily due to decreases in sales and marketing expenses and an increase in gross margin, offset by increases in general and administrative expenses and product research and development costs.

Adjusted EBITDA<sup>(1)</sup> was (\$6.2) million for the fiscal first quarter compared to (\$11.1) million in the prior year quarter. The increase in Adjusted EBITDA is primarily due to the decrease in net loss.

At quarter end, Blackline had total cash and short-term investments on hand of \$23.5 million and \$7.0 million of availability on its senior secured operating facility. The decrease in cash and short-term investments is mainly due to operating losses. At quarter end, the Company had \$8.0 million of borrowings on its senior secured operating facility, repaying \$0.6 million during the quarter from operating cash flow.

Blackline's Interim Condensed Consolidated Financial Statements and Management's Discussion and Analysis on Financial Condition and Results of Operations for the three months ended January 31, 2023 are available on SEDAR under the Company's profile at [www.sedar.com](http://www.sedar.com). All results are reported in Canadian dollars.

### Conference Call

A conference call and live webcast have been scheduled for 11:00 am ET on Thursday, March 16, 2023. Participants should dial 1-800-319-4610 or +1-416-915-3239 at least 10 minutes prior to the conference time. A live webcast will also be available at <https://www.gowebcasting.com/12481>. Participants should join the webcast at least 10 minutes prior to the conference time to register and install any necessary software. If you cannot make the call live, a replay will be available within 24 hours by dialing in to dialing 1-800-319-6413 and entering access code 9921.

## Implementation Investments

### *Aspen Technology Selected to Transform AES El Salvador's Electrical Grid and Help Drive Sustainability Initiatives*

15 March 2023

Aspen Technology, Inc., a global leader in industrial software, announced that AES El Salvador has selected its digital grid management (DGM) solution to improve the secure and efficient delivery of electricity from local power plants to more than 1.5 million residential and commercial customers. AspenTech's solution will support AES El Salvador's strategic initiative to transition from being a traditional one-way electricity distribution network operator to a distributed system operator (DSO) facilitating interconnections with alternative energy sources and new power loads.

"Implementing AspenTech's ADMS (advanced distribution management system) and DERMS (distributed energy resources management system) will allow us to provide a reliable, secure, energy efficient distribution platform for our green energy goals today and into the future," said Daniel Bernardez, Operations VP, AES El Salvador. "Having a central control system enables us to rapidly detect and isolate electrical outages, minimizing recovery time during emergencies and substantially increasing overall reliability for our customers."

AspenTech's solution supplies high-performance enterprise automation technology to energy customers in the generation, transmission, distribution, utility, and oil and gas industries around the world. In addition to its robust equipment control and operating functionalities, its ADMS offers advanced applications such as advanced DSCADA, distribution power flow, switch order management, distributed energy resources management, fault location, isolation and service restoration as well as outage management system capabilities.

"AspenTech is proud to assist AES El Salvador in meeting their reliability, security, and sustainability goals as they address the new challenges of today's and future energy markets," said Edwin Stephenson, Vice President, Strategic Accounts at AspenTech. "The implementation of our digital grid management solution empowers AES to reliably meet the demands of its large customer base while addressing the future technical challenges with sustainability imperatives."

### ***CAPGEMINI TO HELP ENECO REDUCE ANNUAL CARBON FOOTPRINT BY ONE MEGATON BY 2030***

13 March 2023

**Capgemini and Eneco, a group of companies active in the field of renewable energy and innovation, energy trade and retail, have announced a commitment to reduce Eneco's CO<sub>2</sub> emissions by one megaton through joint initiatives across scopes 1, 2 and 3[1] by 2030. This is part of a broader 10-year agreement between Capgemini and Eneco to accelerate Eneco's transition towards sustainable energy, and help meet its ambition of becoming carbon-neutral by 2035.**

Both companies will explore the impact of engineering, digital, data & AI, business technology and platforms on reducing scope 1, 2, and 3 CO<sub>2</sub> emissions. This 2030 target is based on the shared conviction of both Eneco and Capgemini that a sustainable future is achievable only through cross-industry collaboration with all stakeholders, including customers, strategic partners, and suppliers. Capgemini's work with Eneco, will focus on business model, process, and technology innovation and is expected to contribute approximately 17% towards Eneco's 2030 carbon reduction goal.

*"We strive to actively work with all players across the entire value chain to achieve our energy transition targets. This commitment with our partner Capgemini is the first concrete example of the way we want to move forward. Capgemini's technology and innovation capabilities, as well as its global reach, will enable this positive and significant step on our journey towards net zero,"* said Erwin Leeuwis, Director of Corporate Strategy at Eneco.

*"We have set clear and measurable targets to accelerate our journey towards net-zero at Capgemini, and we are committed to helping our clients achieve their own sustainability goals through long-term, strategic partnerships that focus on limiting their environmental impact,"* said Cyril Garcia, Global Head of Sustainability Services and Group Executive Board Member at Capgemini. *"By combining our expertise in engineering, technology and data & AI, and our innovative carbon calculation models, with Eneco's advanced capabilities in*

*accelerating the energy transition on the ground, together we will deliver a significant reduction in CO2 emissions and positively contribute to Eneco's pioneering work."*

To demonstrate how business model, process, and technology innovation can help reduce CO<sub>2</sub> emissions, Capgemini and Eneco assessed the potential of a number of innovations that focus mainly on Scope 3, with a comprehensive carbon calculation approach. Eneco's scope 3 emissions represent almost 90% of its total output and are generated from indirect sources within its supply chain, such as purchased goods and services, distribution, transportation, the use of sold products, and end-of-life treatment of sold products. Reducing the carbon footprint of Eneco's partners and customers is key, for example through radical electrification, phasing-out natural gas, and accelerating sustainable heat solutions.

### **Capgemini and Eneco to jointly test and evaluate innovations**

To accurately track, report and analyze progress and enable Eneco to make data-based decisions, CO<sub>2</sub> calculation models have been set up using a Life Cycle Assessment<sup>[2]</sup>, cradle to grave principle, and business data. Capgemini will also support Eneco to reduce its Scope 1 and 2 emissions through curtailing its IT footprint, more energy efficient offices and buildings used by Eneco, and a reduction of CO<sub>2</sub> in Eneco's own energy supply and production chain.

Other innovations to be evaluated include:

- B2B decarbonization services to help Eneco's business customers to further reduce carbon emissions with solutions such as heat pumps, insulation, smart office lighting, solar boilers, and panels.
- A Virtual Power Plant: a digital platform to balance renewable energy supply and demand with energy trade.
- Digital Twins to reduce costs of constructing and operating onshore and offshore windfarms.

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[1] Scope 1 emissions relate to direct emissions from buildings or assets owned or controlled by a company, such as the emissions associated with fuel consumption and refrigerant gases. Scope 2 emissions relate to emissions associated with the consumption of electricity, heat or steam. Scope 3 are all other emissions generated within an organization's value chain, including upstream and downstream emissions. They occur as a result of the activities of an entity, but from sources not owned or controlled by that entity's business.

[2] 'Life Cycle Assessment' considers both the direct and indirect impact of a process or technology in the upstream process value chain.

## *Envestnet Data and Analytics Selects TCS to Accelerate its Digital Transformation Journey*

15 March 2023

Tata Consultancy Services (TCS) has partnered with Envestnet Data and Analytics as the latter expands its technology ecosystem, embraces cloud-first data architectures, and continues to bring comprehensive financial wellness solutions more efficiently to its clients.

The partnership with TCS will see both firms collaborate on transformative market opportunities, and co-innovate to bring insights and products that will help global financial institutions deepen client relationships and deliver greater lifetime value. In addition to expanding its core platform and cloud-enabling its data estate, TCS will leverage its cloud capabilities and Machine First™ approach to enhance Envestnet D&A's technology infrastructure, streamline operations, and increase product innovation.

This partnership will deliver a holistic data platform that aims to transform client experiences across banking, payments, lending and wealth products, enable users to augment current data sets with new data from alternate sources and create insights for potential new portfolio strategies.

Additionally, TCS will leverage its customer-specific contextual knowledge to envision and provide custom-designed analytics solutions to its clients in the banking and financial services industry, leveraging the Envestnet D&A platform.

*"Our mission at Envestnet is to empower advisors and financial service providers with innovative technology, solutions, and intelligence to make financial wellness a reality for everyone. As such, we are pleased to partner with TCS to accelerate our response to the growth opportunities in the marketplace, allowing us to scale our product innovation and be more dynamic in meeting clients' expectations. This includes helping firms leverage data and analytics to optimize their operations and create more personalized experiences for their customers. TCS' vast experience in the financial services industry, large-scale transformation experience and leadership in data and analytics will help us to accelerate our growth strategy and deepen customer relationships,"* said **Farouk Ferchichi, Group President, Envestnet Data and Analytics.**

*"Using our deep financial experience developed over decades, TCS is helping leading wealth management institutions across the world leverage new technologies to navigate the evolving business landscape, pursue innovation and improve customer experience. We are looking forward to this unique partnership to help Envestnet D&A in their journey towards building a robust ecosystem, accelerating their innovation strategy and driving newer growth opportunities,"* said **Rakesh Kumar, Business Unit Head – US West, Banking, Financial Services and Insurance, TCS**

## *Hibbett Drafts Oracle Cloud to Improve In-Store Shopping Experiences*

14 March 2023

Hibbett Retail, Inc. delivers cutting-edge footwear and fashion to consumers across 1,133 stores in 36 states. To provide its customers with a winning in-store shopping experience, the retailer has drafted the latest Oracle retail cloud platform technology. By upgrading its mobile Oracle Retail Xstore Point-of-Service systems and adding Oracle Retail Store Inventory Operations Cloud Service, associates will always have an accurate view of available merchandise across channels and be able to serve customers from anywhere in the store to increase loyalty.

“Hibbett is where fashion intersects with sport, and the elite sneaker culture thrives. So, as a company, we focus on enhancing the customer experience from ‘toe-to-head®’ by delivering great service with every interaction,” said Tim Boggess, Vice President of Strategy, Innovation and Store Technology for Hibbett Retail. “Our customers embrace our award-winning loyalty program and expect an experience tailored to their interests and preferences. With Oracle, we can deliver this level of personalization at scale.”

Hibbett is also moving to Oracle Retail Customer Engagement Cloud Service and Oracle Retail Order Broker. With these offerings, associates can easily view a customer’s past purchases to recommend new styles. They will have the flexibility to ship merchandise to an adjacent store or a customer’s home if the product they seek is out of stock. In addition, the brand selected Oracle Retail Assortment Planning Cloud to help it place the right assortment of footwear, apparel, and accessories in the right stores to attract and retain customers.

“By continuing to partner with Oracle, we can tap into the continuous delivery model of the cloud and reduce our investments in data centers,” said Ron Blahnik, SVP and Chief Information Officer for Hibbett Retail. “The additional IT capacity allows us to focus more energy on supporting our business needs as we extend our market reach and customer expectations continue to grow and evolve.”

“Customers increasingly want a more connected, personalized experience that can’t be delivered with piecemeal technology,” said Mike Webster, Senior Vice President and General Manager of Oracle Retail. “With our platform, we are connecting not only systems but data, so retailers like Hibbett have the intelligence they need to deliver an endless aisle experience that keeps customers happy and continuously moving merchandise to bolster the bottom line.”

## *IBM Brings Intelligent Automation Software to Telecom Egypt to Transform Their Network Operations*

13 March 2023

Telecom Egypt (TE), a leading network operator in Egypt announced that they are working with IBM to adopt intelligent automation technologies to implement an umbrella solution for all its operations support systems (OSS) on mobile, fixed, and core networks.

TE will adopt IBM Cloud Pak for Watson AIOps deployed on RedHat OpenShift and implement IBM Robotic Process Automation (RPA) solutions. The solution will be designed to

offer TE a holistic view of their entire IT environment, and to help them innovate quickly, reduce operational cost, minimize the time required to troubleshoot and resolve network related incidents.

To help reduce operational and reporting time, IBM RPA, part of IBM Cloud Pak for Business Automation, will enable TE's engineers and IT operators to track the network's operating capacity and service quality across Egypt. Manually, this process required sending power signals across central offices and cabins to identify the weak points and areas, which could require at least 18 hours of compiling and revising data.

**Adel Hamed, Managing Director and CEO of Telecom Egypt, said:** "We are always keen on investing in developing and modernizing our networks to ensure that our customers receive the best communication and information technology services. We are happy to work with IBM as our technology partner to improve our networks' operational efficiency, leverage automation capabilities and reduce the time required to monitor and repair incidents, thus improving the quality of services provided to our customers."

**Marwa Abbas, General Manager at IBM Egypt said:** "The telecommunications industry is witnessing major transformation, and they are relying on new intelligent automation and cloud solutions to help enable accurate, fast and flexible business operations, as well as improved services to end customers. We are happy to extend our work with TE by providing our automation solutions, which will help TE to efficiently manage their networks and drive further digital advancement."

IBM's intelligent automation software will provide TE with visibility into performance data and dependencies across their environments. The new solution will allow TE to identify, analyze, address and resolve complex IT issues in dynamic and complex environments.

### *Infosys Collaborates with Mobility Specialist ZF to Revamp Supply Chain Operations*

9 March 2023

Infosys, a global leader in next-generation digital services and consulting, announced that it has collaborated with mobility specialist ZF to revamp its multi-echelon supply chain with SAP Integrated Business Planning® (SAP IBP) and Infosys Cobalt. Through this engagement with the aftermarket division of ZF, Infosys has implemented SAP IBP for demand planning and inventory optimization.

Infosys was chosen to assist ZF on this transformation journey for its proven expertise in SAP IBP implementation and a plethora of in-house tools and accelerators, backed by efficient teams. As a part of this initiative, Infosys leveraged its hybrid agile implementation methodology to replace multiple legacy demand planning tools at ZF Aftermarket, with a unified, global SAP platform. Further, by facilitating two-way flow of business-critical data between the new platform and external systems, Infosys has helped facilitate complex operations planning with complete automation of safety stock. The implementation has helped bring about advanced demand forecasting, collaborative planning, improved responsiveness and efficiency, transparency, and interactive user experience across ZF Aftermarket's supply chain.

**Rainer Scheuring, Vice President IT AC Market and Materials Management, ZF Friedrichshafen AG** said, “Based on the holistic IBP planning approach and the guidance of our implementation partner Infosys, we built the foundation for improved availabilities and reduced inventories within our multi-echelon supply chain.”

**Jasmeet Singh, Executive Vice President and Global Head of Manufacturing, Infosys** said, “The ability to forecast demand and optimize inventory is a key competitive advantage, in today’s era of increased macroeconomic and geopolitical complexities. We are delighted to have collaborated with ZF and helped make their supply chain more resilient and intelligent by leveraging Infosys Cobalt. Our extended collaboration will continue to accelerate this leading automotive supplier’s ambitious digital transformation strategies and equip them with the agility and flexibility they need to deliver world-class products to their clients.”

### *LNS Switches to Infor's Multi-tenant Cloud*

14 March 2023

Infor®, the industry cloud company, announced that LNS — a manufacturer of a wide range of products designed to optimize the performance, productivity and profitability of manufacturers operating in the machine-tool sector — has opted to deploy Infor M3 CloudSuite. Designed for manufacturers and distributors of products and after-sales services, this enterprise resource planning (ERP) solution powered by Amazon Web Services (AWS) offers the flexibility required to manage mixed and complex value chains. This project is part of a wider digital transformation of the company and aims to achieve greater standardization at a global level to improve the quality of work, optimize access to information and improve collaboration between users.

"We have been an Infor customer for more than 15 years and initiated our first project in 2005 on a limited scope, which at the time concerned only Switzerland," explains Stéphane Englert, CIO of LNS. "Since then, we have continued to evolve our system with the deployment of our ERP across various sites and the completion, in 2019, of a first stage of migration to a single-tenant cloud environment. Today, as we prepare to switch to the multi-tenant cloud, our objective is to rewrite our processes entirely to simplify, standardize and industrialize them, and thus promote collaboration and exchange between our employees worldwide."

Founded 50 years ago in Switzerland and acquired in 2022 by the Swedish Storskogen Group, LNS is the world leader in peripherals and services for machine tools. With innovation as its DNA, LNS has continuously expanded its offering year after year with new product lines to meet the needs of all its customers. These include bar feed systems (200,000 units installed worldwide), chip management systems (175,000 units installed worldwide), air filtration systems and cutting fluid management systems. At the same time, its global organization, with headquarters in Orvin, Switzerland, has been adjusted to be as close as possible to its customers and, today, LNS has 16 sites, including 9 production sites in Europe, the United States and Asia (China, Taiwan and Japan) and two sales sites supported by a network of subsidiaries and exclusive agents. The company is celebrating its 50th anniversary this year, and

intends to take this occasion to a new level with the launch of this new digital transformation project.

"The final choice of Infor was made in 2011, when we migrated from our American site, which was equipped with another ERP solution that we had considered as a possible alternative," explains Christophe Pouillot, LNS head of information systems. "But the multinational and multilingual dimension of the Infor M3 solution was much more efficient, and we therefore continued to integrate our various sites at a rate of one per year, to Germany which was started in January."

Today, Infor M3 CloudSuite is the backbone of LNS' information system and manages most of its main functions (purchasing, production, logistics, sales and finance). At the same time, the company has developed, often at the request of its users, some 30 internal applications designed to simplify their work. Some of these are connected to Infor's solution, and LNS has also developed interfaces that link it to its partners, notably transporters, with the aim of preparing for the forthcoming regulatory transition to electronic invoicing.

"If 2019 was a technical migration stage to a single-tenant cloud, this new stage of switching to the public cloud represents much more, with real strategic challenges of 're-engineering' our processes and a profound transformation of our organization and our collaborative working methods," Pouillot continued.

While the first presentations of the multi-tenant cloud environment that will be deployed and maintained by Infor are scheduled for next April, the LNS IT team intends to keep a close eye on the technology between now and then. The aim is to discover the new tools offered as standard in Infor's CloudSuite and gradually replace the specific applications in place with pre-integrated modules, while simultaneously streamlining the multiple processes deployed.

A series of laboratory workshops and technical-functional training sessions will be organised internally to define with Infor consultants the new applications to be developed under the Infor OS cloud platform.

Englert concludes: "We have high expectations of this project, the main objective of which is to have common tools interfaced with our different websites, in order to facilitate the exchange of data between our different sites and employees. With go-live scheduled for October 2024, we intend to support each employee as closely as possible to their expectations and offer them a new, more efficient, more fun and high value-added working ecosystem."

### *Menzies Aviation Selects Wipro to Transform Its Air Cargo Services*

9 March 2023

Wipro Limited, a leading technology services and consulting company, announced that it has been selected by Menzies Aviation, the world's largest aviation services company, to transform its air cargo management services.

The partnership will help fortify Menzies' position as the leading cargo handler in the market, enabling the company to grow its services and use of new technologies. It will also accelerate

competitiveness while keeping customers, partners, employees, and the environment at the center of this transformation.

Wipro's revolutionary cargo handling product was architected using cloud-native technologies and will address all of Menzies' needs, as well as those of the broader air cargo industry. It was developed to improve business efficiencies, enhance employee experience and customer service through increased automation, and provide critical business insights with best-in-class security.

This product will provide greater visibility of cargo location to both Menzies and its customers, support scanning technology for cargo and documentation, and integrate directly with customers' operating systems, resulting in increased transparency and real-time-tracking. It will also enable new technologies developed for warehouses of the future including robotics, autonomous vehicles and true paperless environments.

**Robert Fordree, Executive Vice President Cargo, Menzies Aviation**, said: "Following a rigorous tender process for a new warehouse management system, we are excited to announce our partnership with Wipro to drive forward our global technology transformation and ambitious growth strategy. At Menzies, we are committed to investing in innovative solutions, such as our recently launched robotic inventory checks and digitalization of flight packs, and Wipro's platform will ensure we can utilize cutting-edge systems and products in the years ahead."

"This agreement will enable end-to-end digitalization of our operations, process standardization, consistent customer service and enhanced employee experience, which is hugely important in attracting a new generation of cargo professionals. Our teams will be able to utilize an operating system that is more aligned to the look and feel of everyday apps, and our customers will benefit from increased transparency of cargo status, use of automation to speed up processes and improved safety and security procedures," added Fordree.

**Omkar Nisal, Managing Director UK & Ireland, Wipro Limited**, said: "Wipro is delighted to partner with Menzies Aviation, a global powerhouse in aviation services. This collaboration enables us to leverage Wipro's extensive technological capabilities coupled with Menzies' vast cargo-handling and management experience to deliver a product that will help revolutionize the air-cargo industry. We are excited to deliver a modern, contemporary cargo handling solution architected on latest technologies that will support Menzies' air cargo transformation and growth plans. Wipro's new product is radically simple to use through a reimagined user experience paradigm. It will also address the urgent need for improved efficiencies in the supply chain driven by the tremendous growth in e-commerce business, while also improving processes in air cargo. We will continue to leverage Wipro's vast technology prowess and invest in the product to deliver industry leading solutions to Menzies and the air cargo industry."

Menzies will be rolling out the Wipro product to five air cargo locations — Bucharest in Romania; Wellington, Christchurch, and Auckland in New Zealand; and Macau in China — by the end of 2023, with further plans to fully implement it across Menzies' global network by the end of 2024.

## *Prosol Inc. Rolls Out Digital Supply Chain Capabilities with Tecsys' End-to-end Platform*

14 March 2023

Tecsys Inc., an industry leader in supply chain management software, is pleased to announce the rollout of its Elite™ platform at Montreal-based Prosol Inc., a leader in the distribution of products and accessories related to the installation and finishing of floors. Embarking on its end-to-end digital transformation journey, Prosol implemented Tecsys' Elite™ Distribution ERP (enterprise resource planning solution) to provide an adaptive and function-rich platform to support its business-critical complexity. As part of its progressive rollout, the company is also in the process of equipping its network of more than 40 warehouses with Elite™ WMS, Tecsys' robust warehouse management solution.

Prosol's selection of Tecsys' Elite™ platform enables the distribution organization to improve demand visibility, forecasting and analytical capabilities while driving more streamlined operational workflows within the warehouse. The Tecsys platform has been used in the complex distribution sector by many major players and has been recognized for its ability to increase operational performance. Elite™ replaces Prosol's 30-year-old work processes and enables the organization to achieve its digital transformation goals across its nationally distributed network of warehouses.

"This digital journey has allowed us to automate many tedious tasks so we can better focus on value-added activities," says Prosol CEO, Leon Simon. "The Elite™ platform is flexible and scalable, so I have no doubt that this will be our solution for the next 30 years. During previous business downturns, we were able to transform into a stronger distributor and we have grown even more significantly since the pandemic."

In order to gain operational control of its business, Prosol is running both Elite™ Distribution ERP and Elite™ WMS.

Tecsys' Elite™ Distribution ERP is designed to streamline the added complexity that comes with a converging supply chain market. By implementing Tecsys' software, Prosol has comprehensive visibility into all aspects of its operations, allowing the organization to make more informed decisions, quickly respond to customer requests, and stay ahead of the competition.

Designed to control all warehouse activities, Elite™ WMS optimizes inventory management by managing stock levels, improving order fulfillment and purchase requisitions, and reducing order cycle times. With the supply chain disruptions and limitations that have taken place during the pandemic, Tecsys solutions continue to be one of the key pieces of software enabling businesses to adapt to changing consumer and client behavior.

Vito Calabretta, senior vice president of Global Operations at Tecsys, comments, "This integrated solution has progressively optimized Prosol's distribution operations nationwide. We are delighted that they are reaping such rewards, and that Tecsys has the privilege of supporting their growth as an organization."

## *Sinful steps on the accelerator for logistics efficiency*

10 March 2023

**Sinful is an erotic webshop that sells a wide selection of sex toys. The webshop is growing, and therefore, the company has been looking for a warehouse management system.**

The company is expanding, and more new markets continuously become a part of the Sinful-universe. Because of that, it has been a big wish for Sinful to optimize the logistics, and the company has now started the journey with LOGIA WMS.

The LOGIA-solution controls automation in collaboration with a manual warehouse which among other things includes 10 vertical storage lifts from EffiMat that goes hand in hand with Sinful's large product range.

Sinful will benefit from the Single Line-functionality which is a big advantage for the annual Black Friday. Besides that, control of picking carts, refilling the machines as well as shipping- and route management are a part of the WMS-solution. Through these functionalities, the efficiency in the warehouse is strengthened simultaneously as the storage space can be taken full advantage of.

Sinful is one of the first customers to use LOGIA WMS as a **SaaS-solution**.

## *Swarovski and SAP Ignite Luxury in the Cloud*

9 March 2023

SAP SE announced that Swarovski, the world's premier jewelry and accessories brand, has chosen the RISE with SAP solution and the SAP Commerce Cloud solution to move its complete SAP software-based digital backbone and e-commerce landscape to the cloud to help save costs and improve efficiency.

The strategic partnership with SAP supports Swarovski's *LUXignite* strategy to cement its position in the luxury space and expand its presence in the fine jewelry market.

RISE with SAP will enable Swarovski to realize its cloud strategy by giving it a future-proof digital core that has the flexibility and security to support continuous innovation in the cloud. SAP Commerce Cloud offers a consistent foundation for cultivating unique Swarovski customer loyalty across all touch points and innovating to create unique customer experiences.

Swarovski and SAP enjoy a partnership that began over 40 years ago. In this next chapter, SAP will support the digital transformation of the 127-year-old company.

"Innovation, coupled with our unique savoir faire in creating beautiful products that bring our customers joy, lies at the heart of everything we do," said Lea Sonderegger, Chief Digital Officer, Swarovski. "We are pleased to strengthen our technology backbone and customer experience with our partners at SAP to implement our *LUXignite* strategy."

## *The Beck Group Partners with ALICE Technologies*

8 March 2023

ALICE Technologies announced that The Beck Group, the architecture and construction firm, has selected ALICE for use on its key capital projects. ALICE Technologies' construction optioneering platform helps general contractors and owners worldwide to leverage the power of generative AI to plan, bid and build their large-scale infrastructure and commercial projects more efficiently and with reduced risk.

Beck will use the ALICE platform on a project it is designing and building for Woods Capital's Pacific Elm Properties. Called The Ivy, the project is a 200,000 SF mixed-use tower. It will deliver ground-floor retail, nine floors of office space, and eight levels of above-ground parking just north of Dallas' fast-growing Knox District.

The technology is an ideal use case for this project, explained Bryce Morrow, Chief Corporate Officer at Beck. "ALICE will create thousands of innovative ways to deliver The Ivy and find the best solution to build it in a way that traditional technologies cannot."

Beck is known for successfully delivering large-scale, complex projects like The Ivy and the newly transformed Phipps Plaza in Atlanta. Maintaining that reputation is why Morrow says the firm is thrilled to partner with ALICE to identify a plan to quickly and efficiently bring The Ivy to market while reducing risk.

"The Beck Group's design-build focus is well-suited for ALICE. Our platform encourages close collaboration between general contractors and owners," said ALICE CEO René Morkos. "Powered by generative AI, ALICE creates thousands of schedule options for a project. It then enables GCs and owners to work shoulder to shoulder as they evaluate ways to tune the project that could make schedules even more efficient. We're excited to contribute to the success of The Ivy project," he continued, "and we look forward to expanding our partnership to address additional projects with The Beck Group."

## *University for Business and Technology Adds Spatial AI and EON AI Assistant*

9 March 2023

EON Reality, Inc. ("EON Reality"), a global leader in Virtual and Augmented Reality ("XR") industry and education solutions powered by Artificial Intelligence (AI), announces a new improvement to its partnership with the University for Business and Technology (UBT) to bring cutting-edge Spatial AI technology to its students.

The students and faculty at UBT were already some of the top creators and innovators within EON Reality's global network, and now content creation will be even easier for them thanks to EON AI Assistant. By adding EON AI Assistant to their existing EON Reality solutions, UBT will help its students learn even more efficiently and retain information longer with guided AI content. At the same time, the new AI-powered features will help professors and instructors to create their own lessons and courses with significantly less time and effort.

These vast improvements come on top of the collection of EON Reality products and features already in use by UBT, such as the world-leading massive XR library and the ability to create, utilize and distribute XR content on devices ranging from smartphones to headsets. Throughout this usage, EON AI Assistant will support and break down barriers for creation, distribution and consumption of information.

“Working with UBT has always been a pleasure for everyone involved, and I look forward to seeing how they’re able to maximize the functionality of EON AI Assistant,” says Dan Lejerskar, Founder, CEO and Chairman of EON Reality. “They’ve always been one of the most prolific creators among all of our partners, and the power of Spatial AI will only improve that efficiency. I anticipate great things from both the faculty and students at UBT.”

One of the most prominent features of EON Reality’s new AI-powered solution is the functionality of Spatial AI, featuring a full-bodied avatar that can see, hear, and interact with the world around it.. This AI-driven avatar can show, tell, and teach about nearly any subject using XR demonstrations, while also maintaining the ability to guide and assist users in real-world tasks by providing real-time feedback in Augmented Reality. Additionally, Spatial AI provides a unique layer on top of existing AI-based language models, in that it’s specifically trained with topical information for each segment, initially with a focus on academic studies.

As a result of the company’s decades of work with global enterprises and world-class academic institutions, EON Reality’s offerings are known as the primary products and content delivery vehicles for AI-powered XR education and industry solutions. EON Reality’s partnership with UBT will provide students and faculty with access to these solutions, allowing them to provide immersive experiences that will push education forward on every level.

### *Yinger Digitalizes R&D with Centric PLM*

14 March 2023

Yinger Fashion Group (Yinger), a major Chinese fashion leader, has successfully implemented Centric Software’s Product Lifecycle Management (PLM) solution. Centric Software® provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Yinger, founded in 1996, has developed a diversified presence across multiple industries by integrating investment, R&D, creativity, marketing and services. With six successful brands, Yinger now operates 15 regional sales branches and has a significant customer base, serving millions through its over 1,500 stores across China.

The Chinese fashion industry has undergone significant challenges in recent years, but Yinger has responded by confidently pushing a digital transformation strategy with Centric Fashion PLM at its center. Yinger has implemented Centric PLM® at the Yiner and Song of Song brands, aiming to connect supply chains to sales and unify design and R&D with a single platform for collaboration and access to up-to-date product-related information.

“Centric PLM has brought us many improvements in our daily work,” says Mrs Wenhan Chen, Song of Song’s brand design department. “We no longer have to worry about information being lost as employees come and go. Processes such as R&D proofing and review have now been brought online. Thanks to the visualized management framework, we can supervise and manage in real time with clarity, saving us a huge amount of management time.”

Mrs Xinyu Liu, a key user in the Yiner design department, says, “With Centric PLM, we can get an immediate picture of the progress of product development over three seasons. We can analyze the proportions of colors and types of clothes for the whole season in real time. All of this helps us better grasp the planning and more accurately carry it out.”

Since going live, Yinger has achieved initial success in optimizing R&D, improving existing working methods and building information-based processes. Phase two of the project is set to begin shortly, and Yinger intends to expand use of Centric PLM across the group.

“We are delighted that Yinger Group is already experiencing positive results from implementing Centric PLM,” says Chris Groves, President and CEO of Centric Software. “As Yinger enters the second phase of implementation, we look forward to working together closely to achieve Yinger’s goals and improve their competitive offering in the Chinese fashion marketplace.”

## Product News

### *ActCAD 2023 New Version 1371 Released, Dt.11 Mar, 2023*

11 March 2023

ActCAD 2023 new update 1371 released for all products. This is a general maintenance release that includes few improvements and bug fixes. Below is a list of enhancements in this update:

- Updated ODA dwg/dxf libraries
- Fixed profiles mixing up issue
- Fixed printer connection problems in certain situations
- Fixed help article not available for new ActCAD Explorer items
- Fixed serious LUPREC issue during block definition
- Fixed decimal units rounding issue
- Fixed issue in attribute extraction regarding angle conversion
- Fixed base point mechanism for Grips
- Fixed certain unit formatting issues
- Fixed snap status bar to display correct coordinates when changing the options from tab
- Fixed certain crash issue with CUI file
- Fixed certain snap point issue in paper space
- Fixed certain crash issue with selection set reactors

- Improved expression display in tool palettes
- Fixed negative values of SELECTIONCYCLING work incorrectly with trimmed viewports
- Fixed LUPREC sysvar that affect Geo Location dialog
- Improved .Net custom palette set
- Fixed open dwg with new xref issue
- Fixed units change issue in custom paper size dialog
- Fixed SAVEAS command error when FILEDIA setting is OFF
- Fixed freezing issue with AlignSpace command in certain cases
- Added new polygon option for Export solid hatches in Advanced PDF Export Options
- Fixed SSGET doesn't work with ATTDEF and DXF code 2
- Fixed Object regeneration on PAN with multiple windows opened
- Fixed SPLINEDIT properties issue
- Fixed Dynamic Block grips issue
- Fixed issues with View Cube captions
- Fixed certain entity rotation by grips issue
- Fixed Tab key issue during Table Edit mode
- Fixed Tab key error when selecting Table cells
- Fixed Dynamic Block alignment mode
- Fixed sub text editing option in MTEXT
- Fixed exception error while closing MTEXT editor in some special situation
- Fixed a prompt not printed in SDS function invoked from LISP
- Improved ActCAD ObjectIRX API
- Increased the number of entries in recent commands menu like Other CAD
- Fixed vlr-modified reactor doesn't work while changing entity properties
- Fixed error in AddDimAngular during dimension creation
- Fixed vla-get-truecolor issue
- Fixed the issue of Ctrl+R not working
- Fixed the wrong edit of multiple grips
- Fixed grips issue with hatching
- Fixed unexpected Hatch Normal Island detection issue
- Fixed certain crash issue with multi drawables

- Fixed incorrect snapping of a 3d box in WINGLES device
- Fixed certain crash issue in MTEXT when inserting %%d and %%p

The new versions are available from ActCAD download page. Existing ActCAD 2023 users can use "Check for updates" command to get the latest version.

## *AGTEK releases Gradework update and launches stand-alone software Materials SA and Underground SA for construction*

13 March 2023

**AGTEK Development Company, part of Hexagon, announces the introduction of its stand-alone software Materials SA and Underground SA and the release of the Gradework software suite for 2023. The new features will simplify takeoff and improve production control of construction materials, utility installation and earthmoving projects.**

AGTEK's latest update enables contractors to create fast and accurate earthwork, material and utility takeoffs from PDF or CAD data with ease using intuitive tools that minimise manual data entry and provide extensive value engineering capabilities. Measure lengths, areas and counts, and extend them into cubic yards of concrete, tons of asphalt, lengths of guard rail, counts of catch basins and any other cost item. The software also allows you to model storm, sewer, water and other utilities, extracting trench and pipe details. Extensive value engineering and scenario analysis capabilities ensure your earthwork quantities are optimised. "We are very excited to extend the speed, simplicity and accuracy of our Gradework package to paving and utility contractors through our stand-alone offerings for the first time," says AGTEK President Matt Desmond. "This will allow more heavy construction contractors the benefit of bidding more efficiently and provide the ability to control project progress more effectively."

### **Utility clash detection and trench analysis**

AGTEK's software saves significant costs and minimises issues in the field by allowing you to view pipe and trench details in 3D and detect utility conflicts between classes of pipe automatically. Model any trench configuration, analyse trench excavation and capture quantities by strata and custom-defined depth brackets to reach an unprecedented understanding of your utility project.

### **Introducing Materials SA and Underground SA**

Immersal, part of Hexagon, is building world-leading spatial mapping and visual positioning tools — the foundation of the metaverse. Founded in 2015, Immersal's team is based in Helsinki, Finland, and working with partners, developers and creators across the globe to reimagine how we explore, interact and create. Immersal also has sales offices in Hong Kong and in Silicon Valley, California, and is expanding its presence and partner networks globally. The company was acquired by Hexagon in 2021 and continues to pursue the vision of a metaverse built and experienced by everyone on any device.

### **Utility clash detection and trench analysis**

Ideal for specialty utility and paving contractors, Materials SA and Underground SA software unlocks the benefits of the AGTEK suite to speed up takeoff and provide value engineering capabilities to help contractors complete work faster without the need for earthwork input.

### Share data and collaborate with ease

Put your data to work and make it accessible to those who need it in an easy-to-absorb format, ensuring better decisions are made every step of the way. Visualising and interrogating all data in Google Earth back in the office will provide planners with a real-world experience of the project and its surrounding environment. In the field, export the data to AGTEK's mobile apps to access all data on any Apple or Android device. And, if you work with third-party applications, export the quantity data via quantity reports with ease.

## *Altair Announces Altair RapidMiner: One Converged Platform for Data Analytics and Artificial Intelligence*

16 March 2023

Altair, a global leader in computational science and artificial intelligence (AI), announced the rebrand of its entire data analytics and AI suite as Altair RapidMiner, uniting all data analytics technology into one platform. Following the acquisitions of RapidMiner and World Programming, the Altair RapidMiner platform offers comprehensive end-to-end solutions from data ingestion and modeling to operationalization and visualization. Additionally, the platform is now available via Altair Units, delivering a new generation of Frictionless AI capabilities to customers.

"Altair RapidMiner removes barriers to effectively connect three of an organization's most important assets: data, people, and processes. With an unrivaled and complete set of tools to transform organizations, we are paving the way to a frictionless future," said Sam Mahalingam, chief technology officer, Altair. "The platform enables users of all skill levels to accelerate projects from idea to production, modernizes legacy environments, and caters to enterprise needs with desktop and cloud offerings. We meet you where you are and evolve with your company, wherever you go in the future."

The Altair RapidMiner platform delivers breadth and depth across the analytics lifecycle with unique capabilities that overcome the most challenging obstacles organizations face along their digital transformation journey.

Most notably, Altair RapidMiner:

- **Scales AI initiatives without requiring a big team** of data scientists or expensive services engagements. Organizations can upskill their workforce so users from novice to expert can leverage the tools needed to provide data-driven insights.
- **Empowers users to extract and prep data easily from any source**, working with reports and PDFs that are core to the business.

- **Alleviates the pressure of modernizing expensive legacy environments.** Teams can create, maintain, and run SAS language programs, models, and workflows directly in a multi-language environment (e.g. Python, R, SQL).
- **Gets more models into production.** Teams can operationalize models faster and monitor them continuously across one shared MLOps environment.
- **Processes and displays massive amounts of fast-changing data.** Users can build sub-second streaming, batch, and business intelligence (BI) data applications.

Whether an organization requires end-to-end or composable analytics, Altair RapidMiner enables customers to deliver the right tool at the right time to their diverse teams.

### Upskill Your Organization

In addition to the Altair RapidMiner platform, Altair helps organizations shape their data analytics programs and upskill their employees with the Center of Excellence (CoE) methodology. The CoE identifies the highest priority use cases and helps tackle those first, upskills the business line teams so they can address data analytics problems themselves, and trains everyone – from business analysts to data scientists – to use the right tools for the problem.

Training is available through the Altair RapidMiner Academy, which provides self-paced, persona-based learning for users of all skill levels and industries. These programs offer bite-sized learning alongside curated courses and pathways, designed to match roles, knowledge domains, and skill levels.

### Altair Units: Freedom, Flexibility, and Value

Historically, the data analytics sector has revolved around named-user pricing that drives up costs and limits access. Altair Units – Altair's gold standard software licensing system – democratizes access to data analytics solutions while simultaneously making it more affordable than ever to access these tools. The ability to access all of Altair's data analytics and AI products via Altair Units gives users the flexibility to run software anywhere, the freedom to choose what software tools they need when they need them, and unparalleled value that maximizes use and minimizes cost.

### *Autodesk advances its vision for Autodesk Construction Cloud*

14 March 2023

Lalith Subramanian published a blog post to the Autodesk blog outlining the updates being made to Autodesk Construction Cloud. Lalith says, "One of the biggest updates we're announcing today is the addition of AutoSpecs in ACC, giving users a cohesive and connected submittal experience within ACC."

Read the full post here: <https://adsknews.autodesk.com/en/news/connected-construction/>

## *BETA CAE Systems announces the release of NEERE v1.6.0*

13 March 2023

### **About this Release**

BETA CAE Systems announces the release of NEERE v1.6.0.

This new release focuses on the further facilitation of collaboration and on augmenting its application by introducing the capability for guests to join public rooms.

Follows a more detailed list of the new features and improvements.

### **Release highlights**

Make rooms accessible to the public by sharing the public room link to guest users. The public accessibility of the room can be revoked at any time.

Participants can now enable the microphone temporarily using the space bar and raise hand during a meeting.

New capability to mute the microphone and turn off the camera of specific roommates.

You can now add multiple users in an existing room through the Invite roommates option and remove a roommate from a room.

Preview active users in a room from the "My Rooms" tab.

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

### **Supported Web browsers**

Mozilla Firefox, version 68 or higher

Google Chrome/Chromium, version 80 or higher

Microsoft Edge, version 80 or higher

For details, refer to the "NEERE technical requirements and installation guide" document, which resides within the NEERE download folder on our server.

## *Carlson Machine Control Announces Flexible, Time-saving Pile Placement Solution for Solar Installation*

14 March 2023

Carlson Software's Machine Control Division announced Carlson Pile Placement, an automated solution for pile placement prior to driving.

"This solution is just a very powerful addition to any solar installer's fleet," said Carlson's Field Application Engineer Rodney Thomas. "It's versatile, flexible, and with its simple user interface, operators can be placing piles accurately with very little training."

With the ability to accurately place color-coded piles to the proper offset at the planned location, the time and cost of flags and their associated survey work are greatly reduced, if not

eliminated. Carlson Pile Placement consists of an all-in-one GNSS sensor and a rugged, Windows-based control box. With its small footprint, Pile Placement can be installed on any machine used to drop off piles, allowing the same equipment and operator to now place piles at correct locations ahead of pile driving machines.

Pile Placement can be used as a stand-alone system, or as part of Carlson's comprehensive solutions for solar installation that include Carlson's just-announced PD Grade™ 3Z positioning solution for pile driving machines, Carlson Command site monitoring and management software, Carlson's GNSS base station, and Carlson Grade Supervisor for more accurate quality control in the field.

## *Honeywell Addresses Automation Interoperability Gap As Warehouse Technology Investment Nears \$22 Billion*

14 March 2023

Honeywell announced its expanded capabilities to help companies achieve automation interoperability in the distribution center (DC). The company will demonstrate many of its automation solutions and robotics at ProMat 2023 in Chicago, March 20-23 (booth #S618).

Under the immense pressures of an ongoing labor shortage and heightened eCommerce demand over the past few years, companies have rushed to implement automation and robotics in their warehouse operations. The result of that is often disparate systems and machines that don't work together and "communicate" effectively. Honeywell's software and operational solutions improve technology compatibility that enables the seamless exchange of data and information for better-informed decision making, maximum efficiency and improved automation return on investment (ROI). Achieving automation system integration today is a building block for the foundation for scalable, technology-forward dark warehouses of the future.

"Forward-thinking companies are investing in robotics and automation in the distribution center to accommodate growing order volumes, fill critical skilled labor gaps, take over repetitive and dangerous tasks and help alleviate profitability and inflationary pressures," said Keith Fisher, president of Honeywell Intelligated. "In order to fully reap the benefits of these investments and power a true smart warehouse model, each piece of the automation puzzle must work seamlessly together with little human intervention required. These automated solutions need a central system that acts as the "brain" to connect disparate systems and warehouse execution and performance management software, and Honeywell is ready to help companies close the interoperability gap."

The global market for warehouse automation technology is anticipated to reach \$21.7 billion this year. Interoperability represents the ability to connect and seamlessly integrate these technologies and Honeywell has expanded its capabilities to meet the growing needs for long-term compatibility of these investments:

- **The Honeywell Universal Robotics Controller (HURC)** acts as a digital backbone in DCs to tightly integrate robotics with software and unify control. The central system allows

robots to learn from each other, enabling faster implementation, meaningful performance improvements and significant scale of automation.

- **Honeywell's Momentum Warehouse Execution System** utilizes machine-learning algorithms and data-driven optimization techniques to orchestrate disparate automation systems and empower DCs with dynamic decision-making intelligence.
- **Honeywell Forge Connected Warehouse** offers an end-to-end view of business operations, helping with data analysis and reporting and enabling businesses to identify trends, optimize inventory levels and measure asset health and reduce waste.

In addition to helping warehouse operators address the automation interoperability gap, Honeywell is also helping them alleviate labor challenges with automation solutions.

A report by McKinsey & Company found that globally, the labor force will face a shortage of 85 million workers by 2030 due to aging populations, changing demographics, and skills gaps. At ProMat, Honeywell will demonstrate several technologies that are being deployed in warehouse and distribution center environments to help operators increase efficiency and productivity with reduced labor. The automation technologies on display include:

- **Smart Flexible Depalletizer:** Capable of processing single- and mixed-SKU pallets in any pattern or sequence — without human supervision — the solution allows customers to consistently remove up to 600 packages an hour from a pallet and place on conveyor belt or other equipment for further handling — representing a 30% increase in efficiency from a manual operation.
- **Automated Storage and Retrieval System (AS/RS):** Leverages artificial intelligence and machine learning to help warehouses receive, process and fill orders faster and more accurately (up to 99.9% accuracy) while reducing storage footprint. The solution helps efficiently manage more than 20,000 SKUs using high-speed shuttles, reducing labor and increasing space.

Honeywell offers one of the broadest portfolios of advanced automation technologies, productivity and software in the industry, including the latest warehouse robotics to hybrid solutions that combine the strength of multiple technologies.

### *Infor Cloverleaf Now Available in AWS Marketplace*

13 March 2023

Infor®, the industry cloud company, announced that the Infor Cloverleaf Integration Suite® is now available in AWS Marketplace, a digital catalog with thousands of software listings from independent software vendors that makes it easy to find, test, buy, and deploy software that runs on Amazon Web Services (AWS). Infor Cloverleaf is a professional-grade interoperability engine for the modern healthcare enterprise. It is the core integration engine for hundreds of customers of all sizes that utilize electronic health record (EHR) solutions, consistently ranked as the top interoperability solution according to Black Book.

As countless healthcare organizations struggle with interoperability challenges in a changing healthcare environment, Infor Cloverleaf provides an innovative foundation for clinical integration by securely compiling and processing data intelligence, using analytics to draw insights, and applying them to patient care. For more than 20 years, Infor has delivered leading clinical interoperability solutions to thousands of hospitals around the world.

“By working with Infor, powered by AWS, we have the power to deliver our business and clinical operations through integrated and connected platforms,” said Jeremy Marut, chief of digital modernization at Tufts Medicine. “This means we never forsake great patient care or business strategy for lack of commodity computing resources helping us do business better and giving us the tools to provide more efficient healthcare delivery and even greater patient care. Having two trusted partners pave the way for how healthcare data is structured and standardized is critical to the private and secure flow and exchange of information. Transacting these solutions in AWS Marketplace provides a streamlined and frictionless way of doing business, which allows us to maximize our cloud relationship with AWS while more directly controlling our budgeting and spend in real time.”

Today, this Infor Cloverleaf technology is available in a fully-hosted cloud solution on AWS and is backed by the Infor services team to ensure successful deployments. The solution is scalable, powerful, and easy to use, providing customers, regardless of size, with the ability to support multiple options for centralized and distributed interoperability architectures and overcome interoperability challenges with a portfolio of user experience (UX) tools for configuration, testing, and run-time.

“By offering our healthcare applications in AWS Marketplace, we are doubling down on our commitment to the healthcare industry and providing our current and future customers with a trusted cloud offering on AWS,” said Matt Breslin, Infor executive vice president and general manager. “This relationship is a building block in our larger strategy to bring data into our comprehensive Infor Data Fabric, helping leading healthcare organizations create clinical and operational efficiencies using data and advanced technologies to drive valuable insights.”

By leveraging the power of the cloud as well as fully managed services on AWS, internal development teams are freed up to focus on creating more innovative functionality and allow faster software delivery to customers. Infor can help customers get up and running quickly, with no disruptions, creating a clinically-connected solution that is agile enough to grow with them over time, resulting in better healthcare delivery and greater patient care and satisfaction.

## *Jama Software® Announces Insurance Framework to Simplify Insurance Product Development*

15 March 2023

Jama Software®, the industry-leading requirements management and traceability solution provider, has released an insurance framework and dataset that streamlines and simplifies product development for the insurance industry. With increased challenges and a changing landscape, insurance carriers are facing competitive pressures related to growth and

profitability. Carriers can now use Jama Connect® to make product development more efficient and deliver high quality products on time and on budget.

*“Insurance carriers are facing increased pressure to bring new and competitive products to market, across multiple jurisdictions and lines of business. At Jama Software, we’ve developed a customizable framework to allow our insurance customers to create a scalable and standardized approach to managing their up-front product requirements through downstream systems development. This framework allows carriers to innovate, bring products to market quicker, and ultimately better serve their customers”* said Steven Meadows, Solutions Lead for Insurance Industry at Jama Software

*“With the increased complexity associated with developing insurance products, the traditional method of insurance product development is no longer viable.”* stated Tom Tseki, Chief Revenue Officer at Jama Software. *“The challenges associated with business analysts leveraging spreadsheets to try to ensure everyone is working off a live single source of truth is nearly impossible. Business analysts are constantly chasing development teams to get progress and status updates while trying to manage changes and inform all the upstream and downstream activities/teams of the changes before too much work is completed. This disjointed and out-of-sync approach means a lack of real-time visibility and control which results in significant rework, increased costs, and product delays.”* Tseki continued.

*“A real solution for managing insurance product requirements and specifications across multiple states, products, and departments has long been overdue,”* said Allison Roberts, President of Genesis Management Consulting. *“Jama Connect is that solution, bringing business units and IT together on a common requirements platform. It’s intuitive enough for non-technical users, configurable around existing processes and toolsets, and sophisticated enough to support everything from requirements reuse, comparisons, collaboration, change control, integrated test management, and more. As product portfolios get more complex, it’s important to manage requirements so they don’t manage you. The Jama Connect insurance framework places your organization in the driver’s seat – increasing product quality and standardization, speed to market, and scalability. It’s a game changer.”*

With effective requirements management and Live Traceability™ in Jama Connect, insurance carriers can easily manage new product requirements from ideation through to implementation, enhancement, and revisions — enabling them to meet regulatory requirements, maximize development efficiency, and accelerate speed to market.

### *Leica Geosystems and Xwatch Safety Solutions pioneer 3D Avoidance Zone system for construction sites*

15 March 2023

**Leica Geosystems, part of Hexagon, and Xwatch Safety Solutions, a global leader in workplace safety, announced today a significant milestone in their partnership, enhancing construction site safety and infrastructure protection.**

The innovative combined solution will allow users to create or import 3D avoidance zones above and below the surface area directly within the Leica MC1 machine control software.

*“We (Xwatch) connected an XW5; a height slew and RCI (rated capacity indicator) system to the Leica MC1 machine control software. The integration of the XW5 provides a virtual wall with height and slew, also depth control which enables the recognition of cables and utilities from the MC1 software. This allows the operator to work around the avoidance zones with ease, across the entire construction site,”* explains Xwatch Sales and Operations Director Dan Leaney. *“This breakthrough in technology and alliance with Leica Geosystems and Xwatch has transformed the global excavator safety market, in addition to increasing site productivity and control. This system is the missing link between safety and machine control for excavators.”*

### **Safeguarding infrastructure and construction assets**

Leica Geosystems and Xwatch announced their collaboration in 2021 and previously introduced the Leica iCON PA80 avoidance solution integration with the Xwatch XW 4 and 5 series safety systems. This new solution not only improves safety for construction workers and pedestrians around busy work sites, but also protects existing infrastructure, as the solution safeguards construction assets from interruption which can cause significant costs and delays.

Critical avoidance areas include overhead obstructions such as powerlines, underground services, and operations in close proximity to pedestrian walkways, live carriageways and public roads. This new solution offers the excavator operator an additional safeguard against these potential hazards.

Setting up 3D avoidance zones within the Leica MC1 platform is easy, enables operators to focus on their tasks and provides construction professionals with more control and peace of mind that their jobsite is safe and productive.

*“Leica Geosystems’ machine control solutions have been one of the frontrunners regarding people plant interfaces. Overall, safety awareness solutions are a high priority. We see these features as enablers on our journey toward a higher level of autonomy. Now, our customers have access to a best-in-class solution for safety awareness as well as asset and infrastructure protection thanks to the collaboration of these two industry leaders,”* states Tommi Kauppinen, VP Machine Control, Technology at Leica Geosystems, part of Hexagon.

### ***Leica Geosystems announces 3D machine control compatibility options for Caterpillar NGH excavators***

14 March 2023

**Leica Geosystems, part of Hexagon, today announced a new option for Caterpillar Next Gen Hydraulic (NGH) excavator users to leverage Leica Geosystems’ 3D machine control solution with Cat Assist features.**

To get the job done right the first time, civil contractors want solutions that are easy to use. Through this strategic cooperation, Leica Geosystems and Caterpillar now offer simplified installation of the Leica MC1 3D machine control technology into the Caterpillar Next Gen 2D excavators.

The enhanced interoperability will provide customers with simpler installation of the Leica MC1 3D machine control solution as an aftermarket system on existing Caterpillar's standard NGH. Customers can inquire about minimum compatibility requirements for 3D machine control solutions for Caterpillar Next Gen 2D excavators at their local Cat dealer. The sale and support of the Leica MC1 3D machine control system will be handled by authorised Leica Geosystems distributors.

### **Upgrade workflows with advanced 3D machine control**

The Leica MC1 machine control system is designed to assist the operator to precisely achieve the planned design. Design information and real-time cut/fill indications are displayed in the cab on the Leica MCP80 control panel, allowing operators to efficiently excavate to the reference design. The solution ensures higher accuracy and operator satisfaction while increasing productivity and sustainability.

*"Leica Geosystems' leading GNSS positioning and software technology coupled with Caterpillar's world-class and powerful excavators provide a ready-to-use solution to construction professionals aiming to increase productivity on the jobsite,"* says Rainer Bippen, OEM Director at Leica Geosystems.

### ***MathWorks and Green Hills Software Develop Integration for Safety-Related Applications Using Infineon AURIX Microcontrollers***

14 March 2023

MathWorks, the leading developer of mathematical computing software, and Green Hills Software, the worldwide leader in embedded software safety and security, announced an integration that helps engineers design safety-related applications for the Infineon AURIX™ TC4x family of automotive microcontrollers using Simulink®. Engineers using the new family of microcontrollers automate compiling and building code generated by Embedded Coder® using Green Hills Software's support for AURIX, and then perform back-to-back testing using processor-in-loop (PIL) simulation.

"Electric vehicles and automated driving systems have disrupted conventional norms and introduced a generational change in the pace and scope of automotive electronics development," said Tom Erkinen, Product Manager, Embedded Code Generation at MathWorks. "Green Hills is a leading embedded software vendor that we collaborate with to provide highly automated tools and workflows that comply with rigorous functional safety standards, such as ISO 26262."

Businesses manage hardware and software complexities with modern software development techniques, including virtual simulation and automated deployment. With this integration, automotive engineers move quickly from algorithm design to production deployment, knowing that the enabling tools from MathWorks and Green Hills Software support major safety standards. The ability to validate use cases, test algorithms, and automatically generate embedded software has the potential to improve organizations' time-to-market.

"Many of our customers use MathWorks products to create algorithms for embedded systems," said Rob Redfield, Director, Business Development at Green Hills Software. "Now, these customers not only have an easy-to-use way to run and verify these algorithms on embedded processors, but they also can debug, analyze, and optimize their code with safety-qualified optimizing C/C++ compilers and run-time libraries within the Green Hills MULTI® IDE."

This is the latest collaboration between MathWorks and Green Hills Software. These capabilities extend the collaboration between MathWorks and Green Hills Software that in 2021 generated the MULTI® Toolbox for Embedded Coder, offered by Green Hills, enabling engineers to quickly and efficiently develop and deploy their Simulink and MATLAB® models on a wide range of embedded processors.

"The collaboration between MathWorks and Green Hills Software is a major step forward to accelerate the development of safety-critical applications using the AURIX™ TC4x family," said Thomas Schneid, Senior Director Software, Partner and Ecosystem management at Infineon Technologies AG. "MathWorks and Green Hills Software are two important partners that successfully support our customers in their developments."

### *Matterport Expands Platform Integrations with Autodesk Construction Cloud to Transform Complex and Costly Site Review Processes For Construction Sector*

14 March 2023

Matterport, Inc. announced a new integration with Autodesk Construction Cloud— a portfolio of software and services that combines advanced technology, a builders network and predictive insights for construction teams —making it easier for project teams using Matterport and Autodesk Build® to collaborate within critical project management workflows. This new integration allows project stakeholders to enhance the "Request for Information" (RFI) process in Autodesk Build, moving from traditional methods of communication to immersive digital twin technology, powered by Matterport.

Construction projects involve hundreds of stakeholders, many of whom rely on documents and images to coordinate the construction lifecycle from design to operations. While project management tools can ease the burden of organizing various materials, the current process of relying on complex 2D and 3D files often results in project inaccuracies or misunderstandings between stakeholders, leading to rework or costly delays.

To address information gaps on a project, construction professionals submit an RFI. The typical RFI process involves queries by construction and design teams. Teams label issues directly onto the documents or images, with each project stakeholder responsible for updating the documentation with new information to clarify incomplete data or references.

This process can be tedious and time-consuming, as documentation typically spans multiple formats that constantly evolve as stakeholders weigh in, making it difficult for teams to track the latest information. According to a *Navigant Construction Forum* survey, the average construction project will result in more than 800 RFIs, averaging more than 50 RFI's submitted per week. Each request consumes an average of eight hours of administrative labor to receive,

log, review and respond to the RFI. Inaccurate or incomplete documentation is responsible for an estimated 48% of the rework that occurs in the construction industry in the United States, according to the research paper, *Construction Disconnected*, conducted by Thomas et al., 2018.

Matterport's new integration with Autodesk Build improves and streamlines this documentation process by creating a visual system-of-record for site conditions, allowing users to create and track requests directly within the digital replica of the space. Matterport users can now place an Autodesk Build RFI pin at the exact place of concern within the photorealistic digital twin, allowing any stakeholder on the project to view the issue in the same spatial context it exists in the physical world, expediting issue resolutions to improve understanding and reduce delays.

"Professionals in architecture, engineering and construction want the ability to manage their entire project portfolio from anywhere they are, without having to sacrifice quality or time to build," said Jay Remley, Chief Revenue Officer, Matterport. "This integration builds on the digital transformation Autodesk has been leading in the construction industry for decades, leveraging Matterport's digital twins to create a visual source of truth relative to the work to be done onsite in Autodesk Construction Cloud. Now, all project stakeholders can experience a more efficient RFI process from anywhere with the same precision as if they were in person, streamlining communication to maximize project visibility and cut out unnecessary delays."

"Delays or disruptions in the RFI process can have significant ripple effects on construction schedules and budgets," said James Cook, director of integration partnerships, Autodesk Construction Solutions. "Linking Autodesk Build's collaborative RFI workflows with Matterport's 3D scans can help stakeholders improve the velocity and quality of their RFI answers. With this integration, project stakeholders are provided additional flexibility and transparency in the RFI process with a visual representation using digital twin technology."

This marks an important evolution of the partnership between Matterport and Autodesk to make collaboration solutions more efficient for architects, engineers, and construction professionals. It builds on previous add-ons and integrations such as Matterport Plug-in for Revit, which enables customers to import Matterport add-ons directly into Autodesk Revit, and Matterport BIM Files, allowing Autodesk users to transform Matterport spaces into BIM (.rvt) and CAD (.dwg) files.

### *REVEAL by AGTEK improves speed and accuracy of construction site data*

14 March 2023

**AGTEK, part of Hexagon, announced today the introduction of REVEAL, a new solution that significantly improves the accuracy and efficiency of point cloud editing for construction applications.**

REVEAL allows users to delete unnecessary objects automatically using the power of artificial intelligence (AI) for faster and more accurate takeoff and quantity tracking. Designed specifically for the heavy construction industry for use with point clouds collected from drones or laser scanners, REVEAL eliminates the manual removal of elements from point clouds and

provides exact data in a fast, uncomplicated process. The result is a significantly quicker time to bare ground and more accurate results.

### **Artificial intelligence makes your job easier**

Using AI, REVEAL recognises the objects it captures on your job site and clusters them into groups, such as construction vehicles, material stockpiles, ground and vegetation. Users can quickly remove each of these groups, providing a clear picture of the job site. This allows the teams in the field and in the office to understand the project volumes, work progress and productivity with confidence.

Adding REVEAL to your software stack means:

- Increased project efficiency and time savings
- Improved data accuracy of the job site
- A simple guided workflow for repeatable output

“As a grading contractor, we want the data to represent the dirt,” says Ken Fritts, Engineering Services Technical Manager at Goodfellow Bros. and AGTEK customer. “We do not get paid to move the vehicles, trees, tall grass and structures. REVEAL has the intelligence and precision needed to automate the sorting and clean-up of millions of points in just minutes.”

### **Share insights**

REVEAL’s analytics and insights are simple, easy to understand and shareable. Your optimised data can be sent directly to AGTEK’s Gradework or other design, planning and 3D software solutions supported by industry-standard file types. Exporting the files to your VDC, architect or engineering team ensures that everyone is working with the most accurate site data on all projects.

## ***Stilo Announces Analyzer 2.0: Enabling Partner Success in the Structured Content Space***

15 March 2023

Stilo is thrilled to announce the release of Analyzer 2.0, the latest version of its popular content analysis tool. With powerful new features and updates, Analyzer 2.0 is designed to provide even greater value to content creators and publishers.

Analyzer 2.0 features a range of enhancements, including improved performance, upgraded security features, an intuitive user interface, and the option for partnering organizations to white-label. In a white-labelling scenario, partners will be able to offer their own customers a detailed reuse analysis report which helps justify transitions from legacy content to structured XML.

“We are incredibly excited to deliver a reuse analysis solution that can be used by the masses”, says Bryan Tipper, CEO of Stilo. “With Analyzer 2.0’s white-labelling capability, we can reach a broader audience via our partnering ecosystem. This is critical as it allows users outside of our DITA XML niche to get their hands on and utilize the incredible reports generated by Analyzer”.

## *TCS Launches 5G-Enabled Cognitive Plant Operations Adviser to Help Transform Plant Operations*

14 March 2023

Tata Consultancy Services (TCS) announced the launch of its 5G-enabled solution, TCS Cognitive Plant Operations Adviser for the Microsoft Azure Private Mobile Edge Computing (PMEC) platform, to help companies in industries like manufacturing, oil and gas, consumer packaged goods, and pharmaceuticals transform production, harnessing AI and machine learning to make it more intelligent, agile and resilient.

TCS Cognitive Plant Operations Adviser is a composite AI solution for manufacturing and process plant operations that uses Microsoft Project Bonsai low-code, AI platform, for which TCS is a launch partner, to provide insights and information to plant operators for taking real-time and autonomous decisions. A part of TCS' Enterprise 5G Edge suite, the solution integrates with Microsoft Azure private MEC to help plant operators reduce waste, increase equipment uptime, and zero-out safety incidents.

The TCS solution does this by bringing together all core elements needed to build intelligent digital twins of the plants, systems, processes, and plant operation through the curation and reasoning of digitally captured domain and tacit knowledge. It delivers high-capacity compute capability with secure, reliable network connectivity at the production site, supporting self-monitoring, self-diagnosing, self-optimizing, and self-learning capabilities.

*"We are helping our clients with plant operations to build predictive and prescriptive capabilities into their production for superior outcomes using powerful cognitive and edge compute capabilities. We are delighted to launch the 5G-enabled TCS Cognitive Plant Operations Adviser solution, as part of our Enterprise 5G Edge suite of solutions on Microsoft Azure,"* said **Siva Ganesan, Head, Microsoft Business Unit, TCS.**

*"The convergence of edge compute, 5G networking and AI simplifies the design and delivery of modern connected applications like TCS' Cognitive Plant Operations Adviser, driving factory automation, worker safety, productivity, and sustainability for global manufacturers. Leveraging Azure services brings simplicity to deliver and manage the solution at scale,"* said **Shriraj Gaglani, VP Product Management, Microsoft.**

With more than 1,000 successful Azure engagements completed for hundreds of global customers, TCS' Microsoft Business Unit is one of the most recognized partners in the Microsoft ecosystem. In addition to winning the 2022 Microsoft Partner of the Year for Global SI & Advisory Digital Transformation, Retail & Consumer Goods, and SAP on Azure, it was also recognized in nine other global categories. TCS is an Azure Expert Managed Service Provider, has achieved all 6 Microsoft Partner Designations, has received a record-setting 17 Microsoft Advanced Specializations, and is a member of the 2022/2023 Inner Circle for Microsoft Business Applications. To learn more, visit [tcs.com/microsoft-business-unit](https://tcs.com/microsoft-business-unit).

## *Tekla 2023 Structural BIM Software Raises the Bar for Automated and Connected Workflows Across Projects*

15 March 2023

Trimble announced the introduction of the latest versions of its Tekla® software for constructible Building Information Modeling (BIM), structural engineering and steel fabrication management. Tekla Structures 2023, Tekla Structural Designer 2023, Tekla Tedds 2023 and Tekla PowerFab 2023 offer significant improvements in construction productivity, efficiency, and quality. This latest Tekla software raises the bar for automated and connected workflows across project phases and stakeholders.

These latest Tekla versions include significant performance enhancements, enabling smoother information delivery on projects that are typically growing in both size and intricacy. Robust software performance is key to enabling multiple stakeholders to consult, use and feed data into the models in connected workflows. The Tekla software provides a truly connected construction environment with an integrated suite of solutions, centralized data, streamlined workflows and comprehensive visibility throughout the course of a project. Connected construction enables precision production, reducing rework through constructible design. It forms the basis for green construction strategies to optimize the use of resources, minimize waste and enable full asset lifecycle maintenance.

“Our product development focuses on delivering solutions that make building information more easily available, constructible and shareable to stakeholders across the industry to optimize the use of resources. Through continuous enhancements, in-product intelligence and expanded support for sustainable construction, we provide our customers with one of the most advanced BIM technology platforms on the market today,” said Michael Evans, senior product director, Trimble Structures.

With the use of open standards, Trimble’s Tekla software products have an active partner community, developing on the Tekla API complementary applications and integrations for specialized industry sectors such as scaffolding design, industrial projects and detailing for modular construction such as light metal framing.

### **Tekla Structures 2023**

The structural BIM software Tekla Structures continues to improve the user experience of both the new and more experienced users by making it easier to learn and adopt time-saving functionalities faster. Apart from several improvements in software performance, the upgraded drawing editing user experience makes the software easier to learn and use.

Tekla Structures raises advanced detailing for fabrication workflows and project communication to a new level. In rebar detailing, complex bar shape designs are easier to share with procurement, manufacturing and the construction site. Customers in steel fabrication benefit from greater flexibility by being able to cover more detailing options related to bolts and holes for specialized industries. The software also features updated outputs and exports in the field of detailing for fabrication of multiple types of projects and materials.

### **Tekla Structural Designer 2023**

Tekla Structural Designer 3D design and analysis software introduces a rigorous analytical approach to footfall assessment that can bring substantial cost savings benefits as well as a reduction in risk through accurate quantification of performance. The engineer can run multiple footfall scenarios in a single model effortlessly.

Tekla Structural Designer 2023 further supports optimized engineering office workflows by:

- Strengthening the design-to-detail workflow with Tekla Structures
- Improving workflows for timber design using Tekla Tedds
- Enhancing the link to connection design software including IDEA StatiCa® software
- Introducing a new integrator for Autodesk® Revit® 2023 users

### **Tekla Tedds 2023**

The structural design software Tekla Tedds now offers seamless integration of structural design information and documentation with Tekla Structures to improve collaborative design-to-detailing workflows. Particularly for steel connection design, the improved integration with Tekla Structures now enables linking Tedds calculations to Tekla Structures components. With this added functionality, Tekla software now provides a seamless workflow for end-to-end connection-checking between the engineer and steel detailers. In addition, the Tekla Tedds calculations help support multi-material design in Tekla Structural Designer with a specific focus on timber/wood design. The latest version also includes new and updated calculations for faster, more reliable structural element design.

### **Tekla PowerFab 2023**

Steel fabrication management software suite Tekla PowerFab 2023 offers new functionalities that help fabricators manage changes in their projects efficiently to minimize errors. In the latest version of Tekla PowerFab, subscribers can gain quick and easy access to the visual production dashboards and a shipping calendar. The mobile tool Tekla PowerFab Go provides new time-saving functionalities. To support sustainable material sourcing, Tekla PowerFab now features improvements for tracking the origin of raw materials.

### **Information Security**

As part of Trimble's ongoing efforts to provide enterprise-level security required in environments that thrive on data sharing, all Tekla products are certified to be fully compliant with ISO27001, the leading global standard for information security management.

### *Trimble Introduces an All-In-One System for On-Machine Excavator Guidance and Site Surveying*

14 March 2023

Trimble introduced the Trimble® Siteworks Machine Guidance Module, extending the capabilities of Trimble Siteworks Software from surveying and layout to support on-machine

excavator guidance and operator assistance. With the addition of the new software module, contractors can use the same rugged Site Positioning Systems hardware and software to perform a variety of tasks on the job site, including surveying, machine guidance, in-field design and reporting.

Designed specifically for small site and utility contractors, the Siteworks Machine Guidance module gives users the ability to move the system between multiple excavators and jobsites as an accessible and entry-level combination machine guidance and construction surveying solution. Current Siteworks users can utilize their existing technology on-machine quickly and easily, with the addition of a simple-to-install machine kit and the software module.

“The new Siteworks Machine Guidance Module is purpose-built to be versatile, portable and easy to use, giving local contractors an entry-point into construction surveying and machine guidance,” said Kevin Garcia, general manager, Trimble Civil Specialty Solutions. “Our goal is to give users all of the benefits of Trimble Siteworks at the tip of the bucket, essentially turning the machine into a surveyor. Contractors can get more done with less training and time, and utilize their personnel for other tasks, while also moving workers out of trenches and away from equipment operating on the jobsite.”

The announcement was made at **ConExpo 2023**, North America's largest trade show for construction machinery, building material machines, mining machines, construction vehicles and construction equipment. The Trimble booth is located in the Las Vegas Convention Center West Hall #W-41522.

The Siteworks Machine Guidance system includes the Trimble SPS986 or Trimble R780 GNSS Smart Antenna with tilt compensation and Trimble's ProPoint™ high-precision positioning engine, and any bring-your-own-device or Trimble field tablet that supports Trimble Siteworks software. The versatile new module enables contractors to use Siteworks off the machine to design, measure and lay out projects, and then transfer the GNSS receiver and field tablet from the pole to the machine to provide in-cab, 3D machine guidance and grade checking capabilities without the need for a surveyor. Using the Trimble CenterPoint® RTX correction service, contractors can experience true mobility working without the constraints of a local base station or VRS network, with high-level accuracy delivered worldwide via satellite or cellular/IP.

In addition to helping contractors increase efficiency in the field, the new software module enables users to easily share information between the jobsite and the office. Using Trimble WorksManager Software, contractors can easily share designs between locations, access remote support and keep projects moving forward from the road.

### **Availability**

The new module is expected to be available worldwide through the SITECH® distribution channel in the second quarter of 2023.

## *Vectorworks 2023 Service Pack 4 Delivers Next-Gen Technology to Designers*

14 March 2023

Global design and BIM software provider Vectorworks, Inc. has released its latest service pack for the Vectorworks 2023 product line, granting users access to next-gen technologies and setting the foundation for further development in future releases. Service Pack 4 also includes new features and capabilities that provide powerful performance improvements and critical user experience enhancements.

“This Service Pack continues the tradition of delivering key improvements for quality and performance, as well as increasing advantageous connections for customers,” said Vectorworks Senior Director of Rendering and Research Dave Donley. “New features in this release enable exciting workflows not seen before, and we are confident that some truly amazing designs will result. This continuous evolution keeps our users at the leading edge of technology, enabling them to be efficient and unrestricted in their design process.”

### **Tap into the Latest Technology to Save Time and Streamline Collaboration**

Through a collaboration with NVIDIA, Vectorworks 2023 Service Pack 4 delivers a direct connection to NVIDIA Omniverse, a platform for developing and operating metaverse applications, via an integrated Omniverse Connector. The new plug-in connects Vectorworks 3D models straight to the Universal Scene Description (USD)-based Omniverse platform. No longer needing to rely on incompatible file formats to import into the platform, Omniverse and Vectorworks users can save valuable time by eliminating steps for the import/export process with USD-based interoperability. The new Connector also serves as a critical catalyst for further advancement, expanding Vectorworks users’ opportunities to contribute to and collaborate on the same 3D project at the same time, all while using their favorite design tools.

Users can drive their collaborative efforts even further with newly added USD import and export capabilities. Supporting 3D geometry, texture and metadata, USD is the emerging standard in design and collaboration. Already used by Apple and NVIDIA, the cutting-edge file format can now be tapped by Vectorworks users to gain access to a world of exciting applications and technologies, as well as to work more efficiently with fellow designers and consultants.

### **Easily Share Work with Sheet Layer Viewport Imaging Optimizations**

Upgrades to Sheet Layer Viewports create a more responsive user interface, speeding up the documentation process and increasing performance and accuracy when viewing, rendering and navigating sheet layers. Low-resolution previews of sheet layer viewport contents are created automatically with the option to snap easily with others’ viewports. This reduces file size, making it easier for users to share their work with clients and collaborators.

### **Improve Workflows and Accuracy with the Hardscape Drape Mode**

To address the evolving needs of architects and landscape architects, newly added functionality allows users to conform hardscape objects in their site models. Hardscape objects in any configuration can now excavate the site model surface and accurately calculate the cut and fill

volumes. Additionally, a new configuration mode allows users to “drape” hardscape objects to automatically conform to the surface of a site model, adding flexibility for different types of hardscape installations.

### **Gain Control, Flexibility and Time with Vectorworks Cloud Services**

Key improvements to Vectorworks Cloud Services allow users to stay focused on tasks and seamlessly share their design visions with Cloud Presentations. Taking advantage of the processing power of Vectorworks Cloud Services saves time when processing Solar Animation Exports. Historically, exporting a solar animation limited the ability to perform other tasks in Vectorworks. This new option sends animations to Vectorworks Cloud Services for processing, letting it do the heavy lifting in the background while the user remains concentrated on their design.

Cloud Presentations have flexible layouts that offer more creative freedom and customizable options so designers can showcase exactly what they need. No longer constrained by predefined layouts, users can now place images, text and media anywhere on a presentation slide and select from system fonts to create compelling presentations for clients.

### **Streamline Change Management Processes with Cable Route Selection**

Significant updates to Cable Editing Tools help address the need to deal with multiple signal streams for ConnectCAD users. Building on the recent Cable Route Planning improvements, the updates enable audio and video installation professionals to easily select different cable route options for various main and backup signals. This enhancement brings new options to the “edit cabling” dialog menu, giving visual indicators of all available cable routes and discerning information like diameter, total length and more.

This Service Pack is available as a downloadable update for all U.S. English-based versions of Vectorworks 2023, including Vectorworks Architect, Landmark, Spotlight, Fundamentals, Braceworks, ConnectCAD and Vision. To install, select “Check for Updates” from the Vectorworks menu (Mac) or the Help menu (Windows). Contact [tech@vectorworks.net](mailto:tech@vectorworks.net) with any technical questions.

## ***WSB and Bentley Systems Offer New Digital Construction Management Service Based on SYNCHRO***

13 March 2023

Bentley Systems, Incorporated, the *infrastructure engineering software* company, announced a collaboration initiative with WSB to lead civil infrastructure owners and contractors to adopt and use infrastructure digital twins. WSB has launched a new digital construction management solution and advisory service, based on Bentley’s SYNCHRO, to help the civil infrastructure market overcome challenges of adopting model-based digital workflows and leveraging the power of construction digital twins. WSB is the first firm to join the Bentley Digital Integrator Program for construction to provide programmatic go-to-market support and knowledge transfer to eligible engineering and project delivery firms and system integrators creating and curating digital twins for their clients’ infrastructure assets.

Construction work is too often based on 2D drawings, spreadsheets, and document-based workflows resulting in errors, waste, and rework that cause most projects to be over budget and schedule. Bentley and WSB will lead firms in transforming construction by adopting technology and digital delivery.

“Owners and construction firms realize that new digital workflows are needed to meet infrastructure demands. Applying these digital workflows successfully requires a deep understanding of technology, processes, and data,” said Carsten Gerke, senior vice president of strategic partnerships with Bentley Systems. “The Bentley Digital Integrator Program is built around combining technology with subject matter expertise for improved infrastructure. WSB joining the program provides a leapfrog opportunity for all our transportation users.”

Through a combination of industry-leading software, expertise, and innovation, Bentley and WSB’s digital construction management initiative is helping to shape the way infrastructure projects are delivered. Key services include enabling a single source of truth by connecting project, contract, and document management to the future of design—a 3D/4D/5D constructable model—as well as the ability to create constructable models from current 2D plan sets, which allows the transition to a single source of truth for all stakeholders. This initiative is committed to putting the industry-leading model-based construction management tool in the hands of those who build the work. WSB promotes advanced project delivery and knows how to apply the right technology and expertise to support their clients’ aspirations for a digital future.

“WSB is committed to delivering innovative, reliable, and secure solutions through the use of advanced technology. We believe the successful deployment of an operational 3D model drives transparency, maximizes return on investment, makes possible true lifecycle planning, and drives collaboration to connect and align all stakeholders,” said Jon Chiglo, chief operating officer of WSB. “We have an entire organization that is leading, creating, and innovating into our digital future. Our partnership with Bentley is an important part of this vision and we are excited to bring this digital construction management service to market.”

SYNCHRO, Bentley’s construction management software that supports the entire civil construction lifecycle with simple office-to-field workflows and gives firms insight into project performance, productivity, and financial health, is the foundation for WSB’s offering. SYNCHRO is the construction service of the Bentley Infrastructure Cloud leveraging digital twin technologies, powered by iTwin.

Together, Bentley and WSB are meeting the market where it is and providing the tools, training, education, and support required to make the digital leap. Project teams will realize the value of model-based digital delivery for better project efficiency and outcomes. Civil infrastructure owners and contractors will overcome barriers to technology adoption to drive efficiencies from preconstruction planning through construction execution. Skills will improve as more projects adopt model-based delivery, resulting in it becoming the common standard.

“Owners and construction firms realize that new digital workflows are needed to meet infrastructure demands, but they often face issues when determining how best to adopt technology,” said Rich Humphrey, vice president of construction with Bentley. “In civil

infrastructure, they also face unique challenges related to the nature of the design information they receive, and the spatial logistics involved. Bentley with WSB is the perfect combination to enable project teams to resolve adoption hurdles and ensure that technology results in a step function improvement in the way projects are delivered from design through construction execution.”