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Acquisitions

3D Systems to Drive Adoption of Additive Manufacturing in Production Environments with the Acquisition of Oqton

8 September 2021

3D Systems is pleased to announce an agreement to acquire **Oqton**, a software company that is a leader in the creation of a new breed of intelligent, cloud-based Manufacturing Operating System (MOS) platform. This best-in-class platform is tailored for flexible production environments that increasingly utilize a range of advanced manufacturing and automation technologies, including additive manufacturing (AM) solutions, in their production workflows. The cloud-based solution leverages the Industrial Internet of Things (IIOT), artificial intelligence (AI), and machine learning technologies to deliver a new and powerful way for customers to automate their digital manufacturing workflows, scale their operations and enhance their competitive position. The use of these tools along with an agile platform will allow for rapid adoption of even the most challenging production workflows such as those for dentistry, healthcare, biotech, aerospace, and automotive.

“Customers across our industrial and healthcare segments are accelerating the adoption of additive manufacturing into production environments,” said Dr. Jeffrey Graves, president and CEO, 3D Systems. “They have increasingly identified the need for a manufacturing software platform that can easily and intelligently incorporate not only the printers themselves but all digital production systems and key enterprise software to optimize the entire workflow, from raw material to finished and inspected components. The system must be flexible enough to accommodate not only today’s manufacturing technologies but also be easily adaptable to future platform changes. The Oqton MOS fills this market need by seamlessly leveraging enterprise information and data in the customer’s current ERP, MES, PLM, and CRM systems, as well as the full range of shop floor manufacturing operations and software. The use of APIs to create ease of linkage between these systems is a distinctive attribute of the Oqton MOS. This allows customers to use their choice of manufacturing and automation equipment on the shop floor to meet their unique factory needs. Oqton’s cloud-based MOS solution, with its embedded AI and machine learning capabilities, then optimizes and automates these manufacturing elements in a manner that is not available today. This solution lowers the barrier to adopt AM in a transformative way - through the integration of the solution AND the optimization of the production workflow.”

Availability of the Oqton MOS addresses a critical industry need by optimizing customers’ use of 3D printing and other advanced manufacturing technologies, including robotic welding, machining, finishing, and inspection operations, in full production environments. To fill this need most effectively, Oqton will operate as an independent organization and solution platform within 3D Systems with data confidentiality and security protocols assured through third-party verification.

With the acquisition of Oqton and the commitment to continue its focus on transforming and optimizing digital manufacturing systems, 3D Systems will also expand availability to the entire additive manufacturing industry and customer base its most advanced software platforms - 3DXpert®, 3D Sprint®, its Geomagic® portfolio, and Additive Works’ Amphyon™ - as optional add-ons to the Oqton MOS platform. With 3D Systems’ continued investment in these market-leading additive manufacturing tools, the company is confident they can be instrumental in advancing the use of AM across all markets, to the benefit of all stakeholders in this rapidly evolving industry.

Commenting on this transaction, Dr. Ben Schrauwen, CEO and co-founder of Oqton, said, “We are excited about joining with 3D Systems and look forward to leveraging their knowledge, resources, and

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ability to continue to innovate and deliver solutions that help companies accelerate the adoption of additive manufacturing in production environments. At the same time, we bring our deep expertise in artificial intelligence, automation, robotics, and machine learning, which will help our customers and partners to scale and connect different manufacturing processes in a wide range of healthcare, bio-tech and industrial market verticals.”

Based on available data, it is estimated that spending in smart manufacturing is \$1.5 billion today with an expected expansion to \$6 billion by 2025. The purchase consideration for this transaction totaled \$180 million, comprising cash and 3D Systems’ stock. With the addition of Oqton, 3D Systems expects the run rate revenue from software to exceed \$100 million by the end of 2025. The transaction is expected to close in the fourth quarter of 2021 following required regulatory approvals.

Bechtle buys Open Networks in Austria

16 September 2021

Bechtle’s Austria IT system house has acquired Vienna-based IT service provider Open Networks GmbH. The purchase sees Bechtle further bolster its position as an IT solutions and service provider on the Austrian market, adding to the fold an organisation specialised in delivering IT infrastructure solutions and application, data centre, security and network services. Founded in 2008, Open Networks currently employs 25 people and is shooting for FY 2021 revenues of around 12.5 million euros. Open Networks’ market activities remain unchanged for the time being, with Bechtle’s medium-term plans foreseeing an eventual full integration with its Vienna location. Founder Daniel Knözinger will retain his role as Managing Director, and two other founding members, Markus Huber and Florian Pressler will also stay aboard.

Over the past 13 years, Open Networks has built a successful business as a provider of extensive B2B IT services, today catering to more than 250 customers in Austria. As a specialist in IT infrastructure solutions and professional services in the areas of application services, data centre, security and network, Open Networks possesses the highest certifications from manufacturers such as Cisco, F5, Barracuda and Red Hat. The Bechtle Austria IT system house maintains seven locations across the country. Open Networks’ workforce will primarily strengthen the Vienna office.

Robert Absenger, Managing Director, Bechtle IT System House Austria: “With Open Networks, we were able to win an organisation that is excellently positioned in the market and brings an outstanding team to Bechtle, with specialists boasting the highest certifications who will prove a perfect addition to further sharpen our focus. Together, we are generating tremendous added value for our customers and partners as we realise IT infrastructure solutions and Professional Services.”

Daniel Knözinger, Managing Director, Open Networks: “I am very pleased to be joining forces with Bechtle as we continue on our successful trajectory in Austria. Our focus has always been on delivering high-quality services surrounding complex technologies and products. Going forward, our customers will greatly benefit from this future-oriented partnership that allows them to leverage even more know-how, services and innovations.”

The acquisition remains subject to the approval by the relevant competition authorities. As is usual, the purchase price and conditions remain confidential.

Bentley Systems Announces Seequent’s Acquisition of Minalytix

14 September 2021

Bentley Systems, Incorporated, the *infrastructure engineering software* company, announced that its

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Seequent business unit has acquired Canadian software company Minalytix, the developer of MX Deposit. The acquisition extends Seequent's cloud capabilities and solutions for mining, including greenfield exploration, resource development, and mining production. Prior to the transaction, Seequent held a minority shareholding in Minalytix, and its partnership included exclusive global rights to sell MX Deposit.

Seequent already integrates its Leapfrog, Oasis montaj, Target, and Imago solutions with MX Deposit, streamlining processes and increasing efficiency for geologists, engineers, and other stakeholders. For example, users can easily pull data captured in MX Deposit into Target to generate sections or Leapfrog Geo for 3D modeling and analysis of drill hole data. Teams can collaborate on models with Seequent Central and share with stakeholders using Leapfrog Viewer. (Photo: Business Wire)

MX Deposit simplifies and controls how drill hole and other field data is collected, managed, and shared throughout the lifecycle of a deposit. Mining exploration teams can configure the solution for various activities, including diamond and percussive drilling, grade control, underground face sampling, metallurgical sampling, stockpile sampling, and sampling mill circuits. MX Deposit closes gaps in a project's data collection, streamlines workflow, reduces errors, and provides an audit trail to improve data confidence and act as a single source of truth for project data. MX Deposit is easy to use and configure and works anywhere online and offline, delivering valuable insights across all mining projects. Real-time collaboration is enabled with live project data.

Mining companies use MX Deposit, in conjunction with other geophysics and geology data management and modeling tools, to find, develop, and manage world-class deposits, and to enable teams to manage risk and make better, more profitable decisions. Data can be easily integrated into MX Deposit in order to provide context that delivers more knowledge and better decision making. Seequent already integrates its Leapfrog, Oasis montaj, Target, and Imago solutions with MX Deposit, streamlining processes and increasing efficiency for geologists, engineers, and other stakeholders. MX Deposit unlocks value from drilling, one of the largest investments for any mining and exploration company, with enduring high-quality data.

MX Deposit is an affordable Software-as-a-Service (SaaS) solution and auto-scales to meet users' needs, from small to multi-national companies. Users can create a customized data management solution within hours, not days, to collect and control drill hole and other field data and immediately gain insights across all projects. There are no limits on data users can store, with some logging millions of samples and blast holes and tens of thousands of drill holes.

Graham Grant, chief executive officer of Seequent, said, "We're excited to welcome the Minalytix team to Seequent, following our successful collaboration, to broaden the mining workflow through further cloud capabilities. Drill and sample data are the lifeblood for mining companies when exploring, and MX Deposit naturally aligns with our mining and exploration portfolio, including newly acquired geoscientific imagery platform Imago. We have already done a great job of integrating the software and now we are excited to integrate the team."

Minalytix Co-founder and CEO David Peres said, "We're delighted to join Seequent as it allows us to deliver on our founding mission to impact the mining industry positively. We partnered exclusively with Seequent a couple of years ago as they had earned a reputation as a trusted mining innovator with a global reach. As a result, demand for MX Deposit increased in leaps and bounds. With Seequent's expertise and support, MX Deposit will be able to reach its full potential."

Capgemini signs agreement to acquire IT services provider VariQ, adding scalability and strengths to its Government Solutions capabilities in the U.S.

14 September 2021

Capgemini announced that it has entered into a stock purchase agreement (SPA) to acquire VariQ pending U.S. applicable regulatory approvals. VariQ would be integrated into Capgemini Government Solutions LLC, Capgemini's independent operating division working with U.S. government agencies. This acquisition would strengthen the company's position in the Federal market and build momentum for continued growth.

VariQ was founded in 2003 and serves as a provider of Software Development, Cybersecurity, and Cloud services for federal government departments and agencies across the United States. These services are delivered through multiple contract vehicles, including the Alliant 2 best-in-class contract vehicle. Additionally, the company holds a digital transformation entity (Rivet Logic, acquired in 2020) which serves a set of commercial clients and would join forces with Capgemini in the U.S. to expand digital capabilities and key technology partners.

"As a company we are continuing to find ways to expand our ability to serve U.S. government agencies and this acquisition would augment our digital and agile capabilities while growing our talent base," said Jim Bailey, CEO of Capgemini's Americas Strategic Business Unit and Group Executive Board Member. *"This acquisition marks an important moment for Capgemini Government Solutions and our vision for growth in the Americas."*

"The addition of strong talent and expanded best-in-class contract vehicles would advance Capgemini Government Solutions' ability to provide industry-leading solutions to the agencies we serve," said Doug Lane, CEO, Capgemini Government Solutions LLC. *"As we look ahead, we are motivated by the ability to cultivate strong partnerships with those we serve to deliver on transformative digital initiatives."*

"At VariQ, we have continued to prioritize digital-first, secure agile capabilities and build a highly skilled team to deliver on priorities that align well to Capgemini and Capgemini Government Solutions," said Ben Edson, Founder & CEO of VariQ. *"Joining Capgemini would provide the scale and expansive capabilities to enable us to better serve our 20+ client agencies. We look forward to delivering end to end solutions in support of our clients' missions."*

The completion of the acquisition is subject to Committee of Foreign Investment in the United States (CFIUS) and Defense Counterintelligence and Security Agency (DCSA) approvals. The transaction is expected to close by the end of 2021, subject to such regulatory filings.

Company News

Agiloft Expands Leadership in Response to Rapid Company Growth and Increased Demand for Enterprise CLM Software

14 September 2021

Agiloft, the global standard in no-code contract lifecycle management (CLM), announced the expansion of its leadership team amid extensive company growth so far in fiscal year 2021, including over 100% increase in customer bookings and more than 50% growth in annual recurring revenue (ARR). Along with adding three new strategic leadership positions, Agiloft's partner program doubled the number of its system integrators and certified implementers to further support its growing list of enterprise clients.

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“2021 has been an incredible year at Agiloft so far—a reflection of both the momentum for CLM as well as our position as a leader within the industry,” said Eric Laughlin, Agiloft CEO. “The business challenges presented over the last year and a half due to COVID—from adapting to remote work to focusing on value leakage and risk reduction—revealed the effectiveness of CLM as an enterprise software solution, with Agiloft standing out due to its no-code platform offering enhanced flexibility. Thanks to our strong team, our software continues to gain recognition for its ever-expanding capabilities as well as our implementation success and customer support. Building on this momentum, the latest additions to the team are integral to our current and future growth and support our vision for continued vertical and geographic market expansion as well as accelerated software development.”

Expansion of Leadership Team

Three new roles—within three primary areas of the company including business, product, and sales—have been established to solidify management expertise and leadership to support continued growth at Agiloft:

- **Business:** Angel Lange, VP of Finance. Financial professional Angel Lange has over twenty years of experience in accounting, management, and financial planning and analysis, with twelve in the software industry. Most recently, Lange was Executive VP of Finance at Protegrity USA.
- **Product:** Anne McNulty, Senior Director of AI Success. With her decade-long experience in the legal industry, Anne McNulty is responsible for maximizing customers’ return on investment through adopting Agiloft AI. Originally a corporate lawyer, McNulty most recently spent five years at Kira Systems where she built and led the team that trained AI to analyze contracts.
- **Sales:** Dan Mosera, Senior Vice President, Strategic Accounts. A top performer in large, complex enterprise sales, Dan Mosera has a reputation for building strong executive relationships from the top down. Mosera most recently managed the top 20 strategic accounts for TIBCO Software with revenue in excess of \$40M.

Product Release

Agiloft’s latest product release, Sourcing and Supplier Information Management, extends the value of Agiloft’s CLM software by streamlining the source-to-contract process, enabling the automation of supplier information management, and providing access to a unified source-to-contract platform. Agiloft’s upcoming fall release will continue this theme of platform extensibility and further enhance the connected experience by expanding Agiloft functionality in the enterprise applications customers are most familiar with, including Microsoft Word, Outlook, Dynamics, and others.

Expansion of Partners

Following the rollout of Agiloft’s revamped partner program in 2020, Agiloft doubled the number of system integrator (SI) partners in the program as well as doubled the number of certified implementers in the partner ecosystem. The program also achieved a 130% increase in bookings from reseller partners over the last year. New technology partnerships with Tableau, AWS, and Adobe have further extended the ecosystem, and Agiloft continues to invest in strategic ecosystems such as Salesforce and Microsoft.

Industry Awards and Recognitions

Agiloft’s momentum is reflected in several industry accolades by top analyst firms. Most recently, Agiloft was ranked a top vendor in 2021 Gartner Critical Capabilities for CLM, as well as being named a leader in Gartner 2021 Magic Quadrant for Life Cycle Management. It also received a 2021 BIG Innovation Award and a recent Silver Stevie for Agiloft’s AI Core, and was named Value Leader in Spend Matters’ Spring 2021 SolutionMap for Contract Lifecycle Management.

Atos to create center of excellence to accelerate digital transformation in the financial services industry

14 September 2021

Atos and IBM announced plans to further expand their global relationship to help banks and insurance companies address their increased security and regulatory compliance demands when moving their workloads and applications to the cloud. With the goal of helping companies modernize to meet consumer demand, Atos and IBM intend to support financial services clients through the creation of a new **Atos Cloud Center of Excellence**.

As financial services institutions balance the need to drive innovation by delivering high-value services while addressing strict security and compliance requirements, hybrid cloud environments have become increasingly important. To help move the financial services industry forward, Atos intends to migrate and modernize customer mission-critical workloads to the IBM Cloud for Financial Services using the platform's built-in security and compliance protocols designed to help clients reduce their risk and regulatory barriers that impede transformation and innovation. The IBM Cloud for Financial Services features security capabilities including confidential computing technology and 'Keep Your Own Key' encryption backed by the highest level of security commercially available[1] to help financial institutions retain control of their data.

The **Atos Cloud Center of Excellence** intends to provide technology and financial services expertise for clients backed by dedicated Atos professionals trained on IBM Cloud for Financial Services, IBM Cloud Paks and Red Hat OpenShift, providing local language assistance. Atos' planned work to support the IBM Cloud for Financial Services through the new Atos Center of Excellence reinforces the company's mission to deliver application modernization and hybrid cloud transformation at scale, which is enabled by Atos OneCloud - an innovative initiative from Atos to pro-actively accelerate its clients' migration to the Cloud through a one-stop shop offering industry specific go-to-market and organization. Atos also offers automation services including Robotic Process Automation, AI-driven intelligent workflows and business processes reengineering accelerated by IBM Cloud Pak for Data and IBM Cloud Pak for Integration.

Adrian Gregory, SEVP, Global Head of Financial Services & Insurance, Atos, said: *“Banks and insurance companies are moving their applications to the Cloud at speed - with the pandemic providing sharp focus to digitalize businesses in response to changing customer and market trends – this sense of urgency must be matched with determination to select the right partner to unlock long-term opportunities. By combining the power of Atos OneCloud with the IBM Cloud for Financial Services, together we can play a pivotal role in supporting financial services organisations on their transformations, helping them to address their security, compliance and resiliency challenges.”*

Howard Boville, Head of IBM Cloud Platform, said: *“As financial institutions seek to modernize and harness the power of hybrid cloud and AI, the need for security and compliance across all platforms is paramount. IBM Cloud for Financial Services aims to address the risks the industry is facing with built-in controls focused on the regulatory barriers that have historically impeded digital transformation. The new Atos Cloud Center of Excellence will combine IBM's hybrid cloud and AI solutions with Atos' industry experts trained and certified for those solutions, as well as automation capabilities to accelerate innovation throughout the industry without sacrificing security.”*

Atos and IBM announced the expansion of their global relationship in January 2021 with the intent to help clients accelerate their digital transformation efforts with hybrid cloud and industry-specific automation solutions designed to increase productivity and reduce costs.

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Atos OneCloud combines a unique set of 10 offerings to help clients accelerate migration to the Cloud. It also includes a range of services in collaboration with a world class partner ecosystem including IBM and RedHat, which encompasses cloud advisory consulting, application transformation expertise and prebuilt cloud accelerators underpinned by Atos' leading cybersecurity offerings.

Statements regarding IBM's future direction and intent are subject to change or withdrawal without notice and represent goals and objectives only.

[1]Based on IBM Hyper Protect Crypto Service, the only service in the industry built on FIPS 140-2 Level 4-certified hardware. FIPS 140-2 Security Level 4 provides the highest level of security defined in this standard.

CGS Adds Strength and Expertise to Learning Team by Naming Industry Executive Regina Nowlan as Senior Learning Strategist

8 September 2021

CGS, a global provider of business applications, enterprise learning and outsourcing services, announced that Regina Nowlan, who has more than 25 years of Learning & Development (L&D) experience, to the newly created position of Senior Learning Strategist. She will report to Doug Stephen, president of the Learning division, which has continued to expand its services to Fortune 500 companies globally, providing award-winning custom technology-based learning programs and experiential learning to support distributed teams with its mixed reality platform, Teamwork AR™.

In this role, Nowlan will lead CGS's Learning Consulting Services in support of global leaders responsible for strategic change management, enterprise-level workforce planning transformations and corporate development programs that drive culture and inclusion with a higher level of business value. Having worked across diverse industries and all L&D areas – business strategic partner, facilitator and solution designer at a local, regional and global scale – her background brings CGS clients a wealth of experience.

Prior to joining CGS, Nowlan was a learning leader at McDonald's Corporation, responsible for modernizing and transforming how people learn in the restaurants and throughout the field organization. This was a global scale strategy that reached approximately 2 million workforce across 53 global markets with aim to enable skill building in operations, leadership and hospitality. Before that she was head of L&D and SVP of Learning for several Fortune 500 financial and insurance companies.

“The rapidly changing workforce, resulting from pandemic in-person limitations as well as technology advancements, has left a tremendous need for and growth in the Learning business,” said Stephen. “As CGS continues to develop and deliver innovative programs to our valued customers, Regina will bring fresh perspectives to our innovative, tech-forward Learning strategies to further expand the business.”

The CGS Enterprise Learning division serves as a trusted partner to many of the world's most dynamic companies, delivering innovative, custom learning solutions essential to scaling people, processes and performance. Through tech-forward engaging programs, leveraging AI, AR/VR, machine learning and gamification, CGS provides professional development solutions, blending emerging technology with essential shoulder-to-shoulder training. Each solution is custom-tailored and designed to engage employees and keep clients' employee-related business fundamentals strong in an ever-changing corporate environment.

“This is an exciting time to join CGS as the company continues to elevate its offering to clients across

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all industries,” said Nowlan. “With today’s rapid pace of change, there is a greater need for learning and development to equip and innovate so that people in the workforce can access the knowledge and tools needed to grow and succeed. I look forward to contributing to the company’s award-winning programs to reinforce CGS’s position as a leader in the L&D space.”

HCL TECHNOLOGIES AND FINASTRA EXPAND PARTNERSHIP TO DRIVE FINANCIAL TRANSFORMATION IN SOUTH KOREA AND TAIWAN

15 September 2021

HCL Technologies (HCL), a leading global technology company and Finastra, the largest pure-play software vendor that serves the entire financial services industry, have expanded their partnership to drive digital transformation across South Korea and Taiwan.

As part of the engagement, HCL will use its next-generation digital transformation and service capabilities to bring two of Finastra’s strategic products, Fusion Cash Management and Fusion Summit, to the financial services ecosystem in the region. Fusion Cash Management powers the digital corporate banking experience for financial institutions around the world while Fusion Summit offers a functionally rich core trading solution for capital markets.

“Expanding our association with HCL will bring substantial benefits for financial services institutions in South Korea and Taiwan, which are looking to take the next technological step in cash management and capital markets,” said Denise Parker, Senior Vice President and Global Head of Partners and Ecosystem, Finastra.

“This partnership is not only a testament to HCL’s strong relationship with Finastra, but also to its growing presence in South Korea and Taiwan,” said Sanjay Gupta, Corporate Vice President, HCL Technologies. “Finastra’s strategic solutions coupled with HCL’s deep industry experience, will help institutions adapt and succeed in the changing ecosystem. This partnership will help HCL further accelerate its strategic presence in South Korea and Taiwan while strengthening its long-standing relationship with Finastra.”

Infosys and SAP Collaborate to Provide Business Process Transformation-as-a-Service to Enterprises

15 September 2021

Infosys, a global leader in next-generation digital services and consulting, announced a strategic collaboration with SAP, a market leader in enterprise application software, to provide Business Process Transformation-as-a-Service to enterprises.

Through this collaboration, Infosys will leverage business process intelligence (BPI) from SAP to identify opportunities and obstacles in the transformation journey and create a roadmap for clients. Infosys’ BPTaaS will augment the RISE with SAP offering to reduce complexity and time to benefit as well as accelerate value realization, helping clients reimagine the customer experience - all by leveraging Infosys’ portfolio of Industry Cloud solutions which are a part of Infosys Cobalt.

During SAPHIRE NOW 2021, Infosys was announced among three partners for BPI. As part of this collaboration, Infosys will put BPI at the center of its process transformation offerings, leverage its proven accelerators and methodologies, and its innovative use cases on Live Enterprise Suite to meet the process transformation requirements for clients on an ongoing basis.

With BPTaaS, businesses can benefit from in-depth process analysis during transformation and can

benchmark against industry peers to identify potential areas for improvement. They can also improve process governance by gaining better visibility in operations and identifying instances of process deviations so that corrective actions can be initiated in time. Businesses can achieve this by opting for BPTaaS thereby, outsourcing their process transformation to experts who will continuously and incrementally improve the effectiveness of their processes, driving down cost, and delivering ever-increasing value to their stakeholders.

Dinesh Rao, Executive Vice President & Global Head of Enterprise Application Services, Infosys said, “As we navigate through Cloud, BPI becomes an essential component of the transformation journey for enterprises. We are delighted to work with SAP in bringing the best-in-class offering to clients for enhancing their process efficiencies. By harnessing our Cobalt portfolio, we look forward to improving the inefficient business processes that become an impediment to enterprises’ transformation journey. Given our strong relationship with SAP, we will continue to deliver value and innovative solutions to our clients.”

Rouven Morato, General Manager, Business Process Intelligence, SAP commented, “The value of BPI extends beyond IT and actually impacts how businesses operate. Our blended expertise with Infosys, will enable enterprises to accelerate their digitization journey and scale their businesses globally.”

Lectra joins the Plug and Play open innovation ecosystem

13 September 2021

Major global player in the 4.0 Industry for the fashion, automotive, and furniture market, Lectra is joining the Brand & Retail program of the Plug and Play network, the world's leading innovation platform connecting startups, investors, and pioneering companies.

For Lectra, which designs industrial intelligence solutions - software, equipment, data and services - for brands, manufacturers and distributors, this merger is another step towards achieving its ambitions: to become a benchmark player in the 4.0 industry's markets, particularly fashion.

Among the mutually established goals, there is the encouragement of dialogue between startups and the brand, the emergence of innovative solutions, and also the development of a network of talents and mentors.

Lectra will benefit from the ecosystem developed by Plug and Play Brand & Retail in France for more than three years, bringing together the best French and international startups specialised in retail.

"We are excited and honoured to join the Plug and Play Brand & Retail program. This association reinforces our commitment towards open innovation, initiated in 2017 with the creation of the Lectra Innovation Lab. The accomplishments and pilot projects deployed, will be part of the co-creative actions initiated at the Innovation Lab. Being able to work with the most promising French and international startups and renowned companies is a great opportunity for Lectra. Our goal is to accelerate the emergence of disruptive innovations that will allow us to offer an even higher value to our customers in the future," states Philippe Ribera, Innovation Director of Lectra.

"We are extremely honoured to welcome Lectra to our global innovation ecosystem. Lectra is one of the main global players involved in the production process and the digital acceleration of apparel and fashion. Plug and Play Brand & Retail has always strived to create the most comprehensive collaborative innovation ecosystem around the retail, fashion and brand industry, and Lectra will add a new and unique dimension to it. We are certain that their ideas and experience will be a huge contribution to our flourishing ecosystem. We look forward to working with them on new challenges

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while supporting their digital and innovation strategies," adds Christian Kunz, Director of Plug and Play Brand & Retail France.

PINNACLE SERIES BY EAGLE POINT SOFTWARE PARTNERS WITH BRIXTECH

9 September 2021

Eagle Point Software's Pinnacle Series has announced a partnership with Brixtech, a United Kingdom-based firm. Brixtech offers an alternative approach compared to conventional software vendors and partners with companies that share its ethos of inspiring change.

"We are very excited to welcome Brixtech into the Pinnacle Series family," shared John Biver, President and CEO of Eagle Point Software. "We have expanded and strengthened the presence of Pinnacle Series in Europe, and we are excited to partner with such an innovative and technologically-driven company."

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

"We are excited to announce in 2021 that Brixtech is partnering with Eagle Point to offer the Pinnacle Series learning platform," shared Shan Chaudri, CEO of Brixtech. "With the move to hybrid working, the need for a flexible and scalable e-learning solution is a must. We felt their Pinnacle Series was the platform to host our upcoming BricsCAD learning materials, which seamlessly complement their existing portfolio of AEC content."

Brixtech is a dedicated reseller for Bricsys, Bluebeam and SketchUp.

PTC Announces Expansion of Arena PLM Business in Europe to Meet Growing Demand for SaaS Solutions

16 September 2021

PTC announced that Arena, a PTC Business, is expanding its product footprint and adding staff in Europe to meet the growing demand for its industry-leading Arena® SaaS product lifecycle management (PLM) and quality management system (QMS) solutions.

Following the PTC acquisition of Arena Solutions earlier this year, the Arena PLM business has experienced rapid growth. With over 140 customers across Europe, Arena enables customers to gain a competitive advantage by building better products faster with a best-in-class cloud PLM platform.

To better support the growing adoption of SaaS solutions, Arena now offers EMEA customers cloud-based software systems hosted in Europe. The application will be localized in several languages starting with German by the end of the calendar year. Increased sales, marketing, and services staffing in EMEA will fuel expansion plans to better support Arena international customers.

"The decision to expand our presence internationally – starting in Europe – marks a milestone moment for Arena, as we introduce our world-class product to new audiences," said Mike DiTullio, EVP and President of the PTC SaaS Business Unit. "Europe has diverse and fast-growing companies that are accelerating innovation by leveraging SaaS solutions to drive digital transformation. Arena cloud-based solutions enable customers to [remove barriers to] streamline product development and collaboration with globally dispersed supply chains."

Since its acquisition in January, Arena has enabled PTC to further demonstrate the benefits of SaaS for product development. Companies must be prepared to design and innovate across multiple geographies

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and time zones. In this new era of remote work and collaboration, the Arena SaaS PLM and QMS solutions enable today's manufacturers to get better products to market faster.

“Arena has been a key part of our new product development and introduction strategy for many years. We are excited to see increased investment and focus in EMEA and look forward to continued innovation as Arena works to better serve customers across Europe,” said Richard Rushton, Quality, Environment, Health & Safety Manager at Filtronic. “Working with the local customer success and support teams will enable us to better leverage our investment and deployment of Arena.”

With Arena product development solutions, companies across high-tech, life sciences, and industrial verticals can bring dispersed teams and supply chains together and eliminate traditional silos to better control product, quality, and commercialization processes.

Record number of Bechtle career starters

9 September 2021

2021 sees 244 new trainees and students starting their careers at Bechtle, as new hires reach an all-time high. The IT company currently has 710 young people training for a total of twelve technical and commercial professions, with 634 trainees and students spread out across Bechtle's German locations. The ratio of trainees in Germany currently lies at about 7%—a figure Bechtle aims to increase to 10% by 2030.

“Providing training is both necessary and logical—it's an investment in the future with the aim of combating a lack of specialists while sustaining our success. We are, therefore, all the more pleased to see how popular our traineeships are and that we have been able to attract more young talent for these positions than ever before,” says Dr Thomas Olemotz, CEO, Bechtle AG.

Of the 710 young people who have applied, 376 trainees have chosen a technical and 230 a commercial path, with the split being 40 to 64 for dual-study programmes.

Bechtle offers training in a total of twelve technical and commercial professions, including in information technology, wholesale and foreign trade, and consulting. In conjunction with cooperative state universities, Bechtle students are currently reading for degrees in a total of 24 different courses, including business administration, business informatics and online media.

Extensive trainee programme

In order to help its newest employees get off to a roaring start, Bechtle holds an introductory event at Bechtle Platz 1. Those attending are introduced to the Group's headquarters with all of its service units, receive insights into the company's history and culture and get to network with their peers from the different Bechtle locations. During their training, the trainees will be able to benefit from bespoke seminars as well as exam preparation courses, while a mentoring programme provides advice and support every step of the way.

Traineeships available for 2022

There will be several opportunities available for Autumn 2022, both for trainees and students.

Rockwell Automation and Ansys Partner to Optimize Industrial Operations

14 September 2021

Rockwell Automation, Inc. and Ansys announced that the enhanced Studio 5000 Simulation Interface now connects with Ansys digital twins. This gives automation and process engineers new ways to use simulation to improve the design, deployment, and performance of industrial operations.

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The Studio 5000 Simulation Interface connects Rockwell Automation industrial control systems with simulation and modeling tools. The latest release of the tool expands that connectivity to Ansys Twin Builder, a leading software used to create simulation-based digital twins, or digital replicas of physical assets. The software uses multi-physics to identify how real-world elements like flow rates, mechanical stresses, and thermal profiles can impact equipment performance and health.

“By connecting a control system to Ansys Twin Builder, users can simulate complex physical processes and give realistic inputs to the control system,” said Julie Robinson, business manager, Rockwell Automation. “This can provide tremendous insights throughout the equipment lifecycle. For example, running a simulation model in parallel to a physical system during production can reveal opportunities to optimize performance in real time.”

Engineers can use digital twins and simulation to improve system design, delivery, and performance by:

- **Creating and testing equipment designs** in a virtual space to save engineering time and reduce the need to build costly physical prototypes.
- **Virtually commissioning equipment** to avoid surprises during start-ups at production sites.
- **Comparing simulated and actual system performance** to identify adjustments that can improve efficiency, output and more.
- **Testing process changes** in a virtual space, before they’re made on a physical system, to boost throughput or other performance aspects.
- **Calculating the remaining life of components** so they can be replaced before they cause unplanned downtime as part of a predictive maintenance strategy.
- **Providing operator training** in a virtual environment, where having equipment available isn’t a factor and operators can be trained on uncommon or dangerous scenarios.

“Connecting the digital and physical worlds with Studio 5000 Simulation Interface creates tremendous value for users,” said Shane Emswiler, senior vice president of products, Ansys. “It can help them go from conceptual designs to physical equipment faster and at a lower cost. It can provide useful new insights during production. For instance, users can apply what-if scenarios to understand the impact of changes on a process. They can create virtual sensors to estimate values that are otherwise too expensive or not possible to get today, and they can predict outcomes like failures that hurt the bottom line.”

The Studio 5000 Simulation Interface allows users to connect a digital twin to either an emulated or physical controller. Connecting to an emulated controller can help them optimize production at the design stage before they have a physical controller or equipment. Connecting to a physical controller allows them to create a digital twin of how the equipment should run and compare it against actual performance.

Sarov Engineering Center Named Altair Channel Partner for Simulation Solutions

14 September 2021

Altair, the global leader converging simulation, HPC, and AI, announced that Sarov Engineering Center (SEC) has become an Altair channel partner and will handle the sales and support of Altair’s simulation portfolio in Russia. The collaboration will also include making Altair’s academic program more available to students by engaging further with leading local professors and researchers through SEC.

Based in Nizhny Novgorod, Russia, SEC is a scientific and engineering enterprise working with digital technologies for engineering analysis. Founded in the late 1980s, SEC has extensive know-how in computational fluid dynamics (CFD) and structural analysis technologies – including finite-element

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analysis (FEA) and fluid structure interaction (FSI) – and provides its domestic and foreign customers in various industries with integrated high-precision engineering solutions.

Prospective customers will benefit from SEC’s full range of services, including the integration, delivery, training, and technical support for computer-aided engineering (CAE) software systems.

“We are pleased to welcome Sarov Engineering Center to our channel partner community in Eastern Europe,” said Kimon Afsaridis, vice president of indirect sales and managing director of Eastern Europe at Altair. “This strategic alliance provides a comprehensive coverage of the Russian market, while contributing to the continued growth of both companies within the fast-growing simulation market. SEC’s expertise and market know-how will boost our business in Russia and gives us a strong competitive advantage.”

SEC applies the latest computer modeling technologies to solve complex engineering problems through its cooperation with various Russian universities – including Moscow State University, Samara State Aerospace University, Nizhny Novgorod State University, Skolkovo Institute of Science and Technology, and others – to improve scientific research and the quality of training for students for numerical methods to solve heat and mass transfer problems. As a highly accredited institution working in the field of modern computer technologies, SEC will help Altair to reach new potential engineers at the start of their studies and careers.

“Through this partnership, Sarov Engineering Center intends to reinforce itself as an expert in design and product development technologies,” said Yuri Mokhov, Deputy director, Sarov Engineering Center. “In addition to enabling us to expand our range of applications and capabilities, working with Altair is a great opportunity to support the growth of science and education locally. By combining efforts in this direction, we can promote high-tech products across the entire process, from research and development to production and commissioning, while solving today’s engineering challenges at the highest level.”

Synopsys Appoints Sassine Ghazi as President and Chief Operating Officer; Chi-Foon Chan to Transition from co-CEO Role

13 September 2021

Synopsys, Inc. announced that as part of its ongoing evolution and scaling of the business, Sassine Ghazi has been appointed as president and chief operating officer, effective November 1, 2021. Chi-Foon Chan will transition from his co-CEO position over the first half of fiscal 2022, after which he will continue to support the company's long-term success in a new role.

Since becoming COO in August of 2020, Ghazi has had a significant impact on the company, bolstering its EDA and IP strategy and portfolio, broadening customer collaborations, enhancing a strong management team, and providing exceptional corporate leadership.

"Throughout his 23 years at Synopsys in technical, sales, general management and corporate leadership positions, Sassine has always brought a 'Yes, if...' mindset, skill and perseverance toward making Synopsys a stronger and better company," said Aart de Geus, chairman and co-CEO. "He is a motivating and impactful leader, and we look forward to extending his impact throughout the company as we build on our current momentum and further enhance our very strong position."

Ghazi joined Synopsys in 1998 and brings multiple decades of experience in chip design, applications engineering, customer support, sales, and business management. Prior to becoming COO, he was general manager of Synopsys' Design Group, where he accelerated the development of market-changing new products that are driving accelerating revenue growth for the company. Prior to Synopsys, he worked as a design engineer at Intel. He holds bachelor's degrees in business administration and

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electrical engineering, and a Master of Science in electrical and computer engineering.

"I am both humbled and excited to take on the expanded role of president and COO of Synopsys," said Sassine Ghazi. "The strategy we've implemented over the past several years has led to a portfolio of solutions that is stronger than it has ever been, at a critical moment when customer challenges are increasing substantially. I look forward to working with the team to continue to scale the company to \$5 billion in revenue and beyond."

Chan was appointed co-CEO in 2012, after serving as president and COO for 14 years. During his tenure, he has been a key driver of corporate strategy, strong customer and ecosystem relationships and excellent operational execution.

"Since his first day at Synopsys, Chi-Foon has had a profound impact on building and growing our company into what it is today. Be it instituting a culture of excellence and dedication to customer success, or incubating and growing TAM-expanding businesses such as IP and Software Integrity, or role-modeling values and dedication to our employees, Chi-Foon's impact is visible in everything Synopsys stands for," said Aart de Geus. "Personally, for more than three decades, Chi-Foon has been a close partner and confidant, culminating in the unique sharing of the co-CEO role. I look forward to working closely with Chi-Foon and Sassine as we strategize the next phase of Synopsys."

"It's been an honor to serve as president of Synopsys for the past 23 years," said Chi-Foon Chan. "As we build on the considerable strength of today's Synopsys and scale the company to its next phase of growth and value, I am confident in Sassine's success in driving the company to even greater heights."

Uptake and Trimble Power Predictive Fleet Maintenance

13 September 2021

Uptake and Trimble Transportation announced that they are working together to address challenges with fleet management workflows and unplanned downtime.

With the technician shortage continuing to impede vehicle availability and cost-effective maintenance, repair shops can use all of the support they can get — including from the data and fleet management systems they already have in place.

Integrations from Uptake Compass and Uptake Fleet would allow fleet managers and technicians to plan and prioritize repairs on impending vehicle conditions directly in their Trimble TMT Fleet Maintenance interface. That way, on-highway repair shops have a single place to optimize maintenance, improve technician productivity, and enhance vehicle reliability.

Through an API, Uptake Compass ingests work order history that fleets have already collected in their TMT Fleet Maintenance software. Users then see component-level survivability curves, data visualizations of high-cost bad actors, and detailed cost breakdowns with filtering by make, model, vehicle, and location.

Uptake Fleet also ingests work order history from TMT via an API, as well as the telematics, sensor, and fault-code diagnostic data that carriers are already collecting, to serve predictive insights from pre-trained, pre-configured data science models. With the integration, Uptake's predictive insights are now visible as a Work Pending RO in the TMT interface, enabling maintenance teams to see impending vehicle failures in one place and create cases to proactively address them — before they result in a derate or roadside breakdown.

The integrations between Uptake and Trimble Transportation are now available directly from Uptake as well as from the TMT Connected Maintenance ecosystem of products.

Velo3D Expands Team with Appointment of an Investor Relations Head and a VP of Sales for North America

14 September 2021

As Velo3D, Inc.—a leader in advanced additive manufacturing (AM) for high-value metal parts—prepares to become a public company, it has announced two new senior positions. After expanding its on-the-ground presence in Europe last month, the company has hired their first Vice President of Investor Relations and added depth to their North American sales team.

Bob Okunski comes to the newly created position of Vice President of Investor Relations for Velo3D with extensive experience in the field gained through working with a range of innovative technology companies. After earning his B.A. at Colgate University and an M.B.A. at Moravian College, he worked in IR for close to a decade at PeopleSoft, WebVan, and Spansion. He then spent 13 ½ years in investor relations at SunPower Corporation before moving to Velo3D.

“I joined Velo3D to be part of this unique, industry-leading technology,” says Okunski. “I was attracted by the strong, experienced management team, and A-list of company backers. I think there’s a tremendous growth opportunity here due to Velo3D’s leadership position in reshaping how complex industrial parts are manufactured.”

Steve Starnar, new Vice President of Sales for North America, joins the Velo3D team after almost 15 years with Hexagon Manufacturing Intelligence. There he led customer-focused technical sales teams in various areas including integrated factory solutions, robotics, machine vision sensors, data analytics and AI tools. He holds a B.S. in mechanical engineering from Temple University.

“This is an exciting time in metal additive, but even more so with Velo3D, given its advanced metal AM technology,” says Starnar. “This expansion of our sales team is critical as we continue to support our customers’ ability to leverage Velo3D’s production-ready manufacturing solution and seek to grow our presence in new and existing markets.”

According to Benny Buller, founder and CEO of Velo3D, “It’s very gratifying that Velo3D is able to attract such top talent to our company. To best serve our customers, and our investors as well, we make a point of hiring people who intrinsically understand the critical role that leading-edge technology plays in innovation, and who can communicate both the substance and the excitement of what we’re achieving here at Velo3D.”

In March, Velo3D announced plans to merge with JAWS Spitfire Acquisition Corporation and become a public company.

Wipro Announces Co-innovation Space with Google Cloud

17 September 2021

Wipro Limited, a leading global information technology, consulting and business process services company, announced the launch of the Wipro-Google Cloud Innovation Arena in Bangalore, India.

This cloud collaboration space will provide in-house technical expertise, ensure seamless cloud adoption, and accelerate innovation to drive business transformation for customers. By combining the expertise and resources of Wipro FullStride Cloud Services and Google Cloud, this jointly developed innovation center will offer a unique combination of people, processes, and platforms that will collectively create a futuristic experience for customers globally. This state-of-the-art arena will showcase the talent, tools and best practices required to develop and deploy applications on Google Cloud.

Jason Eichenholz, Senior Vice President, Global Head of Ecosystems & Partnerships, Wipro Limited said, “We are excited to strengthen our partnership with Google Cloud, and look forward to leveraging the Wipro-Google Cloud Innovation Arena to increase cloud capabilities, build solutions across industries, and help our customers simplify their processes and workflows. This new Innovation Arena is the latest example of Wipro’s continued commitment to providing customers with world-class resources and support, and a vision for their cloud future.”

“Innovation and business differentiation are key drivers of cloud adoption, which is why innovation labs where customers can brainstorm, design, and pilot innovation use cases with the help of industry experts have become increasingly important,” said **Kevin Ichhpurani, Corporate Vice President, Partner Ecosystem, Google Cloud**. “We are pleased to be furthering our partnership with Wipro to provide our customers with the resources they need to take their cloud journey to the next level.”

Event News

Altair Future.Industry Experience Explores What's Next in Advanced Manufacturing

16 September 2021

Altair, the global leader converging simulation, HPC, and AI, will host a global digital experience, Future.Industry, October 19-21, with a focus on advances in manufacturing.

From big-brand thought leaders to early-stage, start-up entrepreneurs, Altair will showcase innovative companies leveraging the power of convergence; simulation, high-performance computing (HPC), and artificial intelligence (AI), transforming the way they design, operate, and compete – now and in the future.

"Future.Industry is designed to serve as a venue to discuss how we can – together – create a smarter, more connected, and sustainable world," said James R. Scapa, founder and chief executive officer, Altair. "We look forward to hosting the world's brightest minds from all industries as we share, challenge, and explore the best practices that will inspire our future."

The featured keynote on day one will be Sheryl Connelly, chief futurist at Ford, who will explore how consumer and lifestyle trends will affect organizations in the future. Skilled at identifying and analyzing global consumer trends, Connelly was included on *Fast Company's* "100 Most Creative People in Business" list, has been a speaker at TED and TED Global, and has been published in *The Wall Street Journal*, *Reuters*, *Financial Times*, and more.

The complimentary, three-day virtual experience will feature insightful and compelling presentations from companies including:

- Altium – enabling board-level simulation
- BMW – designing for sustainability with engineering automation
- Alstom Transportation – the future of train transportation
- Leonardo SpA – connecting physics-based simulation and real-world data to meaningful digital twins
- Samsung Mobile – enabling design for manufacturing characteristic verification

Day two will feature interactive tracks with dedicated customer presentations focused on smart, connected products, sustainability, tomorrow's engineer, and manufacturability. Day three will showcase

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practical applications of Altair technology and how to deploy it throughout the product development cycle.

Sessions will include live interaction with Altair and industry experts. All sessions will be presented in English with live audio translation available in French, German, Italian, Portuguese, and Spanish to support our global audience.

Sponsors include Intel, SAE, *Tech Briefs*, *Automotive Engineering*, *Develop3D*, *Scientific Computing World*, *Engineering Update*, NAFEMS, CIMdata, Engineering.com, and Center for Automotive Research.

CGTech Highlights VERICUT 9.2 Simulation, Composites, and Additive Capabilities at CAMX

13 September 2021

CGTech will demonstrate VERICUT 9.2 at the Composites and Advanced Materials Expo (CAMX) from October 19 – 21 in booth W47. VERICUT is the industry standard for simulating CNC machines to detect errors in traditional machining such as milling or turning, as well as additive manufacturing and composites.

CAMX is the largest, most comprehensive composites and advanced materials event in North America. The expo is an opportunity for attendees to find solutions and products that are revolutionizing industries like aerospace, transportation, automotive, medical, and beyond.

The latest version of VERICUT brings improvements to performance and collision detection, enhanced support for cutting tools and tool reporting, and more options for optimization in both Force and OptiPath. Optimize NC programs by setting target Chip Thickness along with any combination of machining limits in Force such as maximum cutting forces or spindle power and tool deflection.

VERICUT's additive module simulates and verifies the capabilities of additive and hybrid CNC machines such as laser activity, power, material feed, and gas flow. Detect collisions between the machine and the part while identifying errors, voids and misplaced material. VERICUT allows users to arrange additive and machining operations in any order to check that all setups and holding fixtures work while verifying the finished part matches the design.

VERICUT Composite Simulation (VCS) is a simulated work environment for automated composites manufacturing. VCS simulates NC programs on a virtual machine including head changes, probing, knife cutting, and more. The simulated material can be inspected for stack thickness, ply offset, ply angle, and other information to ensure that the program follows standards and requirements. VCS can automatically create a report showing simulation results and statistical information.

This year, the event will be extended through CAMX+. This digitally optimized event allows remote attendees to participate from anywhere in the world. Digital attendees can access the same content as in-person guests, and can view world-class educational sessions on demand.

CGTech's Barry Kennemer will provide an on-demand presentation titled: *Simulation Paves the Way for Productivity with Additive Manufacturing*. The presentation will cover the benefits of simulation software and additive manufacturing such as:

- How simulation software helps designers create parts to suit their additive manufacturing capabilities.
- Why simulating post-processed NC code on digital twin virtual machines is the best way to protect your investment into additive equipment.

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- How simulation software can validate that planned operations and setups will work and those parts are producible.
- What a robust additive manufacturing software can do beyond “building a part.”

“VERICUT’s capabilities in simulating metal cutting, additive and composites lay-ups give our customers the ability to confidently build more complex parts in new and creative ways,” says Gene Granata, VERICUT Product Manager. “Increased performance in simulation and collision checking better protects our customer’s investments in expensive CNC additive and hybrid manufacturing, and composites machinery.”

Lantek at Blechexpo 2021: The strength of experience

13 September 2021

Lantek will be exhibiting at Blechexpo 2021 in Stuttgart, Hall 1, Booth 1011: From October 26 to 29, the pioneer in the digital transformation of companies in sheet metal and metalworking will present the latest features and improvements in its newest software update. Lantek Global Release 2021 highlights the power that 35 years of experience can bring to sheet metal fabrication.

With Global Release 2021, Lantek once again delivers on its promise to provide sheet metal fabricators the most advanced and flexible software solutions for greater efficiency and profitability with a pathway to digital transformation. The software update marks Lantek’s 35th anniversary and the 25th for its German subsidiary, underlining Lantek’s leadership in the development and distribution of CAD-CAM/MES/ERP solutions. "35 years is a long time in software development. Throughout the years, we have worked closely with our customers to learn from their processes, specific use cases, workflows, and about their different technologies and machines to ensure that our software meets their needs and moves them forward. We will continue to be a reliable partner to them now and in the future," says Christoph Lenhard, head of Lantek’s German office. "We are proud of Global Release 2021 and are looking forward to presenting it with all its new features at Blechexpo 2021."

Lantek Expert

New features in the import of CAD models in Lantek Expert allow **drag & drop and detection of duplicate parts**. This makes it easier and faster to import workpiece data – 3D models as assemblies or workpiece sets from any CAD system on the market. With the **Assembly to Nesting importer**, all sheet metal workpieces can now be unfolded in the model. During unfolding into a 2D geometry for cutting and bending, the intended bending tool is already taken into account. New functions for managing draft parts can be used to flag up individual workpieces that require further design verification before manufacturing. The new **Clean Cut technology** has been developed for contours that do not allow starting or micro-cutting on certain edges avoiding degradation of the edge finish.

The new option **Expand Nest** allows the programmer to use free space on the sheet by uniformly increasing the distance between workpieces. This reduces the risk of collision, makes it easier to separate and remove the workpieces from the residual grid after cutting, reduces the heat affected zone, increases the stability of the residual grid, and improves weight distribution if the residual grid has to be removed by crane.

The new **Spiral Cutting function** for holes destroys the residual material in holes so that it falls into the machine bed. This prevents possible collisions, yields a smoother and faster cutting process without sharp corners, and requires fewer stop-start cycles.

Other features of the 25 total enhancements for manufacturing include optimized start/cut positions,

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automatic remnant dimensioning, new micro-joint treatments, skeleton destruction options, import window customization, and improvements in cost calculation.

Lantek Flex3d

The market for tube machining is becoming increasingly important and the variety of machines, equipment, and technologies for cutting tube workpieces is constantly growing. With the new **Toolpath Smart Designer** in Lantek Flex3d, **profiles of any shape can be imported and edited, including irregular contours**, making it possible to cut a wide variety of complex pipe formats. This feature gives the user more flexibility for efficient workpiece cutting and can even be applied to existing normal profiles.

The **design module for profile parts** has also been completely redesigned and now offers uniform and seamless interfaces to all machine technologies. The basis is a **new 64-bit architecture**, which **reduces process time by around 15 percent**.

The optimized **automatic nesting makes further material savings of up to 5 percent and time savings of up to 28 percent**. In addition, it allows parts to be moved manually, offers various options for disposing of remnants, splitting of workpieces to reduce the amount of scrap, or selecting the loading angle of the profiles during clamping.

Other enhancements include a **quick-cut mode for holes using zig-zag movements**, improved **start positioning**, support for machines with two X-axes or three moving supports, and **accelerated calculation of machining time and drag-and-drop** for importing files.

Lantek MES and Lantek Integra

Lantek WOS Opentalk optimizes real-time integration with the machine control. This program provides greater performance and reliability by reporting the work order currently being processed by the machine.

Improvements in **resource utilization** visibility help with planning and monitoring. This enables delivery dates to be accurately predicted for estimates and customer orders – taking into account current workload, expected uptime, and predefined buffer times and delays. **Better integration of Lantek MES and Lantek Integra with Lantek Flex3d** provides more options for importing 3D CAD data (STEP, IGES, SAT). This additionally increases the system's ability to create quotations.

To meet current standards in user experience, Lantek has significantly changed the **look and feel of the interface**. For example, the new **dark mode** enhances the visual experience by reducing eye strain and increasing comfort for working at night or in dark environments by adjusting the screen to current lighting conditions.

Lantek Analytics

Lantek sees cloud-based applications as the future of software. Accordingly, the IT expert invested heavily in the development SaaS cloud applications (SaaS = Software as a Service). This not only makes **software available from any location 24/7**. It also eliminates the cost of expensive hardware and offers great flexibility in terms of computing power, updates and integration of new software tools. SaaS applications drastically reduce acquisition and operating costs.

Global Release 2021 saw the launch of Lantek Analytics, the first SaaS application. **Accessible at any time from any device and any location**, this business intelligence tool gives users the ability to see what is currently happening in the factory with more than 70 metrics and 10 filters. It has never been so easy to transparently see business data in the form of significant metrics.

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Lantek Analytics 2021 offers a **dark mode, dashboard and filter management enhancements, a self-service feature, and eight new additional KPIs** that provide valuable business insights: reasons for machine downtime, OTIF (on-time-in-full – complete and on-time delivery), WIP (work-in-process inventory), lead time, lead time evolution, transportation cost, transportation cost variance and returns.

Lantek iQuoting and MetalShop

Lantek iQuoting and MetalShop are also cloud-based applications that make it easy to create quotes quickly and automatically – from anywhere, using any internet-enabled device.

Lantek MetalShop was developed for customers who use Lantek iQuoting and want to offer their customers 24/7 accessibility with online quoting and ordering. E-commerce based on the MetalShop tool also offers contract manufacturers in particular, the possibility of relieving their sales department from the need to process simple standard products, while at the same time attracting new customers and markets that prefer online platforms for their business.

See for yourself at Blechexpo from October 26-29 at Messe Stuttgart, Hall 1, Booth 1011, how Lantek's software solutions increase the efficiency and profitability of sheet metal manufacturers and supports them on their digital transformation journey.

PROS to Participate at the Jefferies Virtual Software Conference On September 15, 2021

8 September 2021

PROS Holdings, Inc., a provider of SaaS solutions optimizing shopping and selling experiences, announced that company management will participate virtually in a fireside chat as well as one on one meetings at the upcoming Jefferies Virtual Software Conference.

Event: Jefferies Virtual Software Conference

Participants: Alex Harrington, VP of Finance, and Belinda Overdeput, Senior Manager, Investor Relations

Date: Wednesday, September 15, 2021

Fireside Chat: 11:00 AM – 11:25 AM EDT

The live audio and archived webcast for the fireside chat will be available on the company's website in the "Investor Relations" section.

Registration Opens for 2021 Vectorworks Design Summit

7 September 2021

Global design and BIM software provider Vectorworks, Inc. opens registration for its sixth Vectorworks Design Summit. From Nov. 1 to Nov. 3, design professionals, customers, educators and students across the globe in the architecture, landscape and entertainment industries will virtually hear the latest from Vectorworks leadership and product experts, take part in live training sessions and network with Vectorworks partners and fellow users—all at no cost.

"Even though we're going virtual for this year's Design Summit, we're committed to providing an exceptional training and networking experience for customers all around the world," said Customer Success Director Juan Almansa. "We're tailoring this event to not only include exclusive trainings, networking opportunities and a look at our future developments but to also help attendees gain confidence in their design skills using Vectorworks software."

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Each day of the event will have a specific focus for attendees.

Monday, Nov. 1: Hear from Vectorworks leadership including CEO Dr. Biplab Sarkar, Chief Technology Officer Steve Johnson and Product Marketing Director Rubina Siddiqui, Assoc. AIA in live presentations followed by a Q&A session.

Tuesday, Nov. 2: Participate in live and on-demand trainings, attend thought leadership sessions on key industry topics and get exclusive content from the Vectorworks Partner Network.

Wednesday, Nov. 3: Ask questions and connect with product experts and Vectorworks partners in an open-house style networking session.

“I’m thrilled to speak at this year’s Design Summit about Stageport’s research into BIM, digital twins and the entertainment industry, and I look forward to sharing our Vectorworks experience with the community,” said Jazz Hutsby, visualization technologist at Stageport. “With all the advancements in Vectorworks features and the industry over the last year, I’m hopeful attendees will gain insights into the benefits of creating digital twins of venues to help change the way they create, adapt and share their own drawings.”

All design professionals, customers, educators and students are invited to the Vectorworks Design Summit.

Financial News

Improved half-year results with increased revenue & adjusted Ebit at €18 million (+43.9% YoY)

9 September 2021

ESI Group releases its sales and results for the half year 2021 (period from January 1st to June 30th) approved by the Board of Directors on September 3rd, 2021.

Cristel de Rouvray, Chief Executive Officer of ESI Group, comments:

In H1 2021 we saw overall growth (+4.3% at constant rate), and notably in new business with a 21.8% growth at constant rate (from €5.0m in H1-FY20 to €5.9m in 2021), signaling the early results of our focused approach. We also saw the impact of our healthy run-rate initiative, demonstrating significant improvement on our margins and overall financials. As previously announced, while continuing to deliver on our commitments for 2021, we are working on a 3-year strategic plan that will be presented on October 5th, 2021.

Revenue growth and positive momentum on profitability indicators

Half year revenues were €81.8 million illustrating the stability of the Group’s recurring business and the rebound of the New Business activity with a growth of 18.4% and 21.8% cer (from €5.0m in H1-FY20 to €5.9m in 2021). In Q2 2021, new business increased by 67.8% cer to €2.9 million from €1.8 million in Q2 2020.

As part of its healthy run-rate initiative, ESI Group continues its cost management started in 2020 and shows improved gross margin rates from 77.3% in H1 2020 to 78.2% in 2021 and increased adjusted EBIT by +43.9%. Net result jumps 25.1% to €11.1 million.

3 regions grew (excl. forex impact) and Americas is leading the growth (+10.4%)

The geographical breakdown of half-year revenues is almost identical to that of the first half of 2020: the EMEA region represents 52.1% (vs. 51.6%) of total revenues, Asia represents 33.5% (vs. 34.1%)

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and the Americas represent 14.4% (vs. 14.3%). Excluding the forex impact, the Americas region was the one with the highest increase: 10.4% compared to 5.2% in Asia and 2.0% in EMEA

Sales in line with the key strengths of the Group

The Group's main customers continue to show interest in ESI's solutions, which reinforces the relevance of the value provided.

The Group's four priority focus industries - Automotive & Ground Transportation, Aeronautics & Aerospace, Heavy Industry, Energy - accounted for around 88.6% of revenues before deferred. ESI Group's sales were driven by the Automotive market, first industry of the Group, with a 2.3% increase at current rate.

ESI strengthens its cash flow and its balance sheet

During 2021 first half, ESI Group improved its Free Cash Flow (FCF) by €2.9m compared to the first semester 2020 thanks to lower capital expenditure and higher net cash margin.

The Group strengthens its balance sheet with a strong cash position at €36.2m, compared to 24.7m€ June 2020. The net financial debt is at €6.8m vs €14.9m end of June 2020, with a gearing to 6.9% (Net debt/Equity) vs 15.6% end of June 2020.

Views for the following years

ESI Group's 1st investor conference will be held on Tuesday, October 5th, 2021 between 3:30pm and 5:30pm CET where we will share the Group's long-term vision and its 3-year plan

Forward-looking Statements

These statements are subject to a number of risks and uncertainties, including those related to the COVID-19 virus and associated further economic and market disruptions; further adverse changes or fluctuations in the global economy; further adverse fluctuations in our industry, foreign exchange fluctuations, changes in the current global trade regulatory environment; fluctuations in customer demands and markets; fluctuations in demand for our products including orders from our large customers; cyber-attacks; expense overruns; and adverse effects of price changes or effective tax rates.

Upcoming events

- Investor Day - October 5th, 2021
- Q3 revenues – October 28th, 2021

Oracle Announces Fiscal 2022 First Quarter Financial Results

13 September 2021

Oracle Corporation announced fiscal 2022 Q1 results. Total quarterly revenues were up 4% year-over-year to \$9.7 billion. Cloud services and license support revenues were up 6% to \$7.4 billion. Cloud license and on-premise license revenues were down 8% to \$813 million.

Q1 GAAP operating income was up 7% to \$3.4 billion, and GAAP operating margin was 35%. Non-GAAP operating income was up 4% to \$4.3 billion, and Non-GAAP operating margin was 45%. GAAP net income was up 9% to \$2.5 billion, and GAAP earnings per share was up 19% to \$0.86. Non-GAAP net income was up 2% to \$2.9 billion, and Non-GAAP earnings per share was up 11% to \$1.03.

Short-term deferred revenues were \$10 billion. Operating cash flow was up 17% to \$15.3 billion during the trailing twelve months.

“Q1 results were excellent as constant currency revenue beat guidance by \$100 million with all revenue

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segments exceeding forecast, and Non-GAAP earnings per share beating guidance by \$0.08,” said Oracle CEO, Safra Catz. “Oracle’s two new cloud businesses, IaaS and SaaS, are now over 25% of our total revenue with an annual run rate of \$10 billion. Taken together, IaaS and SaaS are Oracle’s fastest growing and highest margin new businesses. As these two cloud businesses continue to grow they will help expand our overall profit margins and push earnings per share higher.”

“Last week, Cloud Wars published an article entitled ‘Oracle Leapfrogs Google in Major Cloud Ranking’ summarizing an upcoming Gartner Report that reviews the leading cloud infrastructure companies,” said Oracle Chairman and CTO, Larry Ellison. “Please read the article and the Gartner Report for all the essential details. Oracle is delivering some truly innovative infrastructure services. Last quarter, we released the next generation of the world’s most popular open source database, MySQL, which now includes the HeatWave in-memory query accelerator, and the AutoPilot management tools. Many customers measured our new MySQL cloud service to be much much faster, less expensive, and easier to use than Snowflake, Aurora, RedShift and other commonly used cloud databases. In response to requests from some of those customers, we decided to make MySQL HeatWave available on other clouds in addition to the Oracle Cloud.”

The board of directors declared a quarterly cash dividend of \$0.32 per share of outstanding common stock. This dividend will be paid to stockholders of record as of the close of business on October 12, 2021, with a payment date of October 26, 2021.

Implementation Investments

Arena Blossoms with Infor

9 September 2021

Infor, the industry cloud company, announced that Arena Flowers, a leading UK flower distribution service, has chosen Infor CloudSuite Distribution to achieve new levels of organisational agility. Delivered via multi-tenant cloud on Amazon Web Services (AWS), the solution will help Arena quickly and seamlessly scale the business in line with seasonal peaks in demand.

At busy times, such as Valentine’s Day and Mother’s Day, Arena Flowers can receive many thousands of orders per hour through its systems. Each order requires flower stems to be picked, with personalised cards and other gift items added before shipment. Arena was looking for a solution that could cope with this level of complexity and shifting seasonal demands, maintaining the customer service excellence that the business is known for while delivering cost and efficiency savings across its operations.

Infor CloudSuite Distribution will be implemented by Infor partner Harpyja Limited, a London-based business transformation specialist. Harpyja’s team is working both remotely and on site with Arena’s senior management and operations teams and was chosen to provide a consistently positive customer experience, optimising processes to fulfil orders quickly and effectively, even during the busiest periods. The solution’s cloud-based platform replaces an in-house developed system and will help result in a lower total cost of ownership (TCO) for Arena Flowers alongside the benefit of always having an up-to-date solution.

“We chose Infor CloudSuite Distribution for its ability to rapidly scale in line with our seasonal peaks in demand, giving us the peace of mind that our systems aren’t stifling our potential,” comments Richard France, software engineer at Arena Flowers. “It will help us focus on our core business, spending less time worrying about keeping our IT systems running and more time developing our customer offerings. Major disruptive upgrades will be a thing of the past, with the cloud-based nature of the platform

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continuously delivering the latest features and functionality to optimise our operations.”

“The ability to scale and flex IT solutions in line with ever-shifting business demands is where cloud technology leads the way,” comments Anwen Robinson, Infor’s GM and SVP for UK & Ireland. “Infor CloudSuite Distribution helps deliver a rapid return on investment whilst laying the foundations for continued business growth. As Arena has shown, it’s the perfect solution for businesses that want to focus their efforts on their strategic objectives, underpinning a consistently high-quality service to customers with reliable, up-to-date systems at the very heart of the organisation.”

Arvest Bank Collaborates with Tech Leaders Thought Machine and Accenture for Next Generation Core Banking Platform

16 September 2021

Arvest Bank (Arvest) announced it is working with Thought Machine and Accenture to adopt a next generation core banking platform to support the bank’s multi-year transformation strategy. Thought Machine’s cloud-native core banking engine, Vault, will provide Arvest with the capabilities to build personalized, real-time banking services.

“Since our founding nearly 60 years ago, Arvest has been committed to serving our customers and communities by helping them find financial solutions for life,” Arvest president and CEO Kevin Sabin said. “As modern consumers’ lifestyles and digital banking expectations change, we want to ensure we deliver a banking experience that makes their lives easier today and well into the future. A next-generation core engine powering Arvest will allow us to do just that.”

Thought Machine was chosen for its modern approach to developing core banking software – an emphasis on product innovation, faster time-to-market and its cloud-first capabilities were a key factor in selecting Vault. Using Vault, Arvest will be able to offer highly personalized banking services that are available on-demand, helping to deliver superior levels of customer satisfaction. Vault’s core engine at the heart of the bank will help Arvest create superior digital experiences, products and processes to address the needs of customers today and for generations to come.

“Deploying modern, cloud-native core banking software will allow Arvest to truly step ahead of the competition in terms of customer experience, resilience and innovation,” said Paul Taylor, CEO, Thought Machine. “Banks of the future are adopting Vault to deliver cutting-edge experiences for customers, build exciting new products and free themselves from legacy constraints. This is a pivotal moment for Arvest, and we are extremely excited to be working with the bank as it builds its future.”

Accenture has also been working with middle-market banks to help modernize their core systems and achieve their digital transformation goals across retail, small and medium-sized business, commercial and enterprise capabilities. Accenture is helping Arvest develop and strategically structure its future bank proposition and aiding in the selection of the best-suited ecosystem partners.

“Arvest is making bold moves to become a technology leader among peers by deploying a next-generation core banking platform, supported by a strong ecosystem of partners,” said Brett Goode, a managing director and digital banking lead at Accenture. “We are thrilled to help Arvest transform its technology infrastructure to create the digital experiences that customers and employees demand, by offering the latest and most innovative technologies at scale and speed.”

In addition to a next generation core banking platform, Arvest’s forward-looking digital transformation strategy will include introducing new products, services and experiences to customers to address their digital banking needs today and into the future. The multi-year strategy will include innovation in the bank’s emerging payments, digital applications and operational capabilities.

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Accenture and Thought Machine are collaborating to bring core modernization and cloud-first capabilities to financial institutions of all sizes globally. Accenture is the first systems integration partner to implement Thought Machine in North America, which is where the companies are initially focusing their efforts.

DXC Technology and Lenovo Partner with Dr. Peter Scott-Morgan on Innovative Technology Accessibility Solutions to Create Better Futures for People with Disabilities

15 September 2021

DXC Technology and Lenovo announced a collaboration with visionary robotics scientist Dr. Peter Scott-Morgan and his philanthropic foundation to develop ambitious assistive technology solutions by integrating the latest hardware, software, and artificial intelligence (AI) technologies to empower people with disabilities, illnesses, and other challenging conditions.

Scott-Morgan, known as the “world’s first human cyborg”, is pushing technology to extend and enrich lives. He was diagnosed with motor neuron disease (MND) – also known as amyotrophic lateral sclerosis (ALS) – in 2017. When the first symptoms emerged, Scott-Morgan began exploring ways to upend the typical disease progression through his belief in the limitless potential of technology. Scott-Morgan’s vision is to: “Make the vulnerable safe, the powerless strong, the unfulfilled thrive.”

“The bedrock of our collaboration is a belief in the untapped potential of technology to unleash your dreams - whatever you are, whatever your background, whatever your circumstances, whatever your ambitions,” Scott-Morgan said. Initially told by doctors he had only two years to live, Scott-Morgan has a mantra: “Add hope with AI and Robotics!”

DXC and Lenovo – alongside a team of volunteers and leading technologists – will provide hardware, software support, integration, and artificial intelligence expertise. Key initiatives include:

- Developing autonomous, self-driving wheelchairs to navigate homes and beyond;
- Preserving personality with an avatar that renders quickly in photo-realistic detail;
- Leveraging augmented reality (AR) as a user interface controlled with only eye movements;
- Accelerating the generation and customization of emotionally expressive digital voices; and
- Embedding smart technology throughout a family home to enhance the life of all its occupants.

In addition to developing custom solutions, Lenovo has donated computing equipment for Scott-Morgan’s home-office. Calvin Crosslin, Lenovo’s Chief Diversity Officer and President of the Lenovo Foundation said: “We have a responsibility to make powerful technology as accessible as possible and create new opportunities. This is precisely why we rally behind the idea of smarter technology for all, and I am grateful to Dr. Scott-Morgan for inviting us to collaborate and share some small part of his extraordinary vision.”

DXC will act as technology integrator. Deploying capabilities from the Enterprise Technology Stack, DXC will bring technology know-how and experience to ensure seamless and secure integration across infrastructure, applications, analytics, and engineering solutions.

“Peter is an astonishing inspiration,” said Steve Turpie, President, EMEA at DXC. “The DXC team will offer consulting and support to define requirements, the target architecture, and the technology roadmap. Specifically, they will enable the functions for eye tracking, virtual keyboards, speech, and avatar performance. Peter, with the Foundation, has a tireless passion to challenge our thinking on how

technology can be used to enhance people's lives and society.”

Learn more about Dr. Peter Scott-Morgan, including his background, ongoing research, and opportunities to get involved through The Scott-Morgan Foundation.

“I applied a lifetime of research to rewrite my own future - an extraordinarily lucky break! But far more important, we've now the chance to rewrite the future for millions - eventually *billions* - by applying the lessons learned to make the vulnerable safe, the powerless strong, the unfulfilled thrive. I wanted a way to break free of my suddenly inadequate body, to overcome a devastating diagnosis and reimagine what ‘terminal disease’ could mean. But we can help everyone who feels disadvantaged. They can rise like a phoenix! With extraordinary support from my husband Francis, countless kind and brilliant collaborators, and technology leaders like DXC and Lenovo, I find the once-dark future incredibly bright.”

Evolution Mining Deploys Aspen Technology Software to Mitigate Unplanned Downtime and Improve Plant Performance

17 September 2021

Aspen Technology, Inc., a global leader in asset optimization software, announced that a leading Australian gold miner, Evolution Mining has deployed Aspen Mtell software at the company's Mungari Gold Operations, Western Australia, to help mitigate unplanned downtime and provide information to support productivity improvements.

Greg Walker, Evolution Mining Mungari General Manager, said: “Evolution's Data Enabled Business Improvement (DEBI) program has achieved excellent results in recent years. With this new technology Mungari Gold Operations can achieve further productivity improvements via increased asset availability.”

Evolution Mining performed a rigorous Offline approach to test the Aspen Mtell software on multiple pieces of equipment at two of its key assets (sites) prior to the decision to deploy Online (Live mode). The software *mines historical and real-time operational and maintenance data to discover the precise failure signatures that precede asset degradation and breakdowns, predict future failures, and prescribe detailed actions to mitigate or solve problems via predictive and prescriptive maintenance.*

Jeannette McGill, Vice President and General Manager, Metals and Mining, Aspen Technology, added: “Asset performance management helps customers stay ahead in the maintenance phase of the asset lifecycle. We are pleased that Evolution Mining has partnered with Aspen Technology by choosing to deploy Aspen Mtell, in support of the company's strategy to lower costs by improving productivity.”

Infosys deepens Ausgrid relationship, and with Microsoft drives Australian utility's strategic cloud transformation

13 September 2021

Infosys, a global leader in next-generation digital services and consulting and Microsoft have entered into a multi-year strategic engagement with Ausgrid, the largest distributor of electricity on Australia's east coast, to accelerate its cloud transformation journey and establish Ausgrid as a leading digital utility. This program will further Ausgrid's vision to connect communities and empower lives with a focus on affordability, reliability and sustainability.

“With over 4 million Australians relying on our services every day, it is essential we are maintaining our high standard of reliability and connectivity, as well as delivering on the expectations of Australian

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communities. Accelerating our cloud transformation journey in partnership with Infosys and Microsoft allows us to improve the reliability of the network, keep downward pressure on electricity prices and bring new services to market at speed and in a cost-effective manner.” Nick Crowe acting CIO, Ausgrid

Adoption of cloud is a key enabler for Ausgrid to increase the agility, security and resilience of business operations. The cloud program is designed to reduce Ausgrid’s cost of ownership and improve the performance of its IT systems and applications. Ausgrid recognises that the strategic adoption of cloud services must be holistic and should address people, change management and business processes to optimise the efficiency and operational benefits that cloud enables.

As part of this strategic engagement, Infosys and Microsoft are helping Ausgrid address these challenges by modernising its application landscape and optimising the IT infrastructure. The cloud-driven transformation program launched in mid-2020, is being delivered through a phased approach leveraging a cloud management platform combined with managed services.

“Our engagement with Ausgrid has expanded to include this strategic cloud transformation initiative, leveraging Infosys’ Cobalt ecosystem of platforms, solutions and services as well as our deep expertise in the utility industry. This engagement further strengthens our global collaboration with Microsoft, and our joint value to the industry.” Anand Swaminathan, Executive Vice President & Global Industry Leader Communications, Media and Technology, Infosys.

With more than 200 products, Microsoft Azure cloud platform helps enable customers to build, run, and manage applications across multiple clouds, on-premises, and at the edge.

“We are observing a considerable rise in enterprise-wide cloud adoption which is recognised as being critical for resilient business models. Through this partnership with Infosys and Ausgrid, we are leveraging the power of Microsoft Azure to create endless digital capabilities and to accelerate customer value. This transformation program will help Ausgrid increase agility, it will simplify and modernise its digital platforms, driving tangible business outcomes and delivering value at scale to its end customers.” Rachel Bondi Chief Partner Officer, Microsoft Australia.

Labcorp Selects Medidata’s Sensor Cloud to Expand Decentralized Clinical Trial Capabilities, Enabling First-in-Kind Industry Partnership for Digital Biomarker Discovery

13 September 2021

Medidata, a Dassault Systèmes company, and **Labcorp Drug Development**, a global company providing clinical laboratory and end-to-end drug development services, today announced they have entered into an agreement using the **Medidata Sensor Cloud**. Medidata will receive and process medical-grade sensor data within drug, vaccine and device trials across Labcorp Drug Development’s clinical trial portfolio, enhancing their decentralized clinical trial (DCT) offerings.

Sensor Cloud is a transformative platform for managing a broad range of sensor and digital health technology data and establishing interoperability with other clinical data sources. Launched earlier this year, Sensor Cloud integrates seamlessly with the **Medidata Clinical Cloud** and supports remote, continuous patient data collection from both Medidata and third-party, medical-grade sensors. This innovation provides a more comprehensive view of the patient experience through cutting-edge data ingestion, data standardization across all sensor types, and deep analytical capabilities that will ultimately lead to new digital biomarker discovery and digital endpoint deployment.

“Sensor Cloud solves key technical, operational, and analytical challenges that have historically stifled

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the widespread usage of medical devices in clinical research,” said Ben Schlatka, vice president of digital biomarker solutions at Medidata. “This technology is urgently needed, with device usage dramatically escalating as patients, sponsors and sites demand greater flexibility during clinical trials. Combining the power of Sensor Cloud with Labcorp’s innovative approach to clinical research and its scale in clinical diagnostics will transform how patient data are collected, managed, analyzed and leveraged—driving faster, more effective drug development and overall better health outcomes.”

In addition, Labcorp and Medidata will use Sensor Cloud to co-develop digital biomarkers across a broad array of medical devices and therapeutic areas. The goal of this first-of-its-kind collaboration is to build a library of digital biomarkers that can be used to advance therapeutic research and create new, digital diagnostics. The first project will be an at-home version of the **Six Minute Walk Test (6MWT)**, which is widely used in clinics to measure functional capacity in patients with heart failure, pulmonary conditions, physical function disorders and rare diseases.

“High-quality, medical-grade sensors offer the potential to understand patient disease processes with objective digital precision in a real-world setting, replacing subjective assessments that have limited clinical value,” said Bill Hanlon, PhD, president of Clinical Therapeutic and Regulatory Sciences at Labcorp Drug Development. “Labcorp’s collaboration with Medidata is poised to advance sensor and digital biomarker usage in clinical research in an unprecedented fashion, and will make clinical research and care processes more patient-centric, risk-based, efficient, personalized, and informative.”

Digital biomarkers are often defined as objective, quantifiable physiological and behavioral data collected and measured by digital devices such as portable, wearable, implantable, or ingestible sensors. The data collected are typically used to explain, influence and/or predict health-related outcomes. But, before the data can be truly useful to researchers, patients and clinicians, it must be captured, standardized and interoperable. In this way, Sensor Cloud’s capabilities make it a foundational tool for sensor usage in clinical research and development.

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

Leading Australian Fashion Chain Politix Leverages Tecsys’ Unified Commerce Platform to Provide Customers a Faster and More Efficient Order Fulfillment Experience

14 September 2021

Tecsys Inc., an industry-leading supply chain management software company, announces that Australian fashion chain Politix, a subsidiary of South African retail giant Woolworths Holdings, is fulfilling customer orders across its network of stores with Tecsys’ retail order management system, Omni™ OMS. With Salesforce Commerce Cloud as its front-end CX technology, Politix needed execution functionality to orchestrate the micro-fulfillment and consolidation processes and close the retail fulfillment loop for the brand’s customers at scale.

Founded in 1975, Politix has grown from a high-quality menswear flagship store in Melbourne into an Australian retail success story with 75 physical stores and a robust e-commerce business. Its acquisition in 2016 by Woolworths Holdings has expanded the brand’s footprint across borders while it continues to build a strong following domestically. Tecsys’ Omni™ OMS software was implemented to strengthen Politix’s capacity to meet and exceed consumer expectations under evolving market pressure; the shift towards omnichannel placed new demands on operations to process more orders under tighter timelines

with higher efficiency.

“Whether in-store, online or some hybrid of both, we want to make sure our customers have positive shopping experiences,” says Richard Dalke, Head of Marketing and Online at Politix. “By streamlining our back-end order management processes with Tecsys, we gain the flexibility and robustness to deliver on our brand promise and fulfill our commitment to our customers. Tecsys helps us leverage in-store inventory so we have more visibility into available-to-promise stock, and gives us the tools to batch fulfill and consolidate orders in a micro-fulfillment environment to minimize delays and costs typically associated with e-commerce.”

The Tecsys Omni™ Retail platform powers flexible back-end processes enabling Politix to fulfill orders from across store inventories, transfer items to optimal waypoints and offer click-and-collect options to the customer. This allows Politix to operate multiple smaller distribution nodes in order to process and fulfill orders faster and more efficiently. Using the Tecsys Omni™ Retail platform, Politix can consolidate online orders with multiple products into one single shippable package; bringing complete a multi-product order into one single package to be shipped means saving on packaging, delivery, and is what most customers expect when placing an order. All fulfillment rules are defined as configurations in the system which allows Politix to easily recalibrate in the ever-changing omnichannel retail environment.

“Micro-fulfillment is the natural evolution of what we have been seeing in the supply chain space for years now,” says Guy Courtin, vice president and industry principal at Tecsys. “We have moved from a traditional linear model of moving product — source it, make it, ship it, store it, sell it — to a more complex networked approach. Politix is a fantastic use case for micro-fulfillment as a competitive advantage over goliath e-tailers.”

NXP Semiconductors Selects TCS as a Strategic Partner to Drive IT innovation

13 September 2021

Tata Consultancy Services (TCS), a leading global IT service, consulting, and business solutions organization, will help NXP, a world leader in secure connectivity solutions for embedded applications, enrich its user experience and accelerate digital transformation.

NXP is driving innovation in the automotive, industrial & IoT, mobile, and communication infrastructure markets. The semiconductor manufacturer selected TCS as its strategic partner to drive its integrated IT services strategy across applications, IT infrastructure and workplace services spanning enterprise, manufacturing and engineering functions.

Leveraging its unique Machine First™ approach, deep contextual knowledge of the semiconductor industry and proven capabilities across next-gen technologies such as AI and automation, TCS will develop a business-centric operating model that harnesses synergies across the value chain.

The new, secure IT landscape will significantly improve operational resilience, speed up innovation and drive a superior user experience. Additionally, TCS will accelerate NXP’s cloud adoption to further enhance business agility and build a future-ready digital foundation that supports its growth and transformation agenda.

“TCS demonstrated an understanding of NXP’s environment and identified transformational opportunities. They will be a crucial partner in building our vision of an agile and lean IT environment that is essential to keep pace with our ever-growing drive to innovate,” said **Olli Hyyppa, Chief Information Officer and Senior Vice President, NXP Semiconductors.**

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"We are delighted to expand our decade-long strategic partnership with NXP to help them build a new future-ready digital core and drive digital transformation. The new IT operating model will be better aligned with business and will leverage our Machine First philosophy to drive leaner, more resilient operations, elevating the user experience and enhancing NXP's future growth," said **V Rajanna, Global Head, Technology Business Unit, TCS.**

ROHM and Geely Automobile Group Form a Strategic Partnership Focused on SiC Power Devices

7 September 2021

The global semiconductor manufacturer ROHM, together with Geely Automobile Group Co., Ltd., a leading Chinese automobile manufacturer, have entered into a strategic partnership to develop advanced technologies in the automotive field.

Both companies have been collaborating on a variety of automotive applications since 2018, when they first agreed to carry out technical exchange. This partnership is expected to further promote cooperation and accelerate innovation for automotive applications.

Geely is working to extend the cruising range of electric vehicles while reducing battery costs and shortening charge times by developing high efficiency traction inverters and onboard charging systems that adopt ROHM's advanced power solutions centered on SiC power devices. At the same time, Geely is committed to improving user experience through the development of high performance ADAS and intelligent cockpit systems using a wide range of products and solutions, including communication ICs and discrete devices.

As a first step, traction inverters equipped with ROHM's SiC power devices are being integrated in electric vehicle platforms currently being developed by Geely.

Through this partnership, ROHM and Geely will contribute to sustainability by promoting the development of low carbon technologies in the automotive industry and offering solutions for achieving greater safety and security in our increasingly mobility society.

Signia Logistic Services Automates Operations to Increase Efficiency in Logistic Processes with Infor WMS

14 September 2021

Infor, the industry cloud company, announces that Signia, part of the Hersil Group in Peru with more than 30 years of experience providing logistic services to leading organizations in various sectors, has selected Infor WMS warehouse management system. Sales and implementation were done by Cerca Technology, Infor's strategic partner and sales channel partner in Latin America.

Signia's deep expertise and know-how, especially in the pharmaceutical industry, enables it to offer good warehouse, manufacturing and distribution practices, generating value in quality of services as well as more efficiency in processes and customer satisfaction.

Constant growth of transactions, processes and infrastructure created the need for Signia to seek robust and flexible technological support to continue with best practices and operational efficiency.

"Now, more than ever, we see the need to automate and speed up processes in order to fulfil customer needs and demands, and Infor WMS helps us do that," says Nestor Montoya, Signia operations manager.

Why Infor? One of the factors in selecting Infor WMS was the experience Signia already had with Infor ERP, which made integration swifter, and adopting Infor WMS was done through a beneficial package

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for Infor customers.

Go-live was special as it occurred during the COVID 19 pandemic. Air flights were restricted and part of the team was in lockdown, so Signia and Cerca Technology established a remote communication mechanism to support the go-live and to make necessary virtual adjustments.

Two main factors that enabled Signia to start Infor WMS operations with no disruptions were:

1. Set the project with all operations and adapting to best practices in the way logistic processes were being performed.
2. Have the support and executive direction of an expert team with full knowledge of practices and technology and with Cerca Technology as implementation partner.

“Jointly with Cerca Technology, we managed to have a successful project in spite of the challenges faced by the pandemic. Infor WMS has enabled us to strengthen our logistic operations to support the company’s continuous growth and provide more customer satisfaction,” states Montoya.

According to Signia, partial results up to now are:

- Online reception through barcodes and warehouse strategy that optimizes warehouse operations and production line.
- Available picking and reading devices to increase picking productivity and eliminate errors.

“Strategic vision and Signia’s involvement were fundamental for the success of the project. This implementation shows that Infor WMS is a flexible and comprehensive tool, ready to meet needs in one of the more demanding industries that requires extreme levels of tracking and logistic complexity, as is the pharmaceutical sector,” states Aimara Fagúndez, Cerca Technology professional services manager.

“Infor has deep industry experience to understand the complexities and unique technology requirements of Signia’s dynamic and fast-evolving business. Infor’s purpose-built industry-specific solutions will deliver to businesses unprecedented visibility into inventory, orders, equipment, and people to enrich service levels, increase product velocity and ensure support for multichannel operations,” states Adriana Gutierrez, Infor Latam channel director.

UPPAbaby Replaces Their Legacy PLM with Centric

13 September 2021

UPPAbaby, a juvenile gear brand, selected Centric Software®’s Product Lifecycle Management (PLM) solution, Centric PLM™. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source, and sell products such as apparel, footwear, sporting goods, furniture, home décor, personal care, food & beverage, and luxury to achieve strategic and operational digital transformation goals.

Based in Massachusetts, USA, UPPAbaby was founded in 2006 by a husband-and-wife team with backgrounds in research and development, operations, marketing, and sales. UPPAbaby produces high-quality strollers and car seats. Known for their quality, innovative and functional designs, the company grew quickly to more than 100 employees and distribution in 53 countries worldwide. Safety, comfort, and ease of use are values that they build into everything they make.

Says Emily Paine Knickerbocker, senior materials manager at UPPAbaby, “We do a lot of testing on the components in our products. We were looking for a solution to better track that, in a way that all our project managers, the quality team, and our China team could access. Something besides a shared drive, which is basically what we were using.”

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Faced with technical products that can have 500 – 1,000 components, their previous PLM wasn't able to handle the complexity. Avery François, project manager at UPPAbaby, says they tried numerous ways to make their previous system work for them but failed. "It pretty much broke at our most basic need, which was to be able to put in components and parts to build a BOM. We had too much information for what the system was designed to do."

After more research and careful consideration, UPPAbaby selected Centric PLM. Recognizing that their products were not easily pigeonholed into one category or another, they made sure the new PLM could accommodate. "Our product is in a unique middle ground. We do a lot with hard goods and soft goods in separate SKUs, but also in the same product. When Centric demoed the platform for the team and we saw the capability of what it could do, we were ready to move forward as a team," says François. Being able to configure Centric PLM for what they needed and not having to customize it was also key.

UPPAbaby was pleased with the training their users received, who were then able to instruct their own teams, quickly getting to the point where everyone was ready. François says, "We were all in the system in our U.S. office within a few weeks of going live. And have been using it daily with no issues." The most beneficial aspect of the platform is having everything in one place. "Before we had to go to our server, know which spreadsheet to find, possibly having to find two or three spreadsheets to get all the information we needed. And then sometimes we would have to go to someone else to get that information—where now all of it is in Centric."

Tech reports are easily accessible, workflows are streamlined, and ensure that no steps are missed. They no longer need to update multiple spreadsheets without being sure which is the latest one.

Knickerbocker adds another positive aspect to overall efficiency. "It's helping us find opportunities for synergies, seeing which components we are developing separately, but don't actually need to be. We are realizing that there are certain products where we could be using the exact same component in different SKUs, but we currently are not."

Chris Groves, president, and CEO of Centric Software says, "We are delighted that UPPAbaby has chosen to partner with us. They are a modern, innovative company that puts out high-quality products for our most precious segment of the population. We are pleased to be strolling alongside as they boost their efficiency and set themselves up for future growth."

Wipro and First Horizon Bank Forge a Cloud-Based Fintech Future for VirtualBank

13 September 2021

Wipro Limited, a leading global information technology, consulting and business process services company, has partnered with Tennessee-based First Horizon Bank (FHN) to transform the core banking channels and servicing capabilities of VirtualBank, an established digital bank that FHN inherited from Louisiana-based IBERIABANK as part of the merger completed in 2020. The combined entity's assets are approximately \$87 billion.

Wipro worked with six other companies to streamline VirtualBank's cloud migration and support its fintech stack on a public cloud ecosystem. Wipro also supported the bank's end-to-end program management, governance, customer data conversion, migration and validation, systems integration and testing services. This partnership resulted in a comprehensive transformation of VirtualBank's legacy technology stack to a cloud-based, Application Programming Interface (API) enabled offering.

Wipro partnered with FHN to evaluate the fintech cloud products; developed end-to-end solution architecture, core configuration and accounting fund flows; and managed customer data migration and a quality assurance plan. Wipro also invested in a real-time event aggregator capable of collecting mission

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critical events from various cloud sources and reconciling and reporting on them for regulatory purposes. Wipro's business domain and technological insight and expertise contributed to a rapid cloud migration, requiring about eight months to complete the project implementation.

“Offering full cloud support to a digital bank with thousands of customers was a challenging exercise. Wipro was able to help guide the process by combining the best aspects of modern and legacy financial systems. A repeatable playbook was created for the go-live launch sequence that can bring a competitive advantage to the market. Wipro is proud to be First Horizon's strategic business partner in this journey which has better equipped both companies for the future,” said **Mahesh Raja, Vice President and Sector Head - Banking and Financial Services, Americas, Wipro Limited.**

“We are proud to work with Wipro to support VirtualBank's adoption of cloud technology and new capabilities. Through a collaborative process, we addressed the unique challenges of converting to a cloud-based ecosystem and setting up new capabilities to build upon in the future,” said **Anthony Restel, Chief Operating Officer, First Horizon.**

Wipro has a successful history of supporting cloud migration for a range of enterprises, taking a bespoke approach that considers the unique situation of every customer and partner to create the ideal digital transformation.

Wipro awarded multi-year IT Managed Services contract by leading converged solutions provider in Malaysia

15 September 2021

Wipro Limited, a leading global information technology, consulting and business process services company, announced that it has secured a multi-year contract from Kuala Lumpur- headquartered Maxis Broadband Sdn Bhd, a leading converged solutions provider.

As part of this strategic partnership, Wipro will provide several aspects of IT Managed Services for hybrid Infrastructure and application maintenance. In addition, Wipro will enable new ways of working for Application Development and Testing Services and provide state of the art cybersecurity services for Maxis.

Wipro will support Maxis by leveraging its global service delivery model, telecommunications domain expertise, and Wipro Holmes, its Augmented Intelligence and hyper-automation platform. This will further modernize, automate, simplify and standardize part of Maxis' global IT Managed Services and testing functions, and consolidate many of their current vendors across non-Core application support and development, infrastructure maintenance, cyber security, and new ways of working.

Bhavya Kapoor, Managing Director – Southeast Asia, Wipro Limited said, “We are delighted to be selected as a strategic partner by Maxis, and look forward to supporting them in their IT transformation journey. Our strong capabilities, backed by extensive global experience in working with some of the biggest telecommunication providers in the world, will enable us to deliver this transformational engagement. This partnership endorses the value we bring to the industry and bears testimony to our growing footprint in Malaysia, which is a strategic market for Wipro in Southeast Asia.”

Southeast Asia is one of the 6 focus regions that comprise Wipro's APMEA (Asia Pacific-Middle East - Africa) Strategic Market Unit. Wipro has been present in Southeast Asia for over a decade, and works with customers across the telecom, manufacturing, energy, natural resources, utilities, financial services, and retail industry verticals. Wipro also has a presence in the region through its acquired entities – Capco, a global management and technology consultancy providing digital, consulting and technology services to financial institutions, Designit, a strategic design firm specializing in transformative product-

service experiences and Topcoder, the world's largest technology network and on-demand digital talent platform with more than 1.6 million developers, designers, data scientists and testers around the globe.

Product News

ActCAD 2022 Update 720 Released, Dt.09-Sep-2021

9 September 2021

ActCAD 2022 New update 720 released for Standard, Professional and BIM products.

It is a minor release with below improvements:

- Fixed the double click Block Attributes error
- Some improvements to Network Licensing
- Updated ODA dwg libraries
- Fixed BREAK and INSERT errors while executing PEDIT command for 3DPOLYLINE

Cadence and Samsung Accelerate 3nm Mixed-Signal Silicon

8 September 2021

Cadence Design Systems, Inc. announced that it has collaborated with Samsung Foundry to deliver qualified Mixed-Signal OpenAccess-ready process design kit (PDK) technology files that support a range of Samsung process technologies from 28FDS to GAA base 3nm. The Mixed-Signal OpenAccess-ready PDK allows mutual customers to speed their time to market by ensuring that the qualified Cadence® custom and digital design tools seamlessly interoperate on various Samsung process technologies. The Mixed-Signal OpenAccess-ready PDK improves productivity for mixed-signal designs used in data centers, networking, 5G, mobile, industrial and automotive applications.

The Cadence digital tools included with the Mixed-Signal OpenAccess PDK for Samsung process technologies are the Innovus™ Implementation System, Genus™ Synthesis Solution, Liberate™ Characterization Suite, Tempus™ Timing Signoff Solution, Voltus™ IC Power Integrity Solution, Quantus™ Extraction Solution, Physical Verification System, Tempus™ Timing Signoff Solution, Voltus™-Fi Custom Power Integrity Solution, and Litho Physical Analyzer. The Cadence custom tools included in the PDK are the Virtuoso® ADE Product Suite, Virtuoso Schematic Editor, Virtuoso Layout Suite, Virtuoso Layout Suite Electrically Aware Design (EAD), Spectre® X Simulator, and LDE Electrical Analyzer.

Using the Mixed-Signal OpenAccess-ready PDK with the Virtuoso and Innovus platforms, customers can seamlessly access mixed-signal designs in a common OpenAccess database. This co-design methodology promotes shared responsibilities and collaboration between the analog and digital teams for chip planning, design, implementation, physical verification, and signoff, improving overall productivity and increasing design throughput.

The Mixed-Signal OpenAccess-ready PDK enables the use of the flows, which offer:

- **Advanced floorplanning and pin optimization:** Users can pre-plan sensitive analog parts of the design using constraint-driven placement in the Virtuoso platform, then open the same design in the Innovus system for timing-driven placement of digital blocks. Users can fix pin locations or move them in either tool to optimize routing.
- **Powerful block and chip routing capabilities:** Users can pre-route sensitive analog nets using

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custom design tools and finish the rest using a fast timing-driven router with in-design DFM hotspot detection and automated fixing to fulfil the mandatory DFM signoff requirements.

- **Improved static timing analysis (STA):** The Innovus and Tempus solutions automatically recognize logic cells on the timing path in mixed-signal design and perform timing analysis while ignoring analog circuitry that does not impacting timing.
- **Improved EM-IR Analysis:** Enables faster electromigration IR drop (EM-IR) analysis for mixed-signal designs through a new hierarchical approach.

“We have qualified the Cadence Mixed-Signal OpenAccess-ready PDKs, and our IP designers are taking advantage of the interoperability of the Virtuoso and Innovus flow for our internal designs,” said Jongwook Kye, vice president, Foundry Design Enablement at Samsung Electronics. “This flow is available to our mutual customers immediately and will allow them to create high-quality designs on our various process technologies. This collaboration signifies further progress in our ongoing innovation with Cadence and ensures our customers continue to have access to the tools needed to improve productivity and speed their design process.”

“In collaboration with Samsung, we’ve developed a Mixed-Signal OpenAccess PDK that enables customers to create mixed-signal designs for emerging applications more effectively,” said Michael Jackson, corporate vice president, R&D in the Digital & Signoff Group at Cadence. “With this new PDK, customers can leverage the Cadence digital and custom tools and Samsung’s process technologies to achieve improved power, performance, and area and successfully deliver new designs within tight market windows.”

The Cadence digital and custom flow supports the Cadence Intelligent System Design™ strategy, enabling customers to achieve system-on-chip (SoC) design excellence.

CCE’s EnSuite-Cloud ReVue is the perfect alternative to Zoom for Engineering Design Reviews

14 September 2021

CCE, a leading provider of advanced CAD interoperability technology, announced major updates to its flagship real-time 3D Collaboration software, EnSuite-Cloud ReVue, that will now allow users to **share non-CAD data via screen-sharing in the same collaboration session as the 3D CAD data**.

Leveraging its recently announced support for multiple documents, EnSuite-Cloud ReVue truly provides a natural collaboration experience with this latest product enhancement. This allows for a much richer collaboration experience and makes EnSuite-Cloud ReVue the perfect alternative to Zoom and other screen-sharing apps, especially for engineering design reviews.

“The past 18 months have forced companies to rethink how they work with their team and suppliers. Companies have been forced to adopt best-in-class solutions to assist remote teams collaborate and exchange ideas effectively. Although products like Zoom have become a household name this past year, and are perfectly suitable for simple collaboration using documents, spreadsheets, and PowerPoint presentations, for engineering design reviews using a mix of 3D CAD data and supporting engineering documents, they are severely deficient. That created a big need in the marketplace for a solution focused exclusively on giving users the ability to discuss 3D data and supporting engineering documentation in real-time with their team or suppliers. We are happy to say that EnSuite-Cloud ReVue has been very successful in filling that void as a lot of our users continue to migrate from Zoom to our product for engineering collaboration,” said Vinay Wagle, CCE’s V.P. of Sales & Marketing.

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EnSuite-Cloud ReVue uses **secure peer-to-peer connections** between participants in the collaboration session. Hosts and reviewers **do not have to store their proprietary data** in any cloud server. At no point during, or at the end of the session, can participants download and save any data used in the collaboration.

Some of the key benefits of using EnSuite-Cloud ReVue for engineering design reviews include:

- **No software installation** or browser extensions required
- Integrated **conference call facility**
- **Real-time** collaboration using 3D multi-CAD* data – parts & assemblies. No CAD licenses required!
- Support for multiple documents in the same collaboration session
- **Screen-sharing option for non-CAD documents for richer** collaboration
- **High-quality 3D rendering** with zero loss of fidelity of viewable data
- **Natural collaboration experience** without any overhead for data or session preparation
- **Independent control** of collaboration session without compromising intellectual property
- **Ultra-low latency** allowing for excellent response/refresh rates
- **Low bandwidth usage** allowing for easy sharing of large 3D CAD models

**2D Drawing Support coming soon!*

Since its general availability earlier this year, EnSuite-Cloud ReVue has received **rave reviews from leading industry analysts** in publications like Lifecycle Insights, Engineering.com, MCAD Cafe, Digital Engineering among others.

“EnSuite-Cloud ReVue empowers everyone by democratizing high quality 3D CAD viewing and collaboration technology regardless of their location. All they need is an internet connection and a browser. EnSuite-Cloud ReVue provides a much superior and natural user experience for engineering collaboration than typical screen-sharing apps. With this latest screen-sharing update where users can seamlessly work with CAD and non-CAD documents in the same collaboration session, we are confident that we will continue to see users increasingly adopting EnSuite-Cloud ReVue as their go-to solution for engineering design reviews over solutions like Zoom,” added Vinay.

EnSuite-Cloud ReVue can be used for conducting engineering design reviews directly in the browser or access it from an active CAD session using ReVue LiveLink. ReVue LiveLink is available for major formats like SOLIDWORKS, Inventor, Solid Edge, SketchUp, 3D Max, Revit among others and is particularly useful for design reviews (conceptual design or engineering changes) where the **CAD model needs to be edited and the results updated in real-time with participants in the collaboration session.**

Dassault Systèmes’ SOLIDWORKS 2022 Launched, Featuring User-Driven Enhancements that Accelerate Product Development

15 September 2021

Dassault Systèmes has introduced SOLIDWORKS 2022, the latest release of its portfolio of 3D design and engineering applications used by millions of innovators worldwide. SOLIDWORKS 2022 delivers hundreds of new user-driven enhancements that accelerate innovation and streamline and speed up the product development process from concept to manufacturing.

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Featuring an array of customized and flexible solutions, SOLIDWORKS 2022 enhances the capabilities and workflows used every day for design, documentation, data management, and validation. New workflows, new features and performance improvements inspired by the SOLIDWORKS community of users enable innovators to work smarter and faster, creating better products in fewer steps and in less time. SOLIDWORKS 2022 also opens up possibilities for them to leverage the collaboration capabilities of Dassault Systèmes' 3DEXPERIENCE platform, and increase their competitive advantage by connecting to the 3DEXPERIENCE Works portfolio of solutions.

SOLIDWORKS 2022 includes:

- New workflows and feature enhancements in assembly and part design, drawing detailing, simulation and product data management.
- New features in parts such as hybrid modeling and creating standardized external threads.
- User interface enhancements to shortcut bar, configuration management, geometric tolerancing and more.
- Quality and performance improvements when working with large assemblies, importing STEP, IFC, and DXF/DWG files, detailing drawings and managing product data.
- Automatic assembly performance optimization without worrying about modes and settings.
- Fastest graphics to date with improved display response and quality.
- Access to the 3DEXPERIENCE platform's collaborative digital environment to improve innovation and decision-making.
- Access to the cloud-based 3DEXPERIENCE Works portfolio of expanded applications for design, engineering, simulation, manufacturing, and governance.

DELTEK SPECPOINT, THE NEXT GENERATION SPECIFICATION SOLUTION, LAUNCHED AT DELTEK INSIGHT 2021

14 September 2021

Deltek, the leading global provider of software and information solutions for project-based businesses, announced during its annual user conference – Deltek Insight – that it has launched Deltek Specpoint, the home of AIA MasterSpec®.

With Specpoint, Deltek is continuing to transform the practice of architecture and the built environment through technology. Specpoint is a collaborative specification tool that empowers architects, engineers and specifiers to efficiently develop construction specifications in a single solution. Specpoint also boosts product visibility for building product manufacturers (BPM) and makes it easier for BPM's to get products in front of architects, engineers and specifiers at the right time.

“The AIA MasterSpec® is the industry standard for specifications and we're excited to take specification management into the digital age with this new technology, making spec writing easier, more collaborative and more accurate,” said Warren Linscott, Chief Product Officer at Deltek.

“Specpoint will remove silos between designers and building product manufacturers, moves away from digitally static Word documents and leverages intelligent design and automation to improve the way specifications are delivered and leveraged in the built environment.”

Deltek is excited to partner with the American Institute of Architects (AIA) and building product manufacturer partners like ConstructConnect to deliver better projects for the built environment.

“Today's construction industry is turning toward technology to tackle a greater need for improved

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collaboration and communication among all stakeholders. In an ever-evolving, fast-paced landscape, partnering with Deltek to offer Specpoint, home of AIA MasterSpec®, will further empower the building product manufacturing segment to easily reach design professionals with the right product information during the specification process,” said Matt Strazza, President & CEO at ConstructConnect. “We’re excited to be a part of it.”

With Deltek Specpoint, architects, engineers and specifiers will be able to:

- **Make better, faster product decisions** – architects and engineers can leverage AIA MasterSpec® and be confident that they are making better product selections for their project with the most up-to-date specification documentation and product details in one place.
- **Improve specification quality and accuracy** – spec writers can easily source accurate, up-to-date building products that are local, regional or national depending on their project needs to meet the needs of their client and improve overall project success.
- **Collaborate more efficiently** – rather than working in silos, project teams and BPMs can work together in a single tool to empower confident data-driven decisions and deliver more comprehensive, assembly-driven specification manuals.
- **Streamline and simplify spec writing with Intelligent Design Automation** – specification writers can leverage Specpoint to eliminate unnecessary manual work and get specifications completed quickly and accurately so teams can invest their time in more valuable tasks.
- **Increase product visibility and awareness** – Building Product Manufacturers can get their product listings to market faster, making it easier for architects and engineers to specify their products and for BPMs to monitor product selections.

Hexagon woodworking software automatically processes CAD assemblies for rapid programming and transition to production

16 September 2021

New computer-aided manufacturing (CAM) technology released by Hexagon’s Manufacturing Intelligence division fast-tracks the preparation of cabinet and furniture assemblies for production by automatically processing designs to shorten programs and streamline programming tasks. The ability to automatically process computer-aided design (CAD) assemblies increases competitiveness by reducing the time required to generate quotations and transition from planning to production.

Working with multiple CAD files to manufacture assemblies can be tedious and time consuming when each part must be prepared for production separately. Splitting multi-body solid models, such as designs for cabinet and furniture assemblies, into several part files for the application of toolpath requires a significant investment in programming time. The latest version of Hexagon’s ALPHACAM software helps to significantly reduce the time required to quote and process jobs by breaking multi-body solid models into individual components and batch processing assemblies. Part features, such as faces and holes, are automatically identified and parts automatically nested according to material types and thicknesses. Further automation is used to generate the G-code required to cut parts using computer-numerical control (CNC) machinery, as well as the reports needed to communicate job details to machine operators.

“Automating as many repetitive, time-consuming, error-prone and tedious tasks as possible helps make every step of the production process faster,” said Technical Product Manager Justin Beamish. “The greater your ability to quickly put solid models to work, the less time employees spend extracting usable

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job information from design files. Using data more efficiently means that woodworkers can spend less time in the planning phase while devoting valuable time to other tasks.”

Working with solid models is further simplified in the new release, as programmers typically spend time extracting features from solid models to create geometries so that the software can generate toolpaths. Enabling users to apply toolpaths directly to solids without first creating geometries eliminates a step from the programming process and expedites the transition to production.

The software also enables users to define clamps directly from assemblies or multiple solid models. Developed to help users better visualise the entire production process, new graphical tools allow the direct editing of clamps and fixtures. Material thicknesses are also now automatically considered when programming jobs that employ pop-up clamps, providing greater support for material stabilisation and quality control.

Nesting functions have also been improved to provide support for nesting activities performed using vertical saw blades. During nesting operations with large disk blades, only a small portion of the blade is used at the full depth of material. The software now accounts for the size and shape of the blade so that it doesn't damage other parts while cutting. While this capability is applicable to production with any material type, it's especially useful for manufacturing stone countertops, shower basins, and backsplashes.

Latest Tacton Smart Commerce CPQ Enhances Pricing Capabilities, Paving the Way for Manufacturers to Take Advantage of Equipment-As-A-Service Models

14 September 2021

Tacton, a global leader in Smart Commerce solutions for manufacturers, announced enhancements to its Configure-Price-Quote (CPQ) technology, the most comprehensive smart selling offering on the market for manufacturers. The improvements in Tacton's powerful pricing capabilities empower manufacturers to sell high-variance industrial equipment and subscription-based services in the same transaction. The combined power of Tacton CPQ plus subscription pricing enables manufacturers of heavy equipment and other complex goods to guide customers to the perfect combination of industrial equipment and matching service contracts, based on their unique needs. This allows manufacturers to optimize the sales cycle, get closer to their customers and, ultimately, increase predictable revenue and customer lifetime value.

Similar to the shift that occurred in the consumer realm several years ago, the complex manufacturing industry is following suit and moving in the direction of subscription-based, recurring revenue models. In fact, according to the Business Innovation Observatory of the European Commission, manufacturers who have shifted towards service-based models have seen 5% to 10% annual business growth with services generating 50% of that revenue. Traditional quoting processes for manufacturing deals are inefficient, lacking the ability to configure price and quote high-variance hardware and subscription services in the same quote.

In manufacturing, success is no longer measured per unit sold but rather in the value created over the whole lifetime relationship with customers. That means products need to be accompanied by services. Those services are typically sold as subscriptions. Most manufacturing sales teams struggle to offer configured products and services within the same quote, leaving teams to scramble for pricing information from multiple sources and multiple tools, making the sales process slow and costly. The pricing engine in Tacton CPQ is the most robust in the market, empowering B2B manufacturers to sell accurately configured and priced quotes for years. With the latest enhancements to pricing,

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manufacturers can now configure – within minutes – error-free quotes that include highly customized equipment and services. Unlike other solutions, Tacton is capable of optimizing the offered services for the uniquely configured product thereby maximizing the value for manufacturers and their customers.

“Tacton’s smart CPQ was specifically created from the ground up to cater to the complex needs of manufacturers,” said Tacton CEO Bo Gyldenvang. “Delivering advanced CPQ capabilities and full integration with sales and engineering technologies, only Tacton enables manufacturers to configure, price and quote high-variance, configurable capital equipment and optimal service subscriptions in the same solution.”

Smart CPQ Features and Benefits

Built on over 20 years of experience in the manufacturing industry, Tacton’s Smart CPQ is uniquely suited for configuring, pricing, and quoting complex industrial equipment—from vacuum pumps to full production lines, from delivery time to sustainability criteria. Now, with the enhanced subscription pricing available, it’s never been easier to configure the optimal deal for a customer’s needs.

Key features and benefits include:

- **Optimized service contracts:** Always offer the correct and optimal service contract for the specific configured equipment.
- **Revenue forecasting:** Accurately forecast monthly and annual recurring revenue based on subscription- and usage-based pricing.
- **Complete solution configuration:** Include complex industrial equipment, accessories, and subscription-based services—all in one product model.
- **Pricing optimization:** Combine one-time, recurring, and usage-based charges to optimize pricing.
- **Proposal negotiation:** Negotiate proposals with periodization, committed and uncommitted ramps, and discounts.
- **Visualized payment plans:** Visualize payment plans including Total Contract Value (Total Net Price), Total Price of Equipment (CAPEX), and Total Subscription Price (OPEX).

Mastercam 2022 Delivers Powerful Toolpaths and Techniques with Comprehensive Turning Solutions

8 September 2021

CNC Software, Inc., developer of Mastercam, the world’s leading CAD/CAM software, announces the release of Mastercam 2022 turning solutions. From accepting and programming any CAD file to Dynamic Motion™ roughing and precision finishing, Mastercam 2022 gives you a variety of options to turn all your parts exactly as you need them. Mastercam 2022 features new Mill-Turn support, enhancements to 3D Turning Tools, Stock Diameter, and much more.

New Options for Turning

With Mastercam 2022, you can now define reusable holder assemblies. Create collections of adapters, extensions, and holders, and store them as an assembly. You can save time and avoid errors by creating reusable assemblies of modular components. These assemblies can be stored in a library and used for the creation of full 3D Lathe Tool assemblies.

When defining stock dimensions in Job Setup, a new button lets you specify the outer or inner diameter by selecting an arc or radial face. After selecting the button, you are returned to the graphics window

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where you can select an arc or radial face. You can also select an edge. Mastercam automatically reads the proper diameter value from the selected geometry.

Extended Support for Mill-Turn

Mastercam 2022 introduces steady rest support for Mill-Turn which allows you to precisely position and simulate steady rests throughout your machining process, adding part support capability to turning, milling, and part-handling operations. This includes new component types, enhanced component libraries, dedicated operations for each type of steady rest, part handling strategies, and simulation features.

The subprogram support that has been in other Mastercam products has also been added to Mill-Turn. Create subprograms for depth cuts and hole making operations such as drilling. Spindle Move operations in Mill-Turn now let you specify the destination as an Incremental distance. Enter a positive value to move the spindle towards its home position, or a negative value to move the spindle away from its home position.

Users now have the option to have Mastercam automatically retract the center when creating a Center Point operation in Mill-Turn. The new Generate retract operation option will enable the new operation and will create a second operation, separate from the engage operation.

Swiss Machining Solutions

Mastercam's Swiss Solution benefits from the improvements and updates to Mastercam Lathe. Expanded options and more efficient programming are combined with Mastercam Mill to provide fast, easy Swiss programming.

Newmetrix's Pre-Built Integration With StructionSite VideoWalk Makes It Simple to Analyze 360 Degree Site Images To Sharply Reduce Safety Risk

13 September 2021

Newmetrix, a construction technology company that uses AI and advanced analytics to sharply reduce safety risk, has made its StructionSite integration even more powerful with the addition of support for StructionSite's VideoWalk feature.

StructionSite VideoWalk enables field users to gather 360 video imagery by simply walking the jobsite with a recommended 360 camera. During the walk, imagery is collected and automatically mapped to project plans by the location and date captured. This method of capturing site documentation is easy and efficient, and reduces the time required to gather images as opposed to taking still photos.

With Newmetrix, StructionSite customers get more value out of the video and image data they are already collecting. Newmetrix's platform automatically pulls image and video data from StructionSite across all of a company's projects. The platform's AI, Vinnie, then analyzes the images to identify more than 100 safety risks, such as work at height, housekeeping, improper ergonomics and many more.

Using predictive analytics, Vinnie combines the image data with other project data to determine the level of safety risk for each project and predicts which 20% of projects will be responsible for 80% of the risk. As a result, construction companies can target their safety resources to those projects where they will have the most impact.

"Newmetrix has been analyzing StructionSite images from our projects for 18 months," said Takashi Tsuchiya, Deputy Section Manager at Obayashi Construction. "So far the Safety AI has generated over 1.2M tags that our safety and project teams can use as opportunities for conversation. As a specific example, over 9,500 examples of housekeeping and 4,500 examples of standing water were identified by

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the Safety AI. This increases the number of relevant conversations we can have about safety and helps prioritize the teams' actions. The integration boosts the number of images to generate more tags."

Connecting StructionSite and Newmetrix is simple. The pre-built integration requires just a few mouse clicks for Newmetrix to begin analyzing site images. And with support for VideoWalk — a StructionSite capability that captures 360 degree video of the entire jobsite with a simple walkthrough — Newmetrix can analyze even more StructionSite data to further improve the accuracy of risk predictions.

"StructionSite is an Intelligent Project Tracking platform that makes it easy to capture 360 degree images of the entire jobsite," said Matt Daly, CEO at StructionSite. "In a very real way, Newmetrix transforms the cameras used by our customers into safety observers, producing observations that significantly reduce safety risk, and with the pre-built integration, it's so easy to set up."

By integrating Newmetrix and StructionSite, construction companies can:

- Use the visual documentation that's already being collected to create opportunities for safety engagement and to predict safety risks;
- Prevent safety issues before they arise;
- Protect profitability with lower recordable incident rates and fewer claims; and
- Use a predictive-based safety program to negotiate a better insurance rate.

"Newmetrix can use not just StructionSite images, but all kinds of data that construction companies already have or can easily access — project data, staffing information, even the weather — to produce highly accurate predictions of risk," said Josh Kanner, CEO of Newmetrix. "Armed with Newmetrix's predictive insights, construction companies can take action to prevent incidents before they occur."

OPTITEX UNVEILS "OPTITEX CREATIVE" – INTUITIVE, VERSATILE, AND PATTERN-TRUSTED 3D DESIGN SOFTWARE

14 September 2021

Optitex®, a global provider of integrated end-to-end 2D & 3D CAD/CAM software solutions for the fashion & apparel, automotive, upholstery and bag industries, unveiled its new tool for fashion designers, "OPTITEX CREATIVE". A revolutionary 3D-based design software, OPTITEX CREATIVE enables fashion designers to instantly realize their creative vision without any knowledge of patternmaking.

Developed in collaboration with leading retailers, OPTITEX CREATIVE gives fashion designers free creative reign to instantly bring their creative vision to life in a smart, intuitive and reliable work environment. Designers can now create directly in 3D, generate exciting visuals, prepare for design reviews, and showcase their creations in e-commerce and social media.

In OPTITEX CREATIVE's environment, users can leverage all the benefits of 3D simulation by using 3D editing tools made especially for fashion designers. Style changes, colors and prints – all can be quickly and easily done, on Mac or PC, without requiring any patternmaking knowledge. In just minutes, a variety of true-to-life styles can be created, freeing up time to be even more creative, ensuring that only the very best designs are selected.

By deploying the same assets between design and product development teams, OPTITEX CREATIVE enables seamless, fully synchronized workflows to generate 3D designs that are quickly and reliably transformed into patterns and blocks. This in turn, significantly shortens design-development workflows,

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allowing designers to make quick adoption decisions, and trust that their designs are pattern-proven.

OPTITEX CREATIVE's current focus is Athleisure wear, with more clothing categories to be added in the months to come.

Amir Lehr, CEO of Optitex, commented, "We developed OPTITEX CREATIVE in recognition of the need for fast prototyping and creating appealing visuals for e-commerce and social media, while producing them exactly as shown. With OPTITEX CREATIVE, we see a unique opportunity for designers and other stakeholders to break silos and tightly work together to boost the entire design-to-production process." Lehr added, "OPTITEX CREATIVE is further testament to how we consistently help our customers to create, innovate and evolve, now with the benefits of a true production-trusted 3D design software."

OPTITEX CREATIVE will be introduced to the public for the first time at **3D TECH Festival**, Sept 22, 2021, 11:05am ET / 05:05pm CET.

PRO.FILE PLM by PROCAD Now Available on SAP® Store

14 September 2021

PROCAD announced that its **PRO-FILE low-code platform for digitized product engineering** is now available on **SAP® Store**, the online marketplace for SAP and partner offerings. PRO.FILE integrates with SAP ERP and delivers the latest product lifecycle and document management system to industrial customers.

"The transformation of the entire product lifecycle needs a strong product data backbone and an experienced ecosystem," explains Gerhard Knoch, CEO of PROCAD Group. "In line with our goal to further expand growth by working closely with a strong network of partners, PROCAD is delighted to see PRO.FILE on SAP Store. Not only did we join forces with keytech and ACATEC in the last months, but we are also now looking forward to being an SAP partner. Our leading product lifecycle management software solutions help customers simplify and accelerate their processes to develop, manufacture, market, and service products in the best possible way."

PRO.FILE is the no-code platform for digitally transforming engineering and information management processes for technical products and plants. PRO.FILE offers companies a digital single source of truth to ensure information flows seamlessly, enabling faster and more cost-efficient delivery of products and services. PROCAD realizes projects based on its impact-driven and agile "configuration over coding" approach, which enables rapid onboarding and a user-friendly interface for digital product engineering.

SAP Store delivers a simplified and connected digital customer experience for finding, trying, buying and renewing more than 1,800 solutions from SAP and its partners. There, customers can find the SAP solutions and SAP-validated solutions they need to grow their business. And for each purchase made through SAP Store, SAP will plant a tree.

PROCAD is a partner in the SAP PartnerEdge® program. As such, it is empowered to build, market and sell software applications that supplement and build on SAP software and technology. The SAP PartnerEdge program provides the enablement tools, benefits and support to facilitate building high-quality, disruptive applications focused on specific business needs – quickly and cost-effectively. The program provides access to all relevant SAP technologies in one simple framework under a single, global contract.

Siemens' Aprisa place-and-route solution now certified for GlobalFoundries' 22FDX platform

14 September 2021

Siemens Digital Industries Software announced that longtime partner GlobalFoundries™ (GF®) has certified Siemens' Aprisa place-and-route solution for GF's 22FDX™ platform. As part of this certification, the companies collaborated to incorporate Aprisa enablement technology into GF's process design kits (PDKs) to help mutual customers leverage the advantages of the 22FDX platform.

“Siemens is pleased to yet again collaborate with long-term partner GF on critical enablement technologies that help our mutual customers deliver innovative ICs for key end-markets around the globe,” said Inki Hong, senior director of the Aprisa division for Siemens Digital Industries Software.

“The combined expertise of GF and Siemens provides designers the advanced technology they need to develop compelling and highly differentiated ICs for a broad number of fast-growing applications.”

To achieve this latest certification, the Aprisa tool passed a suite of rigorous tests that confirmed the Siemens place-and-route software supports 22FDX design features. Featuring best-in-class performance and power consumption, GF's 22FDX platform is ideal for high-volume devices that require minimal idle power and low leakage, at design costs in line with those of 28nm chips.

Siemens' Aprisa product line is a leader in next-generation place-and-route technology for the design of highly advanced integrated-circuits (ICs). Engineered to help enable exceptional quality of results, Aprisa offers complete gate-level-to-GDSII hierarchical and block level physical implementation solutions. Siemens acquired Aprisa from Avatar Integrated Systems in August 2020 to extend its portfolio of world-class IC EDA software.

“As a long-standing partner of GlobalFoundries, Siemens continues to demonstrate excellence in design enablement with EDA tools certified to run on our advanced process technologies,” said Richard Trihy, vice president of Customer Design Enablement at GF. “We appreciate our collaboration with Siemens and look forward to continuing to help our mutual customers achieve silicon success while meeting increasingly stringent market requirements.”

Siemens' Aprisa enablement for GF's 22FDX platform includes place-and-route technology files, RC extraction files and other essential technologies for optimizing efficiency, yield and overall IC quality. The 22FDX PDK including Aprisa enablement is now available via GF's Global-FoundryView portal.

Stratasys Advances Shift to Additive Manufacturing at Scale

13 September 2021

Stratasys Ltd., a leader in polymer 3D printing solutions, highlighted at the RAPID + TCT Show solutions for advancing additive manufacturing at production scale, including new innovative material offerings, an expanded software partner ecosystem, and the availability of new polymer 3D printing systems for the U.S. market.

“We are at the forefront of the shift to full-scale additive manufacturing, powered by 3D printing, with our best-in-class solutions for the entire product value chain,” said Stratasys Americas President Rich Garrity. “That's why every system in our booth introduces innovation well beyond our offering at the last RAPID conference in 2019. Our systems are supported by the broadest materials ecosystem, Industry 4.0 software strategy, and our best-in-class industry expertise of over 30 years.”

Expanded material options for new manufacturing systems

Stratasys continues to expand its ecosystem of materials to offer customers a variety of options across

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3D printing technologies and solutions. Today the company announced new materials for the Stratasys H350™ and Stratasys Origin One™ 3D printers and a new Origin® Open Material License (OML) for the Origin One.

The SAF™-powered Stratasys H350 3D printer is specifically designed for the mass production of end-use parts with consistency, and the ability to customize and control the production workflow. The H350 will initially utilize High-Yield PA11, a sustainable material derived from 100% bio-based castor beans. In addition, in 2022, PA12 (also known as Nylon 12) will be available for the H350. PA12 provides dimensional stability, chemical resistance and impact strength, and has been used across various additive manufacturing printing technologies for creating jigs and fixtures, tooling, and functional end-use parts.

Stratasys has further expanded its ecosystem of materials with two new materials by Henkel for the Stratasys Origin One. Stratasys Dura56 by LOCTITE® is a durable, impact-resistant photopolymer with exceptional surface finish and a low cost per kilo. The material was created to address applications with high material consumption and for functional applications where aesthetics and robustness are critical. Dura56 is ideal for end-use parts such as housings, parts with mating features, or class A surfaces.

“Together with Stratasys, we are delighted to introduce the new Dura56 material which is formulated to meet the specific needs of Stratasys’ customers and to provide print technicians with greater efficiency,” said Cindy Deekitwong, Global Head of Marketing at Henkel’s Loctite, a global leader in industrial adhesive solutions. “Together we will continue to drive innovation and deliver high-performance photopolymers that will allow engineers to realize the full potential of using additive manufacturing for end use parts across a wide range of industries.”

The second material for the Origin One printer is LOCTITE® 3D IND405 Clear, a one-part semi-rigid 3D printable clear photopolymer resin that provides smooth surface finish, good impact resistance and elongation. Parts printed in IND405 can be polished to an optically clear finish. The material can be machined, tapped and polished, and is ideal for microfluidic devices as well as guide overlays. Its qualities are most comparable to unfilled polypropylene.

Stratasys is also introducing the Origin Open Material License (OML) for the Stratasys Origin One system, which is expected to ship this year. With the Origin OML software toolkit, advanced print users and material companies will be able to develop, beta test, and experiment with custom workflows and new materials. OML users will have the ability to override light, temperature, force, velocity and pressure on a layer-by-layer basis for ultimate control over the print process. The OML is designed to help materials companies and super-users accelerate iterations of material formulations and push products to market in weeks, not years.

Supporting Industry 4.0 with a growing software ecosystem

The GrabCAD Software Partner Program has added eight software partners so far in 2021, enabling Stratasys customers to integrate additive manufacturing into their Industry 4.0 initiatives. Stratasys today announced the newest addition to the GrabCAD Software Partner Program - AMFG.

AMFG, a leading provider of Manufacturing Execution System (MES) and workflow automation software for additive manufacturing, has partnered with Stratasys to deliver advanced AM solutions that combine AMFG's workflow automation expertise with Stratasys’ 3D printers and GrabCAD software. AMFG's software solution enables connectivity across the production workflow, streamline processes, and provide greater levels of traceability and visibility. Further, the combination of Stratasys 3D printing solutions with AMFG’s fully automated order management, routing and production scheduling tools enable fully automated end-part production at scale.

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“The combination of Stratasys hardware, GrabCAD software and AMFG’s market-leading additive MES platform, is a game changer for AM operations looking to scale through automation, while increasing overall traceability, utilization, and quality,” said Danny Winn, Vice President of Growth and Innovation for AMFG. “The ability to pull data from AM systems into a centralized software solution is not just a nice to have – it’s critical for the future of scalable end-part manufacturing, especially in heavily regulated industries such as aerospace and medical.”

Transforming additive manufacturing technology

Stratasys’ latest systems are already transforming the operations of leading manufacturers. For example, Daikin Applied, a member of Daikin Industries, Ltd., designs and manufactures advanced commercial and industrial HVAC systems for customers around the world. The company is using the large build volume of the new Stratasys F770™ 3D printer to print batches of end-use parts for HVAC cabinets, which has allowed them to achieve a 93% time savings over purchasing custom injection molded spacers. Daikin is also using the F770 to print nozzle clamps used in Daikin test chambers, again saving time and costs over traditional manufacturing.

In February 2021, Stratasys announced the acquisition of UK-based RP Support Ltd. (RPS), a provider of industrial stereolithography 3D printers and solutions. This acquisition provided Stratasys customers with a new 3D printing technology option that produces high-quality parts with superior surface quality, accuracy and detail.

“With the inclusion of the Stratasys Neo in our service bureau, we can provide our customers with fast, accurate parts and prototypes, in a variety of materials, and with superior surface quality, all with little post-processing on our part,” said Steve Grundahl, President and Founder of Midwest Prototyping, an additive manufacturing service bureau in Blue Mounds, Wis. “Beyond the quality and types of parts we could print, one of the things that really attracted us to the Stratasys Neo was the system simplicity for ease of use and service – everything that makes the total cost of ownership more advantageous for us.”

The Stratasys Neo Series of printers can produce concept models and prototypes with industry-leading accuracy, exceptional sidewall quality and crisp feature resolution, as well as rapid tooling and master patterns. Furthermore, the Neo Series of printers are designed with an open resin material system. This allows customers to choose the material that best suits their application.

Stratasys solutions for enabling the future of additive manufacturing at scale will be on display at the Rapid + TCT conference September 13 to 15 at McCormick Place in Chicago. During the conference, Stratasys experts will participate in speaking sessions and be on-hand in the Stratasys booth (E8201) to discuss the company’s additive manufacturing solutions for design, prototyping, production-scale parts, and the healthcare industry.

Trimble Announces Beta Launch of SketchUp for iPad

15 September 2021

Trimble announced the beta launch of SketchUp for iPad, a new product that enables interior designers, architects, engineers and construction professionals to create, edit and collaborate on SketchUp models from anywhere, at any time.

SketchUp for iPad (Beta) is an accessible bridge for architects and designers looking to move from paper and pencil to creating 3D models using an iPad, iPad Air, iPad mini, iPad Pro, Apple Pencil, mouse and keyboard, or multitouch gestures. The app leverages 5G connectivity and offers a robust, native integration with the Trimble Connect™ collaboration platform, a cloud-based solution that enables file updates in real-time. This allows project stakeholders to collaborate effectively and users to

move seamlessly between SketchUp for iPad, Web and Desktop.

"With the features we've developed specifically for Apple Pencil, we're able to digitally emulate the paper and pencil sketching paradigm and provide a unique and compelling 3D modeling experience on iPad devices," said Christopher Cronin, vice president and general manager at Trimble SketchUp. "The ability to create new designs and conceptual ideas whenever inspiration strikes and review and update SketchUp models on the go, whether on the jobsite, in a coffee shop or while meeting with clients, is something our professional users are requesting. We're excited to deliver a solution that fits how SketchUp users want to work today and into the future."

SketchUp for iPad introduces a variety of innovative capabilities to SketchUp's portfolio of solutions. Autoshape, Markup Mode, AR model viewing and dozens of user interface and workflow enhancements are designed to fully leverage the unique capabilities of iPad devices and their respective supported accessories.

Trimble Construction One Construction Management Platform Bridges Industry Gap Between Constructible Models and Project Financials

14 September 2021

At the Collaborate Conference, Trimble introduced Trimble Construction One™, a connected, cloud-based construction management platform that drives speed, efficiency and accuracy at each phase of the construction project lifecycle. Using Trimble Construction One, contractors can leverage a purpose-built connected construction management platform that reveals the right information at the right time so organizations can make the right decisions.

"The growing needs of our customers has always been our focus, and they've told us that connecting project finances with field and operational data is at the top of their wish list," said Matt Harris, vice president and general manager, Trimble Viewpoint. "With Trimble Construction One, we offer expanded connections across the construction project lifecycle enabling better data for decision making. All existing ViewpointOne customers are now automatically on Trimble Construction One and have the opportunity to access additional benefits and flexibility."

Connected construction management software allows contractors to connect how they "Plan, Do and Manage" their construction projects and associated data for greater returns. Under Trimble Construction One, contractors can:

- **Plan:** Connect data from the planning phases of a project—Estimating, Design & Detailing, Content & Pricing Services—to the project actuals, leading to more predictable construction outcomes.
- **Do:** More efficiently do actual project work—Project Management, Field Management, Service Management—and map that data back to the project, leading to optimal resource utilization and cost savings.
- **Manage:** Spend less time on project administration, bringing Financial Management, Business Operations Management, Job Costing, Payroll and Procurement together with ongoing project completion rates to ensure greater overall efficiency and project profitability.

"From a preconstruction point of view, Trimble already connects thousands of distributors and contractors, and manages millions of manufacturer items, prices, labor and metadata," said Lawrence Smith, vice president and general manager, Trimble MEP. "Now, under Trimble Construction One, estimating is connected to the ERP, so when the contractor has won the job, that estimate becomes the

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baseline budget for the project—and that information is put in the hands of the project manager efficiently, through our estimating to ERP integrations."

"Under Trimble Construction One, I'm not just looking at labor or costs, I'm looking at the actuals of what we got done and am able to project that at a very detailed level so I can understand how we're doing on a job," said Craig Lundskog, director of finance, Great Basin Industrial. "It will be invaluable to how we run our business—and honestly, I don't think there's another company out there aside from Trimble that can actually do this."

Data Connections that Drive Value

With data connected under Trimble Construction One, contractors gain accurate real-time data and reporting, allowing them to make reliable strategic decisions such as: whether or not to take on a new project in a challenging time, when hiring should occur, or what the project margins are likely to be. Utilizing both current and historical data, contractors can get a real-time view of all their projects, evaluate cost projections on projects to create better bids and—ultimately—discover problems or issues in time to address them.

"Being able to very quickly see where my projects are financially, where we are percentage completion wise, where we are with labor hours, where we are with quantities—all those things being in one place means fewer administrative hours," said Peter Hainsworth, director of operations, Ridgeline Electrical Industries. "With Trimble Construction One, I'll get better data right away and can make quicker decisions that are going to affect the outcome of the job."

Unveiling Infosys Equinox: Digital Commerce Platform Driving Human-Centric and Memorable Omnichannel Shopping Experiences

9 September 2021

Infosys, a global leader in next-generation digital services and consulting, launched Infosys Equinox to help enterprises securely deliver hyper-segmented, personalized omnichannel commerce experiences for B2B and B2C buyers. The platform's future-ready architecture offers unprecedented flexibility for enterprises to pick and choose out-of-the-box microservices and pre-built experiences to build curated digital journeys that enhance their digital commerce or launch it ground-up in a matter of weeks. Infosys Equinox also brings together best-of-breed service, product, platform and industry capabilities from Infosys, and its partners, in an integrated ecosystem. This delivers end-to-end commerce-as-a-service for enterprises to drive results, throughout the purchase lifecycle, that shoppers care about. Infosys Equinox is used by several leading global enterprises in retail, CPG, telecom, manufacturing, automotive and media, and helps drive \$15B+ in annual eCommerce gross merchandise value.

Infosys Equinox helps businesses transform their digital commerce across marketing, merchandizing, e-commerce, store operations, supply chain and customer service through its four offerings: Infosys Equinox Microservices, Infosys Equinox Commerce, Infosys Equinox Experiences, and Infosys Equinox Marketing. It delivers:

Customer experience excellence

Infosys Equinox facilitates closer consumer-brand interactions by enabling brands to deliver unique customer journeys that take advantage of emerging social, chat, voice, and augmented reality commerce channels. The platform blends digital experiences with physical ones to deliver more satisfying phygital and contactless shopping. Creating multi-sites adapted for multiple languages and currencies, with deeply localized features and real-time promotions is very convenient with the platform's simplified business user tooling and workflows – requiring no changes to the application code or configuration.

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Scale and flexibility to match shopper demands

With its industry-leading cloud-native, microservices-based, API-first architecture, Infosys Equinox is the only digital commerce platform that brands will need to meet the evolving expectations of consumers. The platform offers a rich repository of mutually exclusive and collectively exhaustive microservices that can easily integrate with an existing or new platform to deliver headless commerce capabilities. These microservices enable various commerce models used by enterprises including B2B, B2C, B2B2C, D2C, C2M, online marketplaces and digital malls. With its superior technology architecture, this 'any-cloud' platform builds upon leading open-source technologies, and is designed for high performance, availability and security that is best-in-class.

Relevance through innovation

Infosys Equinox's integrated ecosystem of capabilities, spanning from experience to operations, lets enterprises deepen customer relevance throughout the commerce value chain. Ranging from perceptive experience design by WONGDOODY, to optimized retail execution with Infosys TradeEdge, the platform puts the shopper at the center of the enterprise's commerce strategy. With Infosys Equinox, businesses can also deploy segment-specific, user experience innovations on-demand.

Karmesh Vaswani, Executive Vice President & Global Head Consumer, Retail & Logistics, Infosys, said, "With the customer experience landscape evolving every week, companies can't afford to get into a 'set it-forget it' mode. It will take embracing a human-centric approach to create distinctive shopping experiences that match the pulse of consumers. Infosys Equinox makes this less of a struggle. It offers commerce-as-a-service to engage with both B2B and B2C shoppers through one platform that has 50+ percent greater speed-to-market than any other solution when it comes to adding new microservices or starting a new commerce presence. Infosys Equinox provides the perfect balance between agility and adaptability and is a great way for leaders to cement their advantage and for challengers to up their commerce play."

Businesses, the world over, are taking advantage of Infosys Equinox and industry experts attest to its value.

Eric Nelson, Chief Information Officer North America, The Kraft Heinz Company, said "Infosys Equinox serves us as a digital hub powering over 250 of our global brand sites, B2B ecommerce and recipe sites, as well as direct-to-consumer (D2C) initiatives. We are able to launch new brand sites in as little as 3 to 5 days. The platform also supports our hyper-personalization initiatives and distills real-time insights for our marketing programs. With Infosys Equinox, we at Kraft Heinz are well set to offer richer, more personalized, and meaningful experiences to our consumers."

Prasad Gankanda, Chief Operating Officer, Young Living, said "You 'reap what you sow' is in our DNA here at Young Living. We know that a bountiful harvest is the result of months of hard work. With Infosys Equinox, we planted the seeds of our new e-commerce platform, and now with the platform and the Infosys team's dedication, we are finally harvesting. Thank you for helping to transform Young Living, and bringing us into the modern age of e-commerce."

"B2C and B2B organizations face immense challenges to succeed in today's digital economy. Customers' expectations are sky-high, eCommerce competition is fierce, and an explosion of commerce channels and touchpoints have all raised the bar on omni-channel experiences for every online merchant. The COVID-19 crisis has also accelerated the shift of transactions from offline to online," said **Jordan Jewell, Research Director for IDC's Digital Commerce Program**. "Headless/API-first digital commerce has emerged as an architectural paradigm to help merchants deliver more engaging commerce experiences across every channel and touchpoint their customers are on. Infosys Equinox was

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architected cloud-natively as a headless commerce platform with the purpose of enabling B2C and B2B organizations to overcome the challenges of modern commerce and grow."

What's New in OpenBOM September 2021

13 September 2021

On September 13 Oleg Shilovitsky published a blog post for OpenBOM detailing the software update that is available now. Those changes include:

- Dashboard improvements
- Formulas and calculation improvements
- User Experience and performance improvements
- CAD Integrations

To see the full blog post please go to <https://www.openbom.com/blog/whats-new-in-openbom-september-2021>