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## CIMdata News

### ***Altair Acquires Cassini - a CIMdata Highlight***

16 February 2022

Altair Engineering announced today, 16 February 2022, their acquisition of Cassini, an Indian startup based in Hyderabad that offers the cloud-native CassiniPLM platform for product lifecycle management (PLM)—a platform that can be used to span idea through life (a concept core to CIMdata’s preferred PLM definition). Mergers & acquisitions (M&A) are common in the simulation and analysis (S&A) market. This acquisition extends a recent trend for S&A market leaders to provide PLM platform capabilities integrated with their multi-physics S&A portfolios (e.g., Ansys, Aras, Siemens, Dassault Systems). As such, CIMdata thinks that Altair made a timely and sound investment by acquiring Cassini.

Started by PLM and software industry veterans, Cassini is a small company with a very expansive vision. Founded in India in 2015, company leaders felt there was a better way to support the end-to-end product lifecycle, and built a cloud-native SaaS offering that targets small- and medium-sized businesses. While founded in India, the company serves customers in India, Germany, and the United States, with local offices in each region. CassiniPLM is a comprehensive solution that provides a unified, integrated platform, offering Product Engineering, Product Manufacturing, Product Quality, and Product Service modules and is available in public, private, and hybrid cloud environments.

CIMdata believes that in our smart, connected future all value chain contributors will be on someone’s digital thread and adding CassiniPLM gives Altair a leg up in helping their customers manage their lifecycle data to fulfill this vision. The Cassini offering should also enhance their simulation data and process management capabilities for their many customers. CIMdata thinks that this is an exciting move by Altair and we look forward to hearing more about their plans for CassiniPLM.

### ***Aras Enterprise SaaS: Fully Configurable SaaS on the Cloud - a CIMdata Commentary***

18 February 2022

*Key takeaways:*

- Recent CIMdata research on Cloud-SaaS PLM shows that two-thirds of respondents are considering a move to Cloud-based PLM solutions that they see offering them a wide variety of potential benefits.
- Over 40% of the survey respondents plan to phase in cloud-delivered PLM capabilities and integrate with on-premises solutions, and then phase out the on-premises solutions.
- Aras Enterprise SaaS is a PLM solution designed to leverage the scalability and accessibility of the cloud while connecting with legacy and on-premises solutions via its open, resilient integration approach.
- Aras Enterprise SaaS retains the differentiators appreciated by subscribers including extensive configurability, 100% compatibility with previous releases, and free upgrades on the customer’s schedule independent of how much configuration is done minimizing risks and minimizing potential compliance issues.
- Aras Enterprise SaaS adds containerization support to enable scalability and a complete DevOps

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environment to ensure low-code configurations are properly created, managed, and deployed.

## Introduction

Software-as-a-Service (SaaS) is a means of software delivery in which all functionality is provided over the Internet or via a Virtual Private Network. The software provider hosts the software on infrastructure it owns or rents, and then bundles software, the infrastructure, and support (e.g., administration and upgrades services) as a service that is then licensed to customers via a subscription. Usually, customers can easily modify user numbers by paying for additional capacity or save money by reducing capacity.<sup>[1]</sup>

SaaS adoption has been rapidly growing in the enterprise domain for the past few years. Recent CIMdata research on Cloud-SaaS PLM shows that 66% of 269 respondents are considering a move to using cloud-based PLM solutions.<sup>[2]</sup> Figure 1 shows the percentage of respondents that identified potential benefits they expect to receive from SaaS-based solutions.

Most of the expected benefits relate to reducing cost, except for enhanced collaboration. CIMdata believes easier access to data will significantly improve business process speed especially as suppliers are given access.

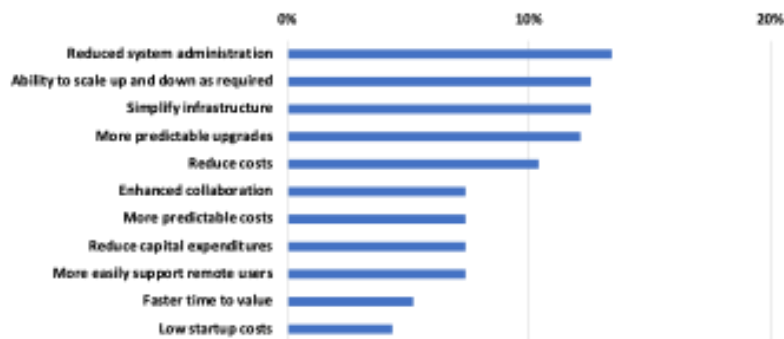


Figure 1—Potential Cloud Benefits identified in 2021 CIMdata Cloud-SaaS PLM Research (Source CIMdata Research)

Another interesting item captured in the survey was how the respondents expect SaaS solutions to be deployed. As companies move from on-premises to SaaS, the migration can be complex. The SaaS deployment approach ranges from a big bang to running cloud and on-premises permanently in parallel. Figure 2 shows the deployment plans of the respondents.

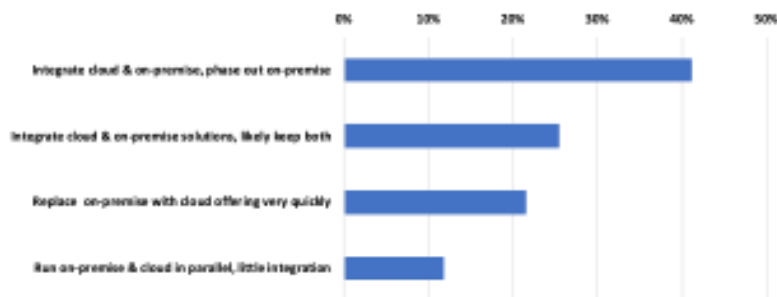


Figure 2—Anticipated Cloud/SaaS Deployment Approach (Source CIMdata Research)

It is important to note that over 40% of the respondents plan to migrate and phase out their on-premises implementation over time, which aligns with CIMdata's best practice of avoiding the risk of big bang while getting rid of process and system complexity caused by running the legacy solution in parallel for

# CIMdata PLM Industry Summary

a long period of time.

## Aras Enterprise SaaS

The Aras Enterprise SaaS product is a fully capable, business-ready SOC 2 / SOC 3 compliant SaaS PLM solution that has the full functionality of its on-premises counter-part. The December 2020 Version 12 release of Aras Innovator introduced a fully containerized solution that leverages cloud infrastructure for scalability, access, and management tools.

Aras Enterprise SaaS includes a DevOps environment to support its extensive configurability and the same tiered subscription licensing model as earlier releases where every user gets access to all software capabilities and training is included. The SaaS subscription includes access to all the server hardware and software, administrative support, and leverages cloud provider capabilities including telemetry to maximize performance and uptime.

For existing Aras customers, on-premises configurations can be moved directly to Aras Enterprise SaaS without modification. This follows Aras' commitment protecting customer investment via the inclusion of upgrades as part of the subscription. Aras Enterprise SaaS offering continues the policy of upgrading customers no matter how much configuration was performed. Aras has proven the resiliency and upgradeability of their low-code platform over the years. Configurations[3] have always been upgradeable as part of the subscription.

Additionally, Aras has made great progress on their [roadmap\[4\]](#) over the years. While they've always focused on creating end-to-end solutions, their digital thread support enabled by pervasive native low-code capabilities is stronger than ever due to recent extensions to the platform in support of Systems Engineering (SE) and Digital Twin Core, as examples. Aras incorporated SysML to enhance its support of SE into their data model making integration of Model-Based SE authoring tools a straightforward configuration exercise. With their requirements engineering, system architecture and digital twin solutions it's possible to link product information end-to-end within a single platform and data model. Figure 3 shows the current Aras solutions architecture.

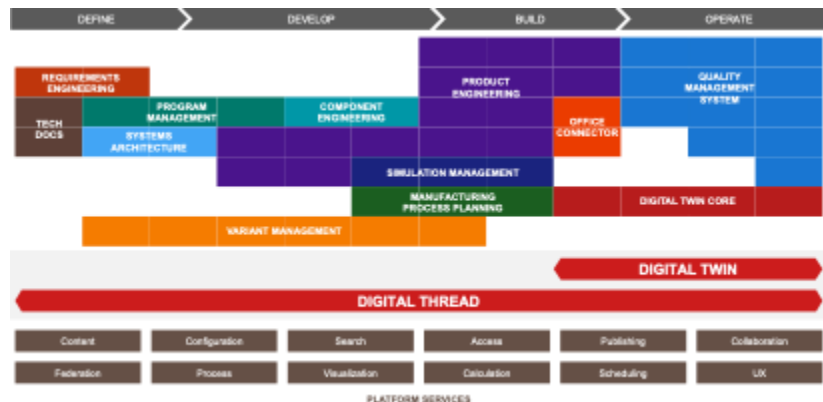


Figure 3—Aras Enterprise SaaS Application Landscape

All Aras Innovator solutions, modules, and third-party products are supported by Aras' Enterprise SaaS platform. The open APIs and data model enable data to be easily moved to other applications or even the enterprise open source on-premises release. There is no attempt to lock customers in. MCAD and ECAD integrations support a hybrid cloud configuration where the file vault has the option to be replicated to closer locations on the cloud to improve local desktop application performance. The recently acquired [Medical Device and High Tech Electronics vertical solutions\[5\]](#) are already available on the Aras Enterprise SaaS platform.

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To create Aras Enterprise SaaS the development team rebuilt the web service engine to leverage Microsoft's .NET Core services and the Docker standard so the platform can run within containers orchestrated with Kubernetes. This structure is commonly how cloud-based solutions leverage elasticity and keep operating costs down.

Managing the low-code applications requires tools. Since Aras customers extensively configure their implementations and Aras has and continues to support them, Aras chose to include a DevOps environment with the solution. This enables the Aras Enterprise SaaS support team to collaborate more easily with the customers' developers and ensure that the developers use appropriate tools to develop and manage their configurations. Aras has embedded their best practices within the DevOps toolchain, as well as integrating it with Azure's administration tools. The DevOps toolchain includes a test automation framework to support automated regression testing. Test automation frameworks (TAF) are a sophisticated and effective way to validate PLM solution configuration and customization, that have typically been an expensive add-on across the PLM industry. CIMdata is pleased to see the incorporation of DevOps with TAF as it eliminates the need for Aras customers to build and manage a complex environment.

## Conclusion

Migration to the cloud is happening within the PLM industry. Anecdotally, cloud-first strategies are becoming common for CIMdata's consulting clients, and our recent survey shows strong interest and progress toward Cloud-SaaS based PLM. The Aras Enterprise SaaS solution is Aras' take on providing SaaS-based PLM to the market. Aras is known for its flexibility and configurability and will continue to offer no-cost upgrades to subscribers within the subscription context no matter how much configuration has been done. Being able to configure a solution as required and being able to upgrade without additional cost has been a long-time differentiator for Aras, and they've carried that powerful feature into their SaaS offering. Aras has continued to build out their product according to their publicly published roadmap, and while doing so they have added many useful applications over the past few years. Finally, by exposing the underlying services via open APIs and the low-code capability customers can easily configure custom solutions to meet business requirements without the risk and cost of solution provider lock-in. Companies looking for a SaaS-based PLM platform that supports extensive configuration to meet complex business requirements should look at Aras' Enterprise SaaS platform.

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

[2] <https://www.cimdata.com/en/education/educational-webinars/research-on-cloud-saas-adoption-in-plm>.

[3] Aras uses low code configurations to achieve a level of customization that used to require custom programming.

[4] <https://www.aras.com/en/roadmap>.

[5] <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/17550-aras-announces-merger-of-minerva-group-highlight>.

# CIMdata PLM Industry Summary

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## ***Bringing EXPERIENCE to the Masses: 3DEXPERIENCE World 2022 - a CIMdata Commentary***

17 February 2022

### *Key takeaways:*

- Dassault Systèmes is a global market leader in product lifecycle management (PLM) and leads the global computer-aided design (CAD) market in combined revenues from its CATIA and SOLIDWORKS offerings.
- The company has been working hard to bring their considerable technical and business assets to bear to support SOLIDWORKS' existing customers and a broad range of newer market targets, like makers, entrepreneurs, and long-time users of 2D CAD.
- Organizational and product announcements made at their 2022 3DEXPERIENCE World event illustrate their progress to date and their heady plans for growth.

After 20 years as SOLIDWORKS World, in 2020 Dassault Systèmes morphed the event into 3DEXPERIENCE World, held in Nashville, TN in February 2020 just before the COVID-19 pandemic gripped the world. The 2022 event convened virtually on February 6-9, 2022, its second year as a virtual event.

Mr. Gian Paolo Bassi, SOLIDWORKS CEO, kicked off the February 7 General Session, entitled “From Things to Sustainable Life | Strategy and Direction,” with a major announcement. Mr. Manish Kumar, head of R&D would take over as CEO. Mr. Bassi’s new role focuses on the 3DEXPERIENCE Works portfolio, which debuted at the 2020 event. In his remarks, Mr. Bassi claimed that 3DEXPERIENCE Works is a natural extension of the SOLIDWORKS portfolio that “defines the future of product design.” 3DEXPERIENCE Works includes functionality in five domains: Design; Simulate; Manufacture; Marketing; and Governance. Of course, Design builds upon the long-time market and technological success of SOLIDWORKS. Simulate is powered by Dassault Systèmes SIMULIA portfolio, a simulation and analysis (S&A) leader in CIMdata’s market research on the S&A segment. Manufacture leverages the DELMIA portfolio, also a market leader in digital manufacturing, another segment of CIMdata’s PLM market definition, whose vision was dramatically expanded with the 2018 acquisition of IQMS, an independent enterprise resource planning and manufacturing execution system provider rebranded as DELMIAWorks. Marketing support comes from elements of the ENOVIA, 3DVIA, and 3DEXCITE portfolios, including their Marketplace offering. Finally, Governance is enabled using the 3DEXPERIENCE platform, with dashboard/mashup capabilities ably provided by NETVIBES.

Mr. Bassi admitted the company wanted to expand their audience, using 3D as a universal language to imagine what is possible, all powered by the 3DEXPERIENCE platform. Like some of its PLM competitors, Dassault Systèmes is refactoring capabilities from their on-premise applications and using them as building blocks to support new use cases. This is important for customers of all sizes but particularly for the mainstream market segment such as the SOLIDWORKS community. CIMdata believes that PLM is not just for big companies. It is not the size of the company that makes PLM important, it is the complexity of the products and value chains used to create them. And in our smart, connected future just about everyone (and everything) will be on someone’s digital thread. Product data management (PDM) systems are not really up to the product development, manufacturing, and support challenges of complex product lifecycles, including acting as a nexus for the digital thread.

Mr. Bassi also announced a new offering, SOLIDWORKS Cloud, which he claimed was the “new generation of cloud-based CAD.” It includes multiple existing SOLIDWORKS-branded (browser-based)

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offerings: 3D Creator, 3D Sculptor, 3D Sheet Metal Creator, 3D Structure Creator, Manufacturing Definition Creator, and 3D Render. All of these offerings are built on the CGM geometric kernel. Making SaaS offerings easier to consume is important to meeting market expectations, driven in part by things like the consumerization of IT. Easy to consume does not necessarily mean easy to use, however, so CIMdata hopes that typical user workflows between tools are readily and capably supported.

Dassault Systèmes' CEO and Vice Chairman, Mr. Bernard Charlès, joined Mr. Bassi on the virtual stage to share the strategic direction for the company. We are all in the Experience Economy stated Mr. Charlès, which triggers new expectations. Virtual twins are becoming more commonplace, and Dassault Systèmes wants to make them accessible to all, eventually making those virtual worlds mainstream. In reality, Dassault Systèmes and its main competitors have been enabling virtual worlds before the “metaverse” became a topic of conversation.

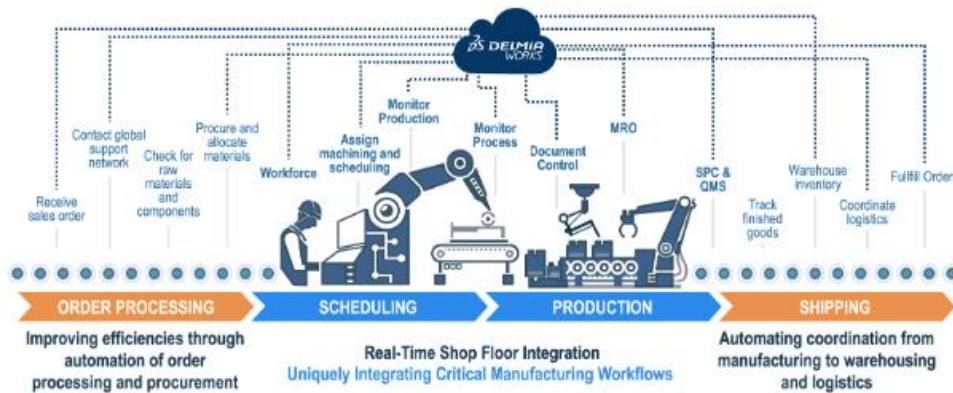
The DraftSight Keynote brought the conversation back to something more concrete. For all of the talk about 3D CAD and models, much of the world still relies on 2D CAD to support their businesses. Dassault Systèmes introduced DraftSight in 2010, a Windows application that allowed users to create, edit, and view DWG files, the standard format used by AutoCAD, the long-time 2D CAD market leader from Autodesk. (Dassault Systèmes now also offers versions for the Apple Macintosh and Linux machines.) Dassault Systèmes has continued to enhance the product since then and claims millions of users. In this session, they promoted how DraftSight, SOLIDWORKS, CATIA, and the 3DEXPERIENCE platform could be used in combination to help organizations imagine, design, and build new products. They clearly see DraftSight users as possible customers who need to be convinced of the utility and value of their platform. While those companies might benefit from using a platform to power their business, CIMdata believes it will be a harder sell to this group, and one requiring extreme simplicity in packaging, purchasing, and ease-of-use to entice them to the table. That said, this session included several DraftSight customers that described how their PLM journeys led to DraftSight and interest in the 3DEXPERIENCE platform.

Later that day in a Q&A session with Mr. Bassi and Mr. Kumar, the duo took questions from an audience of industry analysts and the trade press. Mr. Bassi claimed that SOLIDWORKS has about 25% of 3D CAD seats globally and strong growth is continuing. While Dassault Systèmes no longer publishes SOLIDWORKS sales number by seat, Mr. Bassi also claimed over 1 million commercial seats, with over 92% on maintenance. (In a later session, Mr. Suchit Jain suggested SOLIDWORKS might have 6 million users in total including students and academic institutes.) They also made an important point in this session. The desktop architecture as a technology stack has reached its limits. A lot of applications that users need require computing power that cannot be easily delivered to the desktop, like simulation and new capabilities like generative design. Leveraging the cloud as part of the user workflow helps companies of all sizes bring those capabilities to more users. Data centers may be, in effect, today's “computers” but both men expressed their commitment to continue to enhance the SOLIDWORKS portfolio on-premises and continue to look for high-value opportunities to leverage the cloud.

On February 8, the DELMIAWorks Keynote session provided a deep dive into DELMIAWorks, Dassault Systèmes' rebranding of IQMS. This acquisition brought a strong product powered by a global team of over 300 professionals, including professional services and managed services offerings. Ms. Cheri Williams, their CEO, led off the session. She described DELMIAWorks as a proven, single database solution refined to meet customer needs over their 30-year history. Figure 1 illustrates how the company positions their end-to-end solutions for mid-market manufacturers. Ms. Williams described 2021 as a year of transitions for the company and their customers. It was a beginning of a return to

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normal, with many customers having pivoted during the pandemic to meet the emerging needs of the pandemic, like PPE and COVID-19 testing products, and supply chain refactoring. DELMIAWorks helped enable these rapid changes.



*Figure 1--The DELMIAWorks End-To-End Solution for Mid-Market Manufacturers  
(Courtesy of Dassault Systèmes)*

As for DELMIAWorks, 2021 brought improved business and technical integration with Dassault Systèmes and its broader portfolio. Ms. Williams claimed the business integration is complete and there has been substantial progress in solution integration. She claimed that their Professional Services arm helped 95 sites in 56 companies go live with DELMIAWorks in 2021. They also claim they enabled 45 channel partners globally in 22 countries in 2021, and are continuing that expansion to more partners and countries in 2022. The company is responding by increasing product translation and localization, including to country-specific accounting standards. Mr. Bassi followed Ms. Williams, providing insights into 3DEXPERIENCE Works and how it fits into the overall strategy and metrics for Dassault Systèmes. In 2025, the company plans to have 3DEXPERIENCE account for two-thirds of their software revenue. In that same year, they expect one-third of their software revenues to come from cloud-based solutions.

Dassault Systèmes has also increased their emphasis on makers and entrepreneurs across the company and it makes sense that SOLIDWORKS is leading the charge. A February 8 session entitled “Makers, Makers, Makers” emphasized that many of their users bring their passion for innovation to their own projects but design software was too expensive for casual users. SOLIDWORKS for Makers is focused on filling this gap, an offering for personal or hobby use that can result in a maximum of \$2,000/year in revenue from using it (think Etsy). It includes what the company described as “next-generation cloud-based design tools powered by artificial intelligence” that is all “wrapped up in a fun to learn UI.” Dassault Systèmes believes that there are 60 million makers out there, if you count arts and crafts, and they believe that their Maker offer (\$99/year or \$9.99/month) offers the right mix of functionality at a reasonable price to be a hit in this market. It brings technology from across the Dassault Systèmes portfolio, including DELMIA Machining, a market leading CAM product as illustrated in CIMdata’s market research on the CAM market segment.

## Conclusion

The 2022 3DEXPERIENCE World highlighted the challenges and opportunities for SOLIDWORKS and Dassault Systèmes to reach their expanding addressable market in manufacturing. They have made great strides in building new capabilities and leveraging the considerable assets of the company. Across the three-day event, a picture of how Dassault Systèmes is evolving the SOLIDWORKS solution

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became apparent. In the day three keynote, Mr. Suchit Jain, Vice President of Strategy and Business Development, spoke of the three classes of solution that SOLIDWORKS delivers: cloud-native, desktop-based, and cloud-extended, a hybrid class of a desktop app running in the cloud and interfaced through a browser. While the historic version of SOLIDWORKS will continue to be desktop-driven, Dassault Systèmes has expanded its portfolio with 3DEXPERIENCE Works, a collection of cloud-based apps for design, drafting, and validation built atop Dassault Systèmes' CGM geometric kernel. With these new apps developed on the 3DEXPERIENCE platform, the company has opened many new paths for product improvement.

To bring new capabilities to their different audiences, Dassault Systèmes is refactoring capabilities from their on-premises market leading brands, using them as building blocks to support new use cases. But in listening to the sessions the branding is confusing. For example, their users do not want or need to know the specific capability or user role as it was originally developed by a specific Dassault Systèmes brand. They just want to use it as easily as possible as part of their workflow. Perhaps the company could say "SIMULIA Inside" or emphasize that Dassault Systèmes is bringing technology used by global market leaders, right-sized for those smaller companies that need it. The other challenge to overcome for these small prospects is licensing. In general, PLM licensing is known for its complexity. But this is just the opposite of customer expectations for business software today, particularly cloud-based SaaS offerings, which are most often easy to buy and to rapidly begin using productively. This will be an on-going challenge but an important one, as CIMdata agrees that it will be increasingly difficult to support user needs only on the desktop. CIMdata plans to learn more about the packaging and pricing of these offerings to better understand if they are indeed meeting the markets' cloud-based SaaS expectations.

## ***CIMdata to Host a Free Webinar on Why Digital Twins are a Big Deal***

18 February 2022

CIMdata, Inc., the leading global product lifecycle management strategic management consulting and research firm, announces a free educational webinar, "Digital Twin - Why the big deal?" The webinar will take place on Thursday, March 10, at 11:00 a.m. (EST) and last for one hour.

The digital twin concept has legs. Most solution providers have included the digital twin in their marketing material, if not their products. This webinar will examine CIMdata's view on digital twins, what they are, why they are important, some of the challenges in implementing a digital twin, including the need for a functioning digital thread/web, and remedies to the challenges. This webinar will help attendees:

- Learn how CIMdata's PLM definition is different from other market influencers.
- Understand CIMdata's solution provider-neutral definition of the digital twin, digital thread (i.e., a digital web), and underlying concepts.
- Learn how to use these definitions and educate executives and team members.
- Learn about CIMdata's approach to developing requirements and a roadmap to define and implement a digital thread/web and digital twin capabilities.

According to webinar host Tom Gill, CIMdata's Practice Manager for PLM Enterprise Value & Integration, "The use of the digital twin term has grown rapidly over the past few years and is becoming a high-priority strategy in many industrial companies. In CIMdata's discussions, we find that understanding the benefits and how to achieve them are immature. This webinar will help attendees better understand what a digital twin is, what it can do, and how to implement it."

# CIMdata PLM Industry Summary

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Tom Gill has 35 years of experience applying computer-based solutions to engineering and manufacturing. Before joining CIMdata, he worked as an independent PLM consultant after spending more than 20 years at high-volume manufacturing companies. Mr. Gill has worked in numerous industries, including fabrication & assembly, food & beverage, defense, chemical, and medical devices. He has executed PLM strategy projects, solution evaluation and selection projects, deployment planning, and training development for industrial clients.

This webinar will help anyone responsible for defining and managing product information-related business processes, such as directors and managers in the areas of product development, manufacturing, and service.

During the webinar, attendees will have the opportunity to ask questions about the topics discussed. To find out more, visit: <https://www.cimdata.com/en/events/event/684-webinar-digital-twin-why-the-big-deal>. To register for this webinar, please visit <https://register.gotowebinar.com/register/5104865781159799821>.

## ***CIMdata to Participate in a Webinar on Design for Manufacturing***

17 February 2022

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that Tom Gill, Practice Manager for PLM Enterprise Value and Integration, will participate in a webinar organized by HCL Technologies (HCL). The webinar, “Design for Manufacturing: A Critical Digital Transformation Element,” will occur on Thursday, 24th February 2022, at 8:30 AM PST / 5:30 PM CET.

Digital transformation is a significant trend in manufacturing companies and requires new automated ways to leverage digitalized information. While technology is available for implementing a model-based enterprise (MBE) strategy, many companies still use drawings and various siloed repositories as their sources of truth, thus breaking the digital thread.

Speakers from HCL and CIMdata will be joined by a representative from Whirlpool Corporation, who will share how Whirlpool is leveraging HCL DFMPPro for accelerating digital transformation.

Additionally, webinar attendees will learn:

- CIMdata’s view of Digital Transformation trends across manufacturing companies.
- How global companies leverage Model-Based Engineering/Design technologies to avoid breaking digital threads.
- How to reduce product design rework by 20%, manufacturing cost by 12%, and time-to-market by 10%.

To learn more or to register for this free webinar, visit <https://www.cimdata.com/en/events/cimdata-supported-events/event/683-webinar-design-for-manufacturing-a-critical-digital-transformation-element>.

## **Acquisitions**

### ***Altair Acquires Cassini to Accelerate Development of Digital Thread Technology***

16 February 2022

Altair, a global leader in computational science and artificial intelligence (AI), acquired Cassini, a next-generation cloud native technology for Industry 4.0. With the acquisition, Altair deepens its expertise

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and strengthens its ability to offer digital thread solutions via the Altair One cloud platform.

A digital thread provides a 360-degree view of conceptualized product data, streamlines and accelerates new product development, and improves processes, creating a seamless experience between the digital and physical worlds.

"Led by visionary founder and industry veteran in both mechanical and electrical data management solutions, Raghuram Tera, Cassini brings innovative technology and an incredibly talented team to Altair," said James R. Scapa, founder and chief executive officer, Altair. "Upon integration, customers will have a comprehensive view of digital thread activities in the simulation portion of the PLM value chain, creating a differentiated journey and value for design engineers, simulation engineers, production engineers, engineering data scientists, and IT/ HPC administrators."

The ability to manage high fidelity system data of all types across engineering, quality, service, and more is critical to fully unlock the potential of AI-based simulations. Altair One's best-in-class top-down and bottom-up simulation data management capabilities coupled with Cassini's applications and technology will provide a closed loop product verification and validation platform.

"We are proud to have built a world-class unified cloud platform that simplifies and accelerates product development cycles and manages entire product lifecycles from concept to customer," said Raghuram Reddy Tera, Cassini. "Altair is a significant player in the PLM value chain and it's a natural and exciting opportunity for Cassini to join the Altair team."

Cassini is based in Hyderabad, India.

## ***IBM Acquires Neudesic, Leading Microsoft Azure Consultancy***

15 February 2022

IBM announced it has acquired Neudesic, a leading U.S. cloud services consultancy specializing primarily in the Microsoft Azure platform, along with bringing skills in multicloud. This acquisition will significantly expand IBM's portfolio of hybrid multicloud services and further advance the company's hybrid cloud and AI strategy.

IBM continues to invest in its hybrid cloud and AI strategy, expanding its cloud services technology, skills and capabilities to meet the growing demand of clients' hybrid cloud needs. Including Neudesic, IBM has acquired more than 20 companies -- 12 in IBM Consulting alone -- since Arvind Krishna became CEO in April 2020. Today's news builds upon IBM's prior acquisitions of cloud transformation capabilities, including Sentaca, SXiQ, BoxBoat, Nordcloud and Taos.

To improve operational agility, businesses are investing aggressively in their application portfolio, and according to IDC, 69 percent of companies worldwide view application modernization as a top or high priority<sup>2</sup>. The ability to accelerate digital transformation through application development, modernization and data capabilities, powered by the cloud, plays a significant role in achieving their operational goals. Yet enterprises are facing an acute cloud-native skills shortage.<sup>3</sup>

"As one of the leading cloud platforms, Microsoft Azure is key to many of our clients' ability to modernize and innovate," said John Granger, Senior Vice President, IBM Consulting. "Neudesic adds deep Azure cloud, data engineering and data analytics expertise to accelerate our clients' hybrid cloud journeys. This builds upon IBM's prior acquisitions of cloud transformation capabilities last year."

"Customers are driving incredible acceleration across Microsoft cloud services, and it's more important than ever to have trusted partners, like IBM, skilled in our technology," said Judson Althoff, Executive Vice President and Chief Commercial Officer, Microsoft. "Neudesic and Microsoft are enabling

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enterprises to achieve their business outcomes with our Azure platform, leveraging a combination of services and IP. With this acquisition, IBM Consulting is gaining even more capabilities and assets to help customers succeed on their digital transformation journeys."

Headquartered in Irvine, California, Neudesic has more than 1,500 cloud and data experts located across the U.S. and in India. Neudesic provides a full scope of digital transformation services across advisory, application development, cloud migration, DevOps, integration, data engineering, data visualization and hyper-automation. As a top Microsoft global solution partner, Neudesic has deep expertise in technology transformation and delivering Microsoft Azure cloud services to clients across the health and life sciences, financial services, energy and utilities, professional services and retail industries.

Neudesic's cloud and data consultants will join IBM Consulting's growing hybrid cloud services business, enhancing IBM's ability to help clients meet their business needs with multicloud technologies. Neudesic extends IBM Consulting's skills and certifications across the hybrid cloud ecosystem including Microsoft, AWS, Google Cloud Platform, Databricks, Snowflake, Denodo, Kubernetes, MuleSoft, RedHat, Salesforce, UiPath, SAP and Oracle.

"As a Microsoft Gold Partner with multiple Azure competencies, Neudesic is excited to enhance IBM's hybrid cloud strategy with extensive Azure capabilities," said Parsa Rohani, Co-Founder and CEO, Neudesic. "The combination of our capabilities with IBM's hybrid cloud vision and scale will drive even more impactful innovation for clients."

Financial details of the deal were not disclosed. IBM and Neudesic signed a definitive agreement leading to today's acquisition in IBM's fourth quarter 2021.

## ***Sandvik completes the acquisition of the tube engineering solutions company Gerling GmbH***

15 February 2022

Sandvik has completed the previously announced acquisition of the German based company Gerling GmbH, a precision tube engineering company serving multiple industries including the fast-developing hydrogen market. The offering includes innovative engineering solutions, such as high-pressure control technology in hydrogen refueling stations.

In 2020, the company had revenues of approximately SEK 90 million and an EBIT margin neutral to Sandvik Materials Technology.

The company will be reported in Tube, a division within Sandvik Materials Technology.

## **Company News**

### ***Agiloft And Ready Computing Announce Partnership To Bring Enhanced CLM To The Healthcare Marketplace***

15 February 2022

**Agiloft**, the global standard in no-code contract lifecycle management (CLM), announced a strategic partnership with Ready Computing to enhance the use of the Agiloft platform in the healthcare marketplace.

A leader in healthcare IT services and solutions, Ready Computing is recognized for its in-depth expertise in healthcare interoperability and large-scale connected care solutions. With its extensive system integrator (SI) knowledge and understanding of the challenges facing healthcare organizations,

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Ready Computing is an ideal service partner for the introduction of Agiloft as an integrative business solution.

“We are very excited to partner with Ready Computing to both expand possibilities and increase productivity in the healthcare enterprise,” said Elisabeth Bykoff, VP of Global Alliances at Agiloft. “We are committed to building a rich partner ecosystem by bringing in world-class partners that can complement our technology. With healthcare as one of our largest industry segments, Ready Computing’s expertise and wide range of experience add significant value to our clients.”

Implementation of CLM increases enterprise efficiency through the customization and automation of complex workflows, allowing healthcare clients to allocate more resources toward improved care and outcomes. A leader in the CLM industry, Agiloft’s **Connected Experiences** accelerate enterprise contract transformation by enabling integration with existing enterprise ecosystems, while Ready Computing’s solution, implementation, and development capabilities serve to unlock more potential from the platform.

“Delivering meaningful solutions, and earning the trust of our clients in the process, is our top priority. When we look for partners, we seek those that share our values and at the same time provide the products we need to solve real-world business problems in healthcare,” said Michael LaRocca, Ready Computing CEO. “Agiloft not only offers a best-in-class platform for contract transformation, but also offers a strategic partner program in which companies like ours can thrive. In fact, we were first an Agiloft customer and found ourselves so impressed with their platform that we then became a certified implementation partner. We are very pleased to have added Agiloft to our portfolio of strategic partnerships and very much look forward to continued success together.”

## ***CIMPA and ESI Group collaborate on PLM interoperability solutions***

16 February 2022

**CIMPA, a major player of PLM (Product Lifecycle Management) consulting and services, and ESI Group providing reliable software solutions anchored on predictive physics modeling and virtual prototyping expertise, announce the signature of a collaborative partnership. Both companies aim at providing manufacturers with Virtual Reality (VR) solutions that can be seamlessly integrated in existing PLM environments and processes.**

The combination of CIMPA's know-how in PLM solutions integration and digital product mock-up management with ESI's virtual prototyping expertise opens new perspectives for manufacturers: improving and redesigning work methods from a human-centric or first-person point of view through all the product development phases. The purpose of this cooperation is to enable industrial companies to achieve “first time right” product development and to identify non-conformities with less physical prototyping. By seamlessly bridging product design, manufacturing engineering, and maintenance planning, the benefits are tangible, particularly for the aerospace industry: accelerate development time, reduce costs, and shorten time to market.

This innovative approach also fosters continuous improvement of business processes and supports sustainable practices: the validation processes, from the design phases to the production and the implementation, often long, sometimes successive, or parallel, can be a source of delays or complexity. Now they can be enhanced and made easier by technologies such as Augmented, Virtual and Mixed Reality so to avoid waste of resources and be more cost-efficient. For instance, Virtual Reality enables design choices or maintenance operations testing ahead of time and thus accelerate the decision-making.

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

7 February 2022

CNC Software, LLC, the developers of Mastercam, announced that Nicolas Le Moigne has been hired in the role of Director of Sales for Europe, Middle East, and Africa (EMEA). Mastercam is the world's most widely used CAM software in both domestic and international markets. Le Moigne will lead efforts to support the brand's ongoing market dominance and further develop the company's position as a global leader in manufacturing technology.

Nicolas Le Moigne comes to CNC Software with a wealth of experience within the industrial and manufacturing industry, with his 21 years of experience working in the CAD/CAM area, from technical positions through Sales and Management. Based in Brittany, France, he joins CNC Software as the Director of Sales to continue to build on Mastercam's success.

"I'm very proud to join the CNC Software family at such a critical time of growth," said Le Moigne. "I look forward to working and sharing with a team of talented people to solve daily stops and to go ahead with tomorrow's plans to leverage results through people and skills. As a leader in the CNC industry, it is also important for Mastercam to focus on inspiring the next generation of machinists, programmers, and engineers."

Sandy Moffat, Chief Market Officer, commented, "As we continue to grow our brand and presence, we are thrilled to have Nicolas join our ever-expanding team. He comes to us with a very solid background in the CAM industry, and with experience that will help benefit CNC Software worldwide."

## ***Digital Twin Consortium Announces Liaison with American Institute of Aeronautics and Astronautics***

17 February 2022

The Digital Twin Consortium® and the American Institute of Aeronautics and Astronautics (AIAA) have entered into a liaison agreement to create and develop digital twin enabling technologies. The goal is to accelerate the adoption and monetization of digital twins in the aerospace community.

Both have agreed to the following:

- Collaborating on standards requirements
- Realizing interoperability by harmonizing technology components and other elements
- Aligning work in Digital Twin Consortium horizontal domains for adoption within vertical environments and use cases, proof of concepts, and programs, including:
  - Technology, terminology, and taxonomy
  - Security and trustworthiness
  - Conceptual, informational, structural, and behavioral models
  - Enabling technologies such as simulation and AI
  - Case study development from initial concept through operational analysis
  - Open source for reference implementations

"We are excited about working with AIAA and its vast network of aerospace professionals," said Dan Isaacs, CTO, Digital Twin Consortium. "Through our collaboration, we will advance the use of digital twins in aerospace industries."

"AIAA is pleased to work with the Digital Twin Consortium," said Mat French, Chair of the AIAA

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Digital Engineering Integration Committee, and Staff System Engineer and Architect at Northrop Grumman. "We bring our aerospace perspective to the Digital Twin Consortium and look forward to learning from other sectors."

Digital Twin Consortium and AIAA will exchange information through regular consultations, seminars, and more.

"AIAA members who are at the forefront of digital transformation in aerospace are sharing their insights with other AIAA members," commented Dan Dumbacher, AIAA Executive Director. "Our partnership with Digital Twin Consortium is a natural outcome of letting our members lead the way on innovative new content and programming."

## ***Infor Extends Commitment to Sustainability in Fashion with Made2Flow Partnership***

16 February 2022

Infor, the industry cloud company, announced it has formed a partnership with Made2Flow, a tech company specializing in analysis and validation of environmental data in the fashion industry. The relationship will support global fashion brands looking to increase transparency of the production supply chain through traceability and impact measurement solutions across tiers one to four.

Consumer-driven interest in the environmental impact of purchases is driving the fashion industry and brand owners towards providing more information on the sustainable credentials of their products.

This means fashion brands are under increasing pressure to introduce more sustainable manufacturing processes, and be transparent in communicating these practices, both to consumers and to regulatory authorities.

The only way to understand how sustainable different products are is by measuring their environmental impact in relation to CO<sub>2</sub>, water and other environmental indicators. The process of measuring the extent of a brand's environmental impact is both complex and time consuming. It requires tight engagement from the brands and their production partners, to gather, normalize and validate the necessary data.

Infor and Made2Flow will support this process through automating environmental impact calculations, which leverage machine learning to bridge potential gaps, to provide credible and transparent results. Infor's product lifecycle management (PLM) capabilities will dovetail with the Made2Flow platform, providing crucial data for impact measurement purposes, with the collaboration set to enable fashion companies to continuously measure the environmental impact of products to meet targets and reassure stakeholders.

"Infor already has more than 1,000 fashion customers globally and is well positioned to extend its proposition to encompass enhanced sustainability analysis and reporting. With the demands of today's fashion market in sharp focus, not only can Infor reduce design and development time by up to 50%, its partnership with Made2Flow will afford fashion companies greater visibility of impact measurements across their supply chain, and identify areas that can be improved to minimize carbon footprints," comments Helene Behrenfeldt, Infor's industry and solution strategy director for the fashion industry.

"Through capturing data from the entire supply chain, from yarn suppliers and fabric companies to garment producers, Infor and Made2Flow have the means to facilitate meaningful, real time on impact measurements for a given collection or style, to provide a benchmark from which to deliver improvements, and to facilitate the transparency consumers and governments increasingly demand."

"At Made2Flow, we developed technologies to overcome data gaps and data validation to finally be able

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to measure entire collections continuously in a credible manner. Thanks to our Bill of Processes (BOP) engine, we manage to normalize data and allow brands and suppliers to understand their impact hotspots. Developing regulations force fashion brands not only to use impact measurement as a consumer-facing solution but, for internal purpose, to control in real time impact reduction activities. Thanks to the collaboration with Infor, brands will be able to accurately measure their sustainability efforts and drive to faster impact reduction as an intuitive working tool. At Made2flow, we are great believers of partnerships such as this one. It is the only way to transition to a low-impact industry,” comments Tal Shogol, CEO of Made2Flow.

## ***Infosys BPM to Hire 400 Skilled Workers in Costa Rica by 2022 to Power Regional Business Growth***

15 February 2022

Infosys BPM, the business process management arm of Infosys, a global leader in next-generation digital services and consulting, announced plans to hire 400 skilled customer services workers in Costa Rica. The new employees will join a workforce of highly skilled talent that operates at the cutting edge of innovation in the digital space and will support the world’s largest organizations in navigating their digital transformation journeys. In line with Infosys’ global mission to develop tomorrow’s workforce through continuous learning and upskilling, Infosys BPM will provide critical training and growth opportunities to new hires to help ensure success in their respective roles. This will also contribute to the long-term digital aspirations of the Costa Rican government and its citizens.

Infosys BPM in Costa Rica currently has a skilled workforce of more than 300 people across a diverse portfolio of services, including sales and fulfillment, sourcing and procurement, customer services, legal process management, human resource outsourcing, and Robotic Process Automation (RPA). The 400 new employees will be hired at multiple job levels and will be distributed across these service lines, with a primary focus on customer service.

The company will collaborate with CINDE, the Costa Rica Investment Promotion Agency which is a private, non-political, and nonprofit organization dedicated to driving sustainable productivity and investment with a purpose, to leverage its business ecosystem in the region and recruit top talent for the new roles.

**Anantha Radhakrishnan, CEO & Managing Director, Infosys BPM**, said, “Infosys BPM is committed to growing its operations in Costa Rica and helping generate new employment opportunities in the country. Costa Rica, with its proximity to the US, friendly business policies, conducive infrastructure, and quality of talent, presents a stellar opportunity for us to grow our presence in Latin America. Hiring the best of talent builds on our long-standing commitment to developing a highly-skilled workforce in Costa Rica, and further underlines our focus on relentless innovation to deliver consistent business value and an exceptional client experience. This will be another significant step in our continual journey to deliver digital transformation for our clients through digital technology and human-ware, based on the solid foundation of business domain expertise, design thinking, and empathy.”

**The President of Costa Rica, Carlos Alvarado**, thanked the company for its continued commitment to Costa Rica. It has plans to more than double its workforce and anticipates that it will continue to grow throughout 2022. The President stressed that this growth comes thanks to Costa Ricans’ high level of professional training and promised to "continue promoting improvements to our human talent, as we have been doing via English training through the National Institute of Apprenticeship and other public-

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private associations, both inside and outside the Greater Metropolitan Area. Our goal by 2040 is for everyone, in any part of the country and all education system graduates, to be bilingual, thus opening the doors to opportunities and quality employment.”

The announcement is part of Infosys BPM’s strategy to enhance its portfolio of international clients and overall business growth. This is in line with its expansion plans in Costa Rica and the overall focus on enhancing communities in which the company operates.

**The Minister of Foreign Trade, Andrés Valenciano**, commented, “Results from our policies that support a favorable investment climate have paid off in the growth of companies such as Infosys in Costa Rica. The services sector continues to be a driver of quality employment that generates knowledge opportunities in highly innovative areas, such as digital transformation. The foreign trade sector will continue promoting quality proposals, so that more multinational companies, such as Infosys, continue to grow and foster business with a purpose in our country.”

**Jorge Sequeira, Managing Director of CINDE**, said, “Costa Rica has long been committed to building its knowledge services sector and establishing technology clusters that excel in an array of areas. That includes engineering support, software development, legacy system support, cloud services, and cybersecurity. Under CINDE’s guiding principles of People, Planet, & Prosperity, we are creating opportunities for global enterprises to improve their ESG operations while adding to their bottom line in a responsible way. We congratulate Infosys BPM for its continuous growth and its commitment to our local talent”.

## ***Infosys Named Foundational Partner in Launch of Google Cloud Cortex Framework***

16 February 2022

Infosys, a global leader in next-generation digital services and consulting, announced it has been named a Foundational Partner for the launch of Google Cloud Cortex Framework. As a Foundational Partner, Infosys will help clients accelerate digital transformation and power new business capabilities with its market-leading data, analytics and AI expertise. Infosys will take advantage of Google Cloud Cortex Framework, along with its strong experience in SAP and Google Cloud ecosystems, to deliver better business outcomes. Through this partnership, Infosys will enable its clients to build transformational digital capabilities that are crucial to evolve new business and operating models.

Google Cloud Cortex Framework allows enterprises to kickstart insights and reduce the time to value with reference architectures, packaged services, deployment templates, and accelerators to guide them from planning to delivery, and getting set up quickly. Infosys brings deep functional and technical experience in supporting SAP customers, along with strong process knowledge across industry domains. Infosys Cobalt, in addition, brings a successful track record in helping businesses transform using Google Cloud. Infosys will be instrumental in helping Google Cloud Cortex Framework customers garner line of business and industry-specific insights. Infosys’ role as a Foundational Partner will help clients reap further benefits from the Framework by enabling them to build their insights-driven digital enterprise.

**Satish HC, Executive Vice President, Co-Head of Delivery, Infosys**, said, “Infosys is excited to partner with Google Cloud to drive the adoption of Google Cloud Cortex Framework, unlocking value from SAP and non-SAP data to power new insights and business models across industries. Google Cloud Cortex Framework complements Infosys Cobalt, bringing together our data analytics, AI, SAP and cloud capabilities to solve our clients’ biggest business challenges, accelerate their transformation journey, and maximize return on their digital investments including SAP.”

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Google Cloud Cortex Framework enables enterprises to deploy templated solutions from Google Cloud and Foundational partners like Infosys. The Framework offers cost-effective solutions to real-world business complexities with Infosys bringing in crucial domain expertise across industries to accelerate solutions. Infosys Cobalt helps enterprises capitalize on the insights value chain, with the Framework's plug and play dashboard templates presenting deep insights from sales, orders, products and customers. This presents a great alternative to conventional in-house efforts that are often more risky, complex, and cost-intensive. Google Cloud Cortex Framework, along with templated solutions from Google Cloud and Infosys Cobalt, offers a scalable technology strategy for the future, creating a reusable architecture that can adapt and expand to include emerging new scenarios.

**Abdul Razack, Vice President, Solutions Engineering at Google Cloud**, said, "We are excited to partner with Infosys to leverage their strength and expertise in data and analytics and to be a part of this journey to enrich the business transformation experience for our customers. Together, delivering packaged solutions from Infosys and Google Cloud Cortex, customers can more rapidly deploy and drive value for their organizations."

Google Cloud Cortex Framework is envisioned to be a 'content factory' that will expand to address new use cases, incorporate best practices, industry scenarios, and build on its cumulative experiences in enterprise environments. Infosys Cobalt, in tandem, brings to enterprises the advantage of over 300 industry cloud blueprints, and a continuously expanding array of industry solutions and assets. Additionally, Google Cloud Cortex Framework offerings will be further strengthened with Infosys' solid industry expertise and the richness of Infosys Cobalt offerings, providing new improved approaches to solve stubborn business problems, faster.

## ***iPoint commits to ambitious climate target***

17 February 2022

iPoint has set an ambitious climate target which has been validated by the Science Based Targets initiative (SBTi). SBTi has approved the targets covering greenhouse gas emissions from iPoint's operations (scopes 1 and 2) as consistent with reductions required to keep global warming to well-below 2°C, a goal in line with the Paris Climate Agreement of 2015. In the long term, the Germany-based software company with 14 locations around the globe is ambitious to bring its measures in line with the 1.5°C target.

SBTi is a partnership between the Carbon Disclosure Project (CDP), the United Nations Global Compact (UNGC), World Resources Institute (WRI), and the World Wide Fund for Nature (WWF). The initiative helps participating companies establish science-based targets to reduce greenhouse gas emissions and independently assesses companies' targets. "In our two-decade company history, we have focused on people and their impact on the environment, thus defining sustainable action, including measures and tools supporting the protection of the environment and climate, as central pillars and motivating factors from the start," Joerg Walden, founder and CEO of iPoint, explains. "In our products and services as well as in our corporate measures, we continuously put this into practice. Joining other ambitious businesses and financial institutions working with the SBTi to reduce their emissions in line with climate science is only a consistent further step in this direction."

Since 2017, iPoint has been a member of the United Nations Global Compact, the world's largest voluntary corporate sustainability initiative. Additionally, since 2019, Dr. Katie Boehme, Director People & Communications at iPoint, has been an elected member of the steering committee of the German Global Compact Network as a business representative. iPoint is also actively committed to sustainability goals within the company. For example, within the last year, the number of alternatively

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powered company cars has been increased from 20 to 30 percent. In addition, iPoint only uses electricity from renewable sources at its two largest German locations in Reutlingen and Hamburg. To continuously measure and improve the company's environmental performance, iPoint's headquarters in Reutlingen has an environmental management system.

iPoint's product and service portfolio also makes a significant contribution to climate protection. Back in 2012, the company was named Cool Vendor in “Green IT and Sustainability” by technology research and consulting firm Gartner. For more than 20 years, iPoint has been supporting and accompanying companies on their way to sustainability. For example, in the form of the LCA software iPoint Product Sustainability, which companies use to calculate the greenhouse gas emissions of their products over their entire life cycle. Often, more than 80 percent of a company's climate impact occurs in the supply chain. The resulting transparency enables decision-makers to set an optimal course for product development as well as manufacturing and raw material sourcing processes, to reduce greenhouse gas emissions, avoid them altogether through product innovations, or quantify and compensate for the remaining climate impact. “Businesses taking science-based climate action benefit from greater opportunities for innovation and the chance to develop sustainable business models that strengthen investor confidence and improve competitiveness. Through our work, we are very familiar with the subject of measuring and reducing emissions,” emphasizes Joerg Walden. “The clear commitment to limiting global warming to well-below 2°C in line with what the latest climate science says was a matter of course for us. And developing and implementing measures for our own contribution to this target is something we take seriously, but it won't be difficult for us.”

## ***iPoint participates in industrial research project DfC-Industry***

15 February 2022

We are pleased to announce that iPoint-system gmbh and its subsidiary ifu Hamburg are project partners of the industrial research project DfC-Industry (Design for Circularity - Operationalization in industrial product development) coordinated by the Institute for Industrial Ecology at Pforzheim University (INEC). Together with Robert Bosch GmbH and the German Research Center for Artificial Intelligence (Deutsches Forschungszentrum für Künstliche Intelligenz GmbH), iPoint is developing and testing digital solution approaches for the design of industrial products in the sense of the circular economy and energy transition as part of the project.

To enable industrial companies to develop resource-efficient and recyclable products, the entire life cycle of products (from raw material extraction and material selection to the end of use) must be known for industrial product development and design processes. Companies can only then automatically evaluate circular economy improvements – such as lifetime extension, reuse, remanufacturing, or recycling – in terms of economic efficiency, climate friendliness, and resource efficiency. This is exactly what the DfC-Industry research project aims to shed light on using different product development projects of Robert Bosch GmbH to develop a set of rules for a Design for Circularity (DfC) that can support circular economy strategies and business models in the product development process. In parallel, the environmental and resource efficiency assessment of products is to be combined with artificial intelligence (AI) methods and ultimately automated. This includes a data and interface concept of a standard software as well as an interaction concept for the integration of the solution approaches into commercially available computer-aided design and development environments.

After a test and validation phase, the solutions designed in DfC-Industry will finally be prepared and further developed in such a way that they will also help other industrial companies to integrate circular economy and resource efficiency approaches into their respective product development processes. iPoint

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plans to transfer the results of the research project into software and service offerings and also intends to contribute the findings to international standardization processes in the field of circular economy. The dissemination of the findings and solutions from DfC-Industry makes a lasting contribution to the development of recyclable and resource-efficient products in many industry sectors and thus to increasing material and energy efficiency, an indispensable prerequisite for the success of climate protection and sustainability goals.

The entire project is funded for two years by the German Federal Ministry for Economic Affairs and Climate Action (Bundesministerium für Wirtschaft und Klimaschutz) as part of the resource efficiency program in context of the energy transition and is supported by the project promoter Jülich.

## ***John Malone to join ranks with Executive Vice Presidents***

11 February 2022

**Bechtle AG has announced the promotion of John Malone to its team of Executive Vice Presidents. The 48-year-old Irishman has been at the helm of Bechtle direct Ireland since 2010, and, effective on 1 March 2022, will take on the newly created role of EVP IT E-commerce, overseeing the direct sales segment's activities in Ireland and across southern and eastern Europe. Sales activities for international accounts shared across European Bechtle Group companies, as well as international vendor coordination will also fall within his future remit.**

John Malone first joined Bechtle in 2010 and immediately set out to develop Dublin-based Bechtle direct Ltd. into a leading vendor-neutral IT e-commerce partner in Ireland. In 2014, he began to gradually add more and more connecting tasks to his list of responsibilities within IT e-commerce, in particular pertaining to customers who are active on a global scale.

As a new Executive Vice President, John Malone will be implementing the group's IT e-commerce strategy in Ireland, Italy and Portugal, as well as Poland, Hungary and the Czech Republic, working side-by-side with EVPs Mario Düll, who oversees e-commerce in the DACH region, and Konstantin Ebert in charge of France, Spain and the United Kingdom, while also driving the continued internationalisation of Bechtle's IT E-commerce segment. John Malone reports to Jürgen Schäfer, COO IT E-commerce, Bechtle AG, who in turn has direct responsibility for the subsidiaries in Belgium and the Netherlands.

"I am very pleased to have such an outstanding authority on our industry and an internationally recognised and well-connected colleague from within our own ranks take on the critical role of Executive Vice President. John is an esteemed leader within our organisation. He has developed our e-commerce branch in Ireland with a lot of verve, and, most notably, added considerable fuel to the growth of our cross-border business with globally active accounts. He will continue to be a driving force behind the ongoing development of our international activities," says Jürgen Schäfer, COO, IT E-commerce, Bechtle AG.

"I am very excited about my new role as EVP and the responsibilities that come with it, and just as grateful for the trust put in me. I have found a true home in Bechtle and I'm looking forward to contributing my experience and my creativity to drive our continued international success. I can see room for enormous growth and a great future ahead," says John Malone.

John Malone has a diploma in electronic engineering and a Masters in business administration. Before joining Bechtle, he had accumulated 13 years' experience in IT, working for HP and Fujitsu, among others.

## ***PROSTEP MOVES INTO NEW BUSINESS PREMISES IN BÖBLINGEN***

18 February 2022

PROSTEP AG is merging the activities of its various offices in the Stuttgart area in a new office in Böblingen. The decisive factors in choosing the new, modern business premises were the attractive location, the good transport connections, the short distances to the car manufacturer Mercedes-Benz, for which PROSTEP implements numerous large software development projects, and the physical proximity to the PROSTEP subsidiary BHC. She is located in the same building, which makes it easier to work together on joint customer projects related to E/E and software development and PLM/ALM integration.

The attractive premises at Konrad-Zuse-Straße 5 in Böblingen allow the implementation of more flexible working models that combine working from home and office work. Uniformly equipped, high-performance and ergonomic computer workstations are available to employees, no matter where they work. As a result, the flex office concept offers space for additional staff. PROSTEP intends to hire more employees in the current year. On the 324 square meters of office space there are also rooms for meetings, conferences and training courses as well as free spaces for relaxation.

What makes the new office particularly attractive is its central location near the Böblingen train station in the up-and-coming residential and mixed-use area of Flugfeld between Böblingen and the Mercedes-Benz plant in Sindelfingen. "With the move to the new business premises, we are making it clear that customer proximity and in particular proximity to our customer Mercedes-Benz continues to play an important role, especially in Corona times," says Rainer Zeifang, CTO Daimler Projects. "We also take into account the demands of our employees for an attractive and modern workplace."

*Originally published in German. Translated via Google Translate.*

## ***Wipro appoints Jasjit Singh Kang as Head of Digital Operations & Platforms***

17 February 2022

Wipro Limited, a leading global information technology, consulting and business process services company, announced Jasjit Singh Kang as the new head of Digital Operations & Platforms (DOP) of Wipro's iCORE (Integrated Cloud Infrastructure, Digital Operations, Risk and Enterprise Cyber Security Services) business.

Jasjit joined Wipro as a part of the Aight acquisition in 2018 and was instrumental in integrating the business and leading the Asia Pacific operations. With over 28 years of technology and business leadership experience, Jasjit brings his expertise in operations management, technology-based innovation, business development, and relationship management to the role. As a Senior Vice President and Head, he will focus on driving excellence in delivery operations and business growth.

Before Wipro, Jasjit spent seven years in the banking industry with Citibank, Bank of America, and ANZ Grindlays. He has also worked in the Business Process Management industry with leading companies like Genpact (erstwhile GE Capital International Services), WNS and Aon. He served as the Chairperson for the National Association of Software and Services Companies (NASSCOM) Global In-house Centers (GIC) for the North India region.

Jasjit will report to Nagendra Bandaru, Managing Partner - iCORE, Wipro Limited.

"The DOP practice has grown in leaps and bounds over the last six years and our customer requirements continue to evolve every day. I have immense faith in Jasjit's expertise to build the momentum and create futuristic operations for our end customers," said **Nagendra Bandaru, Managing Partner -**

## **iCORE, Wipro Limited.**

**Jasjit Singh Kang, Senior Vice President and Head, iCORE-DOP, Wipro Limited** said, “These are exciting times and Wipro is in a strong position to grow with integrated technology and digital capability. I look forward to leading the team to greater success.”

Jasjit has an MBA from the Central Queensland University, Australia, and is a certified Six Sigma practitioner.

## ***Xometry Introduces Enhanced European Site, Xometry.eu***

16 February 2022

Xometry, a global digital marketplace for on-demand manufacturing, today introduced an enhanced site for European customers, [www.xometry.eu](http://www.xometry.eu), which makes it even easier for buyers to compare and price technologies, materials and finishes in real time. The dynamic and responsive site also lets buyers take advantage of the full functionality of [xometry.eu](http://xometry.eu) from their Android or iOS devices, offering the same seamless file-upload and interactivity as desktop users.

Xometry.eu, which is available in English, German, French and Italian languages, will also be available in Polish and Spanish in Q2 2022, reflecting the expansion of Xometry’s network of buyers and sellers.

“For enterprises large and small, Xometry around the world is quickly becoming a leading solution for accelerating innovation across engineering teams, while also helping manufacturers of all sizes increase their network and grow their businesses,” said Randy Altschuler, CEO of Xometry. “We’re committed to helping the world’s foremost companies tap into critical manufacturing capacity to build the next generation of great products that will fuel our global economy.”

## **Event News**

### ***AVEVA PI World 2022 Showcases Transformative Role of Data in Industrial Innovation***

17 February 2022

AVEVA, a global leader in industrial software, driving digital transformation and sustainability, brings its much-anticipated AVEVA PI World conference to the Amsterdam RAI convention center in the Netherlands on May 16-19, 2022. With insights from The Wellcome Institute’s Dr Catherine Green affiliated to Oxford University and companies including Kellogg’s, Cognizant and Microsoft, the in-person event will serve as a hands-on masterclass of how industry leaders are sharing data and AI-infused insights to spark innovation and set new standards of agility and resilience at a time of rapid change.

At AVEVA PI World, customers will also see first-hand how AVEVA’s solutions can bridge the innovation gap by converting data into actionable insights that drive competitive advantages.

**AVEVA CEO Peter Herweck** said, “We are excited to meet our customers and partners in person at this year’s AVEVA PI World. We look forward to sharing how our expanded portfolio, including the integration of the industry leading PI System, can fuel data-centric growth in the age of performance.

“Data has become the backbone of business operations over the pandemic. When anchored to human ingenuity, it enables the creation of new products and processes that deliver enhanced economic dividends. Sharing those innovations with other stakeholders in the connected industrial economy elevates achievements across the board, transforming economic growth and delivering sustainable value

on every level,” he added.

## **Data-Led Innovation in Real Life**

Delegates at AVEVA PI World 2022 will see how data inspires leading enterprises and thinkers to transform disruption into opportunity – and gain a close understanding of how human insight remains essential to unlocking data dividends and furthering automation gains.

“Data has become central to industrial innovation and is now being collected in greater quantities than ever before. Yet, without human insight to direct and apply that information, the benefits of digital transformation remain limited,” said Michael Dean, Global Director – Power, Controls & Information Systems, Kellogg’s. In a keynote at AVEVA PI World 2022, Dean will outline the role of human ingenuity in the data-driven organization of the future.

Damien O’Connor, Chief Technology Officer, Cognizant – TQS, and an AVEVA PI World 2022 panelist, added: “Data has the capacity to drive innovation, realize sustainability goals and accelerate the fourth industrial revolution. By unifying data with human insight, companies like AVEVA and Cognizant are enabling industries to drive responsible use of resources and reshape the industrial landscape.”

Dean and O’Connor are among a select group of thought leaders and business experts at AVEVA PI World 2022 that will share real-life examples of data-led innovation in action. Highlights from the schedule:

- Herweck’s keynote lays out the business case for data-led operations, using real-life examples to show how connected digital insights generate value for the entire ecosystem.
- Dr Catherine Green of the Wellcome Centre for Human Genetics at Oxford University will explain how data helped develop the Oxford vaccine, an inspiring paradigm for industries.
- Influencer Jahinki Bisselink, former United Nations Youth Representative, will explain the role of Gen Z in provoking digital thinking as it joins the industrial workforce.
- AVEVA’s Executive Vice President of Information Ronan de Hooge and Executive Vice President of Operations Rob McGreevy will share AVEVA’s solutions roadmap, and how the integration of the PI System into the AVEVA Data Hub accelerate values for customers.
- And Lisa Johnston, Chief Marketing Officer and Chief Sustainability Officer, AVEVA, will lead a panel on digital resilience strategies for success in the new normal. She will be joined by speakers from Microsoft and Cognizant.

## **Register for AVEVA PI World 2022**

Public health and safety remain the chief priority at AVEVA PI World 2022. AVEVA will adhere to guidelines from the Dutch government to create a safe experience for all attendees.

## ***FLOW-3D World Users Conference 2022 to take place in Munich, Germany***

15 February 2022

Flow Science, Inc. will hold the **FLOW-3D** World Users Conference 2022 on May 16-18, 2022 at the Maritim Hotel in Munich, Germany. Co-hosted by Flow Science Deutschland, this year’s conference features application-specific tracks, advanced training sessions, in-depth technical customer presentations, and the latest product developments presented by Flow Science’s senior technical staff. Attendees will also enjoy a tour of the BMW Museum as part of the conference’s social events.

Hubert Lang of BMW will be this year’s keynote speaker. Hubert Lang has worked in BMW’s Light

# CIMdata PLM Industry Summary

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Metal Foundry in Landshut, Germany since 1998. Introduced to **FLOW-3D**'s metal casting capabilities in 2005, Lang has led the expansion of BMW's use of **FLOW-3D**. Today BMW uses **FLOW-3D** for a wide range of metal casting processes and special projects. Lang will showcase some of BMW's innovative designs for which **FLOW-3D** has played an indispensable role.

*We're looking forward to an informative and fun conference in Munich. This year's conference is particularly meaningful to us as we reunite with our customers and partners around the world to share and celebrate their technical successes and contributions to society. We're so glad to finally be able to see everyone after so long apart. We are also very pleased to welcome our keynote speaker Hubert Lang to honor our 17 years of partnership with BMW, said Dr. Amir Isfahani, CEO of Flow Science.*

The call for abstracts is now open. Customers are encouraged to share their experiences, present their success stories, case studies and validations, and obtain valuable feedback from their peers and Flow Science staff. Topics include metal casting, additive manufacturing, laser welding, civil & municipal hydraulics, micro/nano/bio fluidics, aerospace, and automotive applications. The deadline to submit an abstract is Friday, March 18.

Advanced training sessions for **FLOW-3D**'s family of products will be offered as part of the conference. Taught by senior technical staff and experts in their fields, advanced training sessions include Version Up seminars for **FLOW-3D CAST**, **FLOW-3D AM**, **FLOW-3D HYDRO** and **FLOW-3D**, as well as a **FLOW-3D POST** session focused on best practice workflows and commonly asked support questions. Registration for the conference is now open.

## Financial News

### ***Capgemini delivers a record performance in 2021***

14 February 2022

The Board of Directors of Capgemini SE, chaired by Paul Hermelin, convened in Paris to review and adopt the accounts of the Capgemini Group for the year-ended December 31, 2021.

*Aiman Ezzat, Chief Executive Officer of the Capgemini Group, said: "Capgemini achieved a remarkable performance in 2021 in terms of growth, profitability and cash generation. This is a successful first step in achieving our 2025 ambition, driven by the acceleration of demand in cloud, data and AI.*

*We are positioned as the strategic partner for our clients to succeed in their digital transformation. Our ability to attract and develop talent is a major asset for our sustained growth. Our recently announced ESG policy enables us to leverage the potential of technology for an inclusive and sustainable future.*

*Building on a good year in 2021, Capgemini will confirm the enhancement of its growth profile in 2022. I have full confidence in the Group's ability to meet our targeted ambition."*

#### **KEY FIGURES**

<i>(in millions of euros)</i>	<b>2020</b>	<b>2021</b>	<b>Change</b>
<b>Revenues</b>	<b>15,848</b>	<b>18,160</b>	<b>+14.6%</b>
<b>Operating margin *</b>	<b>1,879</b>	<b>2,340</b>	<b>+25%</b>

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<i>as a % of revenues</i>	11.9%	12.9%	+1.0 pt
<b>Operating profit</b>	<b>1,502</b>	<b>1,839</b>	<b>+22%</b>
<i>as a % of revenues</i>	9.5%	10.1%	+0.6 pt
<b>Net profit (Group share)</b>	<b>957</b>	<b>1,157</b>	<b>+21%</b>
Basic earnings per share (€)	5.71	6.87	+20%
Normalized earnings per share (€)*	7.23 <sup>a</sup>	9.19 <sup>a</sup>	+27%
<b>Organic Free Cash Flow*</b>	<b>1,119</b>	<b>1,873</b>	<b>+€754 million</b>
Net cash / (Net debt)*	(4,904)	(3,224)	

<sup>a</sup> Excluding a transitional tax expense of €36 million in 2021, compared to tax income of €8 million in 2020.

In 2021, Capgemini's results exceeded all its targets as further raised in October. In a context of strong global economic recovery, the past year highlighted the acceleration in the digital transformation of large corporations and organizations. The Group is reaping the benefits of its investment in innovate offerings and its positioning as a strategic partner for its clients. This performance is also supported by the successful integration of Altran, which has strengthened Capgemini's global leadership in the Intelligent Industry and generated the targeted revenue and cost synergies ahead of plan.

Capgemini reported **revenues** of €18,160 million in 2021, up +14.6% on 2020 published figures. Constant currency growth\* was +15.1%, slightly above the raised target range of +14.5% to +15.0%. Acquisitions had a net impact on growth of 4.9 points, mainly due to the consolidation of Altran from April 1, 2020. Organic growth\* (i.e. excluding the impacts of currency fluctuations and changes in Group scope) is therefore +10.2%.

The solid growth momentum observed earlier in the year continued in the last three months across all Group regions, both in terms of constant currency growth (+12.5%) and organic growth (+13.2%).

**Digital** and **Cloud** services – which account for around 65%<sup>[2]</sup> of Capgemini's activity – accelerated steadily throughout the year, reporting strong double digit growth at constant exchange rates, reflecting the priority given by Group clients to critical digital transformation projects. As expected, the Group also benefited from the synergies generated by the Altran acquisition, in particular in the Intelligent Industry market.

**Bookings** totaled €19,462 million in 2021, a year-on-year increase of +15.8% at constant exchange rates, representing a book-to-bill ratio for the year of 1.07. Bookings rose +10.3% at constant exchange

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rates in Q4 to €5,726 million, corresponding to a book-to-bill ratio of 1.17.

The **operating margin**\* is up by +25% to €2,340 million. At 12.9% of revenues, the margin rate is significantly above the minimum targeted rate of 12.7% as raised last October. This is 1.0 point higher than in 2020 and 0.6 point above the pre-pandemic level (12.3% for fiscal year 2019). This significant increase in the operating margin rate is underpinned by an improvement in the gross margin, supplemented by lower operating expenses driven by the Altran cost synergies and certain cost avoidance in context of the pandemic.

**Other operating income and expenses** represent a net expense of €501 million, up €124 million year-on-year. This increase is mainly due to the €120 million capital gain realized in 2020 on the divestment of Odigo.

Capgemini's **operating profit** is therefore up +22% at €1,839 million, or 10.1% of revenues.

The **financial expense** is €159 million, compared with €147 million in 2020. This slight increase is primarily due to the full-year impact of debt charge associated with the acquisition of Altran.

The **income tax** expense is €526 million compared with €400 million last year. It includes a transitional tax expense of €36 million as opposed to a €8 million income in 2020. Adjusted for exceptional items, the effective tax rate is 29.2%, compared with 33.0% in 2020.

**Net profit (Group share)** rises by +21% year-on-year to €1,157 million, while **basic earnings per share** increase by +20% to €6.87. Excluding the capital gain realized in 2020 on the sale of Odigo, the increase reaches +38% for both financial measures. **Normalized earnings per share**\* is €8.97.

Normalized earnings per share adjusted for the transitional tax expense is €9.19, up +27% year-on-year.

**Organic free cash flow**\* generation totaled €1,873 million, up €754 million on 2020, largely exceeding the €1,700 million target for 2021 as raised twice during the year. This performance primarily reflects the strong growth in Group revenues and the improvement in its operating margin during the year, combined with a marked reduction in working capital.

In 2021, Capgemini invested €369 million net in acquisitions. The Group also paid dividends of €329 million (€1.95 per share) and allocated €200 million to share buybacks under its multi-year program. Finally, the 8<sup>th</sup> employee share ownership plan, set-up in the second half of the year, led to a gross capital increase of €589 million.

The Board of Directors has decided to recommend the payment of a dividend of €2.40 per share at the Shareholders' Meeting of May 19, 2022. The corresponding payout ratio is 35% of net profit (Group share), in line with the Group's distribution policy.

## OPERATIONS BY REGION

### Change in revenues at constant exchange rates

	Q4 2021	FY 2021
North America	+11.1%	+12.0%
United Kingdom and Ireland	+18.0%	+18.3%
France	+4.3%	+10.3%

## CIMdata PLM Industry Summary

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Rest of Europe	+12.7%	+17.6%
Asia-Pacific and Latin America	+35.8%	+27.3%
<b>TOTAL</b>	<b>+12.5%</b>	<b>+15.1%</b>

- **For the full year:**

All Group regions posted double-digit growth at constant exchange rates in 2021, reflecting the sharp acceleration in the Group's activities. This acceleration is also visible in most sectors, but particularly in Manufacturing and Consumer Goods which were heavily affected by the pandemic in 2020. Only the Energy & Utilities sector reported muted growth.

Revenues in **North America** (29% of Group revenues) grew by +12.0% at constant exchange rates, driven mainly by the TMT (Telecom, Media and Technology), Consumer Goods and Manufacturing sectors. The operating margin rate improved further to 15.9%, from 14.8% in 2020.

The **United Kingdom and Ireland** region (11% of Group revenues) had a particularly strong year, with revenue growth of +18.3% at constant exchange rates. This performance was led by the Public Sector, which remained very dynamic throughout the year, and the strong recovery in Financial Services at the end of the year. The operating margin reached a record 18.0%, compared with 15.5% a year earlier.

**France** (21% of Group revenues) reported revenue growth of +10.3% at constant exchange rates, largely driven by a strong recovery in the Manufacturing sector, and, to a lesser extent, the Services and Consumer Goods sectors. The operating margin improved by 150 basis points year-on-year to 10.2%.

The **Rest of Europe** region (31% of Group revenues) grew +17.6% at constant exchange rates, again benefiting from the significant rebound in the Manufacturing sector. This momentum was also supported by a recovery in the TMT and Consumer Goods sectors. The operating margin increased to 12.3% from 11.4% a year earlier.

Finally, revenues in the **Asia-Pacific and Latin America** region (8% of Group revenues) increased sharply by +27.3% at constant exchange rates. Organic momentum increased steadily throughout the year and was supplemented by Group acquisitions in Asia-Pacific. All major sectors therefore reported double-digit growth at constant exchange rates. The operating margin rate is down to 11.5% from 13.0% in 2020.

- **Q4 2021:**

Q4 trends are in line with the previous quarter despite a more demanding comparison basis. At constant exchange rates, the solid underlying momentum in France is partially offset by the impact of the Odigo divestiture.

These regional evolutions are fueled by sector trends that are relatively consistent across regions. All sectors reported growth rates comparable to the previous two quarters, with the Manufacturing (25% of Group revenues), Consumer Goods (13% of Group revenues) and Services (5% of Group revenues) sectors still showing constant currency growth of around 20%. The Public Sector (14% of Group revenues) and TMT (Telecom, Media and Technology, 13% of Group revenues) sectors came next, with constant currency growth of around 10%. Momentum remained strong in Financial Services (22% of Group revenues), while the Energy & Utilities sector (8% of Group revenues) experienced a slight decline.

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## OPERATIONS BY BUSINESS

### Change in total revenues\* at constant exchange rates

	Q4 2021	FY 2021
Strategy & Transformation	+26.0%	+27.0%
Applications & Technology	+16.0%	+13.1%
Operations & Engineering	+6.8%	+18.5%

- **For the full year:**

All Group business lines also reported double-digit growth rates in 2021 at constant exchange rates.

**Strategy & Transformation** consulting services (7% of Group revenues) reported a +27.0% rise in total revenues, reflecting the strong recovery in Group client discretionary expenditure. **Applications & Technology** services (62% of Group revenues and Capgemini's core business) reported a +13.1% increase in total revenues.

Finally, **Operations & Engineering** total revenues (31% of Group revenues) grew +18.5% at constant exchange rates, taking into account the acquisition of Altran and the sale of Odigo. Organic growth was primarily driven by the strong recovery in Engineering services during the year. In addition, both Infrastructure and Cloud services and Business Services showed solid growth.

- **Q4 2021:**

All Group business lines maintained solid momentum in the final quarter of 2021. **Strategy & Transformation** services and **Applications & Technology** services continued to benefit from robust Digital and Cloud demand, reporting growth at constant exchange rates of +26.0% and +16.0%, respectively. **Operations & Engineering** services again reported double-digit growth after adjusting for the scope effect of the Odigo divestiture. This performance was again driven by strong double-digit growth in Engineering services, while Infrastructure and Cloud Services and Business Services continued to enjoy solid organic momentum.

## HEADCOUNT

At December 31, 2021, the Group's total headcount stood at 324,700. This 20% increase year-on-year, in a tight skilled labor market, demonstrates Capgemini's ability to attract talent to fuel its growth.

In particular, 189,000 employees work in offshore centers, some 58% of the total headcount, up 4 points on the end of 2020 and above the level reached before the Altran integration.

## ALTRAN INTEGRATION & SYNERGIES

Capgemini successfully completed the operational integration of Altran, which began when the Group took effective control in April 2020, with particularly great results notably in terms of talent retention, joint offerings development and commercial momentum.

As a testimony to the strong strategic and operational rationale of this acquisition and its successful

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integration, the Group has already achieved the expected revenue and cost synergies, ahead of the targeted three-year timeframe. Cost and operating model synergies reached a run rate of more than 80 million euros at the end of 2021, compared with a target of 70 to 100 million euros after three years. Similarly, revenue synergies already exceeded 350 million euros in 2021, compared with a target of 200 to 350 million euros after three years.

## **BALANCE SHEET**

Capgemini's balance sheet structure changed little in 2021.

Given its strong gross cash position, the Group completed the early redemption of two bond tranches in 2021. A €500 million tranche maturing in November 2021 was redeemed in August and a €500 million tranche maturing in April 2022 was redeemed in December.

At December 31, 2021, the Group had cash and cash equivalents and cash management assets of €3.5 billion. After accounting for borrowings of €6.7 billion and derivative instruments, Group net debt\* is €3.2 billion at December 31, 2021, down significantly compared with €4.9 billion at December 31, 2020.

## **CORPORATE SOCIAL AND ENVIRONMENTAL RESPONSIBILITY**

In a health context still marked by the pandemic, Capgemini continued its corporate, social and environmental efforts in 2021.

In December 2021, the Group presented its ESG (Environment, Social and Governance) policy, in line with commitments made at the beginning of the year. Building on a long history of initiatives, Capgemini has set through this policy a framework of 8 priorities and 11 ambitious objectives, covering each of the ESG pillars and impacting the United Nations' Sustainable Development Goals relevant to its business.

Capgemini continued the rollout of its Net Zero strategy, with action plans executed across the entire organization. In 2021, Capgemini reduced its total CO2 emissions by 33% year-on-year. This decrease was primarily driven by a reduction in travel-related emissions, given the restrictions caused by the health context. Among carbon reduction initiatives, Capgemini has also significantly reduced its office and data center emissions combining in particular additional efficiency actions and the increased use of renewable electricity. Renewable energies accounted for 57% of the Group's power consumption in 2021 compared to 46% in 2020.

The Group has also stepped up its human capital development initiatives: nearly 13 million training hours were provided to Group employees in 2021, an annual average of 45.7 hours per employee. This represents an annual increase of more than 5%, in line with the Group's commitment.

Finally, Capgemini continued its diversity and inclusion efforts: in particular, the proportion of women in the total workforce reached 35.8% at the end of 2021 compared with 33.7% a year earlier, and 22.4% among the Group's executive leaders compared with 20.3% at the end of 2020, representing an improvement of over 2 points for both measures.

## **OUTLOOK**

The Group's financial targets for 2022 are:

- Revenue growth of +8% to +10% at constant currency;
- Operating margin of 12.9% to 13.1%;
- Organic free cash flow above €1,700 million.

The inorganic contribution to growth should be of 1 point at the lower end of the target range and 2

points at the upper end.

## CONFERENCE CALL

Aiman Ezzat, Chief Executive Officer and Carole Ferrand, Chief Financial Officer, will present this press release during a conference call in English to be held **today at 6.00 p.m. Paris time (CET)**. A replay will also be available for a period of one year.

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

## PROVISIONAL CALENDAR

April 28, 2022	Q1 2022 revenues
May 19, 2022	Shareholders' Meeting
July 28, 2022	H1 2022 results

The payment schedule of the dividend that will be submitted to the Shareholders' Meeting for approval would be:

June 1, 2022	Ex-dividend date on Euronext Paris
June 3, 2022	Payment of the dividend

## ***CGS Expands Global BlueCherry® Customer Base by more than 20 Percent in 2021***

14 February 2022

CGS, a global provider of business applications, enterprise learning and outsourcing services, announced **record year-over-year new customer growth** for its award-winning, industry-leading BlueCherry® Enterprise Suite of cloud-based solutions. The company's global expansion boasted more than 125 BlueCherry go-live project implementations across North America, EMEA, South America and APAC regions in 2021.

The roster of new customers ranges from Fortune 500 brands, retailers and manufacturers to regional upstarts in apparel, footwear and consumer lifestyle brands, including A4, Confexa, Ivonne, Giant Tiger, the U.S. Marine Corps, Dorfman Pacific, Galaxy Universal and Anatomie & Rekucci.

“By keeping our eye on global market trends, along with a focus on each and every customer and its unique needs, we've been very successful at mitigating the industry challenges associated with labor and supply shortages, changing consumer habits and pandemic-driven compliance requirements,” said Paul Magel, president, Business Applications division, CGS. “Every day we hear customers, prospects and partners clamoring not only for a proven solution that's designed specifically for the fashion, apparel, footwear and home furnishing, but more so for the type of personal touch and white-glove service our customer success team provides, unlike the large, unfocused vendors. We're thrilled to have such renowned brands join the BlueCherry community.”

## PRODUCT ENHANCEMENTS SUPPORTING DIGITAL TRANSFORMATION

The ongoing disruption in the supply chain affected, and continues to affect brands and retailers alike, accelerating the need for greater digital focus. CGS has stayed a step ahead of these challenges by launching significant product enhancements and adding new partnerships to provide clients with best-in-class solutions and services.

“Throughout 2021, we've worked closely with customers to develop and release several major UX enhancements, additional B2C and B2B connectors and software updates for all of our offerings,” said Charles Benoualid, Vice President of Emerging Technologies, CGS. “We've also strengthened our

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enterprise-wide supply chain suite by adding everything from quality assurance management (QAM) measurement tools to a new reporting suite across the platform.”

Among the BlueCherry suite, additional enhancements include:

- **BlueCherry Next™ PLM.** Enhanced PLM, new features and enhancements, including artificial intelligence (AI), user interface (UI) redesign, improvements to security and the reporting engine and 3D integration.
- **BlueCherry Shop Floor Control.** Major upgrade to HTML5 management, along with significant functional enhancements; Release of the WebSFC platform, incorporating smart/predictive analytics, actionable intelligence and real-time data accessible from anywhere.
- **BlueCherry B2B eCommerce.** Major update and new buyer portal, bringing a consumer-style shopping experience to the wholesale community. The BlueCherry B2B solution is fully mobile, with buyers' retail apps available through the Apple app store. There is also a new loyalty program to provide incentives and rewards for repeat customers.

The CGS BlueCherry® Enterprise Suite provides clients with comprehensive digital supply chain management solutions, available both in the cloud and on-premises, to drive their fundamental business processes. With a focus on the needs of high-growth organizations operating in consumer lifestyle products, retail, and apparel, BlueCherry is a unified platform that provides supply chain visibility with the latest digital technologies. The BlueCherry Suite addresses the needs of the end-to-end supply chain, from planning and product development to manufacturing and sales.

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

16 February 2022

FARO®, a leading global source for 3D measurement and imaging solutions for the 3D Metrology, AEC (Architecture, Engineering & Construction), and Public Safety Analytics applications, announced its financial results for the fourth quarter and full year ended December 31, 2021.

"Fourth quarter revenue grew sequentially 27% to \$100.2 million as a result of continued pandemic related market recovery, seasonal strength and a 43% sequential increase in arm shipments fueled by our recently released Quantum Max ScanArm, while a strong dollar exchange rate and supply chain challenges muted overall reported revenue levels," stated Michael Burger, President and Chief Executive Officer. "Additionally, our Holobuilder SaaS revenue remains on track to double over the next year, with the addition of a mid-six figure annual recurring revenue deal signed in the quarter."

Mr. Burger continued, "Looking ahead, we are encouraged by the pace of demand recovery and while the current supply chain environment creates uncertainty, we believe the combination of new product introductions and the launch of FARO Sphere will further strengthen demand as we move through 2022."

### **Fourth Quarter 2021 Financial Summary**

Total sales were \$100.2 million for fourth quarter 2021 representing a 27% sequential quarterly increase when compared to \$79.2 million in the third quarter 2021, and an 8% increase when compared with total sales of \$93.0 million for fourth quarter 2020. The sales increases were primarily driven by seasonal fourth quarter strength as well as increased demand for our Quantum Max product, and continued recovery from pandemic related softness in the prior year period.

Gross margin was 55.6% for the fourth quarter 2021, as compared to 54.6% for the same prior year period. Non-GAAP gross margin was 55.8% for the fourth quarter 2021 compared to 54.9% for the

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fourth quarter 2020. The annual increase in gross margin was primarily a result of higher volume compared to the prior year period.

Operating expenses were \$51.8 million for the fourth quarter 2021, compared to \$48.1 million for the same prior year period. Non-GAAP operating expenses were \$44.2 million for the fourth quarter 2021 compared to \$42.9 million for the fourth quarter 2020.

Net loss was \$31.7 million, or \$1.74 per share, for the fourth quarter 2021, as compared to a net income of \$27.4 million, or \$1.52 per share, for the fourth quarter 2020. Fourth quarter 2021 GAAP net loss included income tax expense of \$26.5 million associated with the creation of a valuation allowance against primarily US deferred tax assets. Non-GAAP net income was \$8.7 million, or \$0.48 per share, for the fourth quarter 2021 compared to non-GAAP net income of \$6.3 million, or \$0.35 per share, for the fourth quarter 2020.

Adjusted EBITDA was \$14.2 million, or 14.2% of non-GAAP total sales, for the fourth quarter of 2021 compared to \$11.0 million, or 11.9% of non-GAAP net sales in the fourth quarter of 2020.

The Company's cash and short-term investments decreased \$3.8 million to \$122.0 million as of the end of the fourth quarter of 2021 due primarily to timing of customer cash receipts. Accounts receivable increased \$19.6 million in the fourth quarter. The Company remained debt-free.

## **Full Year 2021 Financial Summary**

Total sales were \$337.8 million for the full year 2021, as compared with \$303.8 million for 2020. New order bookings were \$351.5 million for 2021, as compared to \$306.4 million for 2020.

Net loss was \$40.0 million, or \$2.20 per share, for 2021, as compared to net income of approximately \$0.6 million, or \$0.04 per share, for 2020. Non-GAAP net income was \$10.2 million, or \$0.56 per share, for 2021 compared to net loss of \$1.8 million, or \$0.10 per share, for 2020.

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

## **Outlook for the First Quarter 2022**

For the first quarter ending March 31, 2022, revenues are expected to be in the range of \$80 to \$88 million with non-GAAP earnings per share in the range of (\$0.08) to \$0.12. Note that included in our first quarter expectations are approximately 200 basis points of unfavorable material cost that are adversely affecting gross margins.

## **Conference Call**

The Company will host a conference call to discuss these results on Wednesday, February 16, 2022 at 5:00 p.m. ET. Interested parties can access the conference call by dialing (866) 518-6930 (U.S.) or +1 (203) 518-9797 (International) and using the passcode FARO. A live webcast will be available in the Investor Relations section of FARO's website.

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

## ***Invitation to Tecsys' Conference Call on March 3, 2022, Covering Third Quarter FY2022 Results***

15 February 2022

Tecsys Inc. will release its financial results for the third quarter of fiscal year 2022 ended January 31, 2022 on March 2, 2022. Tecsys President and CEO, Peter Brereton, and CFO, Mark J. Bentler, will host a conference call on March 3, 2022 at 8:30 a.m. EST to present and discuss the results with the analysts.

Subject: Q3 FY2022 Financial Results Conference Call

Date: March 3, 2022

Time: 8:30 a.m. EST

Phone number: (877) 200-1292 or (416) 620-9188

The call can be replayed until March 10, 2022 by calling (416) 626-4100 or (800) 558-5253 (access code: 22015722).

## ***LECTRA: 2021- very strong increase in revenues and earnings thanks to the rebound in activity and the acquisition of Gerber Technology***

9 February 2022

Lectra's Board of Directors, chaired by Daniel Harari, reviewed the consolidated financial statements for the fiscal year 2021. Audit procedures have been performed by the Statutory Auditors. The certification report will be issued at the end of the Board of Director's meeting of February 23, 2022.

These financial statements incorporate the acquisitions of Gerber Technology ("Gerber"), consolidated since June 1, 2021, Neteven, since July 28, 2021, and Gemini CAD Systems ("Gemini"), since September 27, 2021. Lectra's results before taking into account these acquisitions are provided in the "Lectra 2020 scope" paragraphs, in which comparisons between 2021 and 2020 are like-for-like.

### **1. Q4 2021**

Q4 2021 revenues (125.6 million euros) were up 91% compared to Q4 2020.

EBITDA before non-recurring items totaled 21.8 million euros, up 66%, and the EBITDA margin before non-recurring items was 17.3%.

Income from operations before non-recurring items amounted to 14.8 million euros (10 million euros in Q4 2020) and net income totaled 11.4 million euros (+74%).

### **Lectra 2020 scope**

Q4 confirmed the positive dynamic observed since the beginning of 2021.

Orders for perpetual software licenses, equipment and accompanying software, and non-recurring services (32.9 million euros) were up 16% compared to Q4 2020. The annual value of new software subscription orders amounted to 1.8 million euros (+57%).

Revenues (76.2 million euros) increased by 13% and income from operations before non-recurring items (11.9 million euros) increased by 5%.

### **2. 2021**

#### **Acquisitions of Gerber, Neteven and Gemini**

On February 8, 2021, Lectra announced having entered into a Memorandum of Understanding to acquire the entire capital and voting rights of the US-based company Gerber Technology. It then announced, on

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June 1, 2021, having finalized this acquisition.

The Company then finalized on July 28, 2021, the acquisition of the French company Neteven, and finally announced on September 6, 2021, the signature of an agreement to acquire the entire capital and voting rights of the Romanian company Gemini (the press releases related to these acquisitions are available on the website [Lectra.com](http://Lectra.com)).

If Lectra had completed the acquisitions of Gerber, Neteven and Gemini on January 1, 2021, then the Group would have reported pro forma revenues of 468 million euros, pro forma EBITDA before non-recurring items of 73 million euros, and a pro forma EBITDA margin before non-recurring items of 15.6%.

## **Very strong growth in results in a more favorable environment, but one that remains heterogeneous and uncertain**

While activity and results for the full year 2021 reflected a rebound in activity and investment decisions by customers, along with successful deployment of the Group's new offers, the year remained marked by the consequences of the COVID-19 crisis, with periods of lockdowns and restrictions, often severe restrictions, alternating with periods of recovery, during the successive waves of the pandemic. The situation sustained a climate of uncertainty for the Group's customers.

The crisis has also led to supply difficulties and rising costs of certain raw materials, which affected the Group's manufacturing schedules and costs. It had a strongly negative impact on maritime transport, which caused delays in deliveries and sharply higher corresponding costs. In 2021, however, the Group has been able to limit the impact of these disruptions on its business and results.

Shortages of electronic components had a negative impact on production by the Group's automotive customers and, consequently, on the revenue from consumables and parts.

Revenues of 2021 (387.6 million euros) were up 64%. EBITDA before non-recurring items (65.1 million euros) increased by 74%, and the EBITDA margin before non-recurring items was 16.8%.

Gerber (since June 1), Neteven (since July 28) and Gemini (since September 27) have contributed 106.6 million euros, 1.4 million euros and 0.5 million euros to revenues, respectively. Gerber's contribution to EBITDA before non-recurring items was positive 13.3 million euros, Neteven's and Gemini's contribution was 0.2 million euros overall.

Consolidated income from operations before non-recurring items totaled 44.4 million euros. This included a 6-million-euro charge for amortization of intangible assets arising from the acquisitions of Gerber, Neteven and Gemini.

After a non-recurring net charge of 6.1 million euros for fees and other income and expense items relating to the acquisition of Gerber, income from operations amounted to 38.3 million euros.

Net income (28.2 million euros) was up 61%.

Free cash flow before non-recurring items came to 47.5 million euros (25.2 million euros in 2020). This sharp rise is attributable mainly to the improvement in business activity and higher income from operations. After disbursement of 8 million euros, in respect of fees and other related expenses in connection with the acquisition of Gerber, free cash-flow amounted to 39.5 million euros.

## **Balance sheet at December 31, 2021**

Consolidated shareholders' equity amounted to 400.8 million euros (192.2 million euros at December 31, 2020). This increase is explained mainly by the capital increase carried out for the purpose of the acquisition of Gerber in the total amount of 165.3 million euros.

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At December 31, 2021, the Group's net financial debt stood at 8.8 million euros, consisting in financial debt of 139.4 million euros and available cash of 130.6 million euros.

The working capital requirement at December 31, 2021 was a negative 31.5 million euros.

## **Lectra 2020 scope**

Orders for perpetual software licenses, equipment and accompanying software, and non-recurring services (117.8 million euros) increased by 44%. The annual value of new software subscription orders (6.1 million euros) more than doubled compared to 2020.

Revenues (279.1 million euros) increased by 19% (+18% at actual exchange rates) compared to those of 2020, which had suffered the effects of the health crisis.

Revenues from perpetual software licenses, equipment and accompanying software, and non-recurring services (107.6 million euros) increased by 40%, those from recurring contracts (102.9 million euros) by 4% and those from consumables and parts (68.6 million euros) by 18%.

Income from operations before non-recurring items (40 million euros) increased by 61% compared to 2020 (+56% at actual exchange rates) and the operating margin before non-recurring items (14.3%) was up 3.8 percentage points (+3.4 percentage points at actual exchange rates).

## **3. 2020-2022 STRATEGIC ROADMAP: SECOND PROGRESS REPORT**

The Lectra 4.0 strategy was launched in 2017 with the aim of positioning the Group as a key Industry 4.0 player in its markets before 2030. It has been implemented to date through two consecutive strategic roadmaps.

The first roadmap, for 2017-2019, established the key fundamentals for the future of the Group, notably the successful integration into its new offers of the key technologies for Industry 4.0 (cloud computing, the Internet of Things, big data and artificial intelligence), the strengthening of the Executive Committee, the reorganization of subsidiaries into four main regions, and the launch of the first software offers in SaaS mode.

The second roadmap, for 2020-2022, was published in the financial report dated February 11, 2020. It is designed to enable Lectra to capture the full potential of its new offers for Industry 4.0, while delivering sustainable, profitable business growth.

Despite the consequences of the economic crisis caused by the COVID-19 pandemic, the objectives of the 2020-2022 strategic roadmap remain unchanged. The only adjustments to the original objectives are in the growth targets for the end of the three-year period – notably following the acquisition by Lectra of Gerber, Neteven, and Gemini.

The Lectra 4.0 strategy, and each of the main chapters in the strategic roadmap for 2020-2022, are summarized in the financial report at December 31, 2021, which is available on Lectra.com.

The financial objectives that the Group set itself for 2022 are provided in the “Outlook” chapter of this press release.

## **4. DIVIDEND AT €0.36 PER SHARE**

The Board of Directors will propose to the Shareholders’ Meeting of April 29, 2022, the payment of a dividend at €0.36 per share in respect of fiscal year 2021.

## **5. OUTLOOK**

While uncertainties persist regarding the evolution of the pandemic and its impacts on the macroeconomic environment (e.g., inflation, difficulties in the automotive industry, and transportation

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costs), and could continue to weigh on investment decisions by the Group's customers, still the rebound in orders and in earnings recorded in 2021 have confirmed the relevance of Lectra's strategy and the strength of its business model.

The acquisitions made in 2021, and particularly the acquisition of Gerber, give the Group a new dimension and open new perspectives.

At the same time, the new offers for Industry 4.0 are increasingly contributing to revenues and earnings. Finally, the very strong balance sheet, with shareholders' equity of 400 million euros and net financial debt held at 9 million euros at December 31, 2021, enables the Group to implement its long-term strategy in a serene manner.

## **Financial objectives for 2022**

In the February 8, 2021, announcement of Lectra's proposal to acquire Gerber, the Group reported on the 2022 financial objectives for the combined entity: returning to the level of combined revenue achieved by Lectra and Gerber in 2019 (482 million euros) and generating an EBITDA margin before non-recurring items in the range of 17% to 20% by adding the expected synergies to the operational performance of the two groups.

Lectra subsequently acquired Neteven and Gemini, the rebound in activity in 2021 was greater than the Group expected, and the dollar strengthened against the euro.

In light of the above, the Group has raised its objectives for 2022, with revenues in the range of 508 to 556 million euros (+ 31% to + 43% at actual exchange rates) and EBITDA before non-recurring items in the range of 92 to 104 million euros (+ 41% to + 60% at actual exchange rates).

These objectives were prepared on the basis of the closing exchange rates on December 31, 2021, and particularly \$1.13 to the euro.

*The Management Discussion and Analysis of Financial Conditions and Results of Operations and the financial statements for Q4 and the fiscal year 2021 are available on [lectra.com](http://lectra.com). First quarter earnings for 2022 will be published on April 28, 2022. The Annual Shareholders' Meeting will take place on April 29, 2022.*

*For companies that breathe life into our wardrobes, car interiors, furniture and more, Lectra crafts the premium technologies that facilitate the digital transformation of their industry. Lectra's offer empowers brands, manufacturers and retailers from design to production, providing them with the market respect and peace of mind they deserve. Founded in 1973, the company reported revenues of 388 million euros in 2021 and is listed on Euronext (LSS).*

*In June 2021, Lectra acquired Gerber Technology, a USA-based company founded in 1968. Like Lectra, Gerber Technology develops software and automation solutions for fashion, automotive, furniture and other businesses across the globe.*

## ***PROS Holdings, Inc. Reports Fourth Quarter and Full Year 2021 Financial Results***

10 February 2022

PROS Holdings, Inc., a market-leading provider of SaaS solutions optimizing shopping and selling experiences, today announced financial results for the fourth quarter and full year ended December 31, 2021.

“Despite the continued impact that COVID-19 has had on our business, I'm proud of how our team aligned to meet or exceed the guidance ranges we established for 2021,” stated CEO Andres Reiner.

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“We have a strong passion and commitment towards delivering incredible value to our customers, which is highlighted by our best-in-class gross revenue retention rate of over 93% and all-time high NPS scores. We are excited about 2022 and confident that we have the right people, platform and strategy to capture the large market opportunity in front of us.”

### Fourth Quarter and Full Year 2021 Financial Highlights

Key financial results for the fourth quarter and full year 2021 are shown below. Throughout this press release all dollar figures are in millions, except net loss per share. Unless otherwise noted, all results are on a reported basis and are compared with the prior-year period.

	GAAP			Non-GAAP		
	Q4 2021	Q4 2020	Change	Q4 2021	Q4 2020	Change
<b>Revenue:</b>						
Total Revenue	\$65.0	\$60.9	7%	n/a	n/a	n/a
Subscription Revenue	\$47.0	\$42.9	10%	n/a	n/a	n/a
Subscription and Maintenance Revenue	\$55.4	\$52.6	5%	n/a	n/a	n/a

### Profitability:

Gross Profit	\$39.0	\$35.5	10%	\$40.7	\$37.0	10%
Operating Loss	\$(21.6)	\$(13.4)	\$(8.2)	\$(8.2)	\$(6.1)	\$(2.0)
Net Loss	\$(23.6)	\$(18.2)	\$(5.4)	\$(7.2)	\$(5.9)	\$(1.4)
Net Loss Per Share	\$(0.53)	\$(0.42)	\$(0.11)	\$(0.16)	\$(0.14)	\$(0.02)
Adjusted EBITDA	n/a	n/a	n/a	\$(6.4)	\$(4.2)	\$(2.2)

### Cash:

Net Cash (Used in) Provided by Operating Activities	\$(1.0)	\$12.5	\$(13.4)	n/a	n/a	n/a
Free Cash Flow	n/a	n/a	n/a	\$(1.3)	\$11.4	\$(12.8)

	GAAP			Non-GAAP		
	FY 2021	FY 2020	Change	FY 2021	FY 2020	Change
<b>Revenue:</b>						
Total Revenue	\$251.4	\$252.4	—%	n/a	n/a	n/a
Subscription Revenue	\$178.0	\$170.5	4%	n/a	n/a	n/a
Subscription and Maintenance Revenue	\$213.1	\$215.2	(1)%	n/a	n/a	n/a
Annual Recurring Revenue ("ARR")	n/a	n/a	n/a	\$226.7	\$209.7	8%
Annual Recurring Revenue in	n/a	n/a	n/a	\$229.2	\$209.7	9%

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constant currency

## Profitability:

Gross Profit	\$146.5	\$147.8	(1)%	\$152.1	\$153.9	(1)%
Operating Loss	\$(74.3)	\$(66.1)	\$(8.3)	\$(32.9)	\$(34.7)	\$1.8
Net Loss	\$(81.2)	\$(77.0)	\$(4.2)	\$(29.1)	\$(28.3)	\$(0.9)
Net Loss Per Share	\$(1.83)	\$(1.78)	\$(0.05)	\$(0.66)	\$(0.65)	\$(0.01)
Adjusted EBITDA	n/a	n/a	n/a	\$(24.8)	\$(27.6)	\$2.7

## Cash:

Net Cash Used in Operating Activities	\$(18.6)	\$(49.4)	\$30.8	n/a	n/a	n/a
Free Cash Flow	n/a	n/a	n/a	\$(20.2)	\$(53.3)	\$33.1

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

## Recent Business Highlights

- Customers achieved more than 6% revenue improvement, on average, by leveraging the PROS Platform based on a value assessment of over 100 customer case studies spanning our target industries.
- Completed the acquisition of EveryMundo LLC, a digital offer marketing pioneer that enables more direct customer engagement through dynamic webpages, offer visualization, and digital ad campaigns. With EveryMundo, PROS empowers brands to broaden their digital reach, pulling buyers into direct selling motions to create superior brand experiences and foster loyalty.
- Delivered a successful virtual PROS 2021 Outperform Customer Conference featuring 43 customer speakers; over 4,300 people from around the world registered to learn about the latest innovations delivered on the PROS Platform and how to power omnichannel selling.
- Expanded our partnership with Microsoft to accelerate market adoption of Microsoft Dynamics 365 and PROS combined digital selling solution.
- Received prestigious honors in recognition of our AI-powered digital selling innovations, including being named Best in Biz Silver Award's 2021 Enterprise Product of the Year for Sales and Pricing Software Category Leader in G2 Winter 2021.
- Welcomed several new customers who are adopting the PROS Platform such as Air Baltic, B. Braun, Rockwool, and Royal Brunei, among others.

## Financial Outlook

PROS currently anticipates the following based on an estimated 45.1 million basic weighted average shares outstanding for the first quarter of 2022 and a 22% non-GAAP estimated tax rate for the first quarter and full year 2022.

	Q1 2022 Guidance	v. Q1 2021 at Mid-Point	Full Year 2022 Guidance	v. Prior Year at Mid-Point
Total Revenue	\$65.0 to \$66.0	7%	\$267.0 to \$270.0	7%

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Subscription Revenue	\$48.0 to \$48.5	13%	\$200.0 to \$202.0	13%
ARR	n/a	n/a	\$246.0 to \$250.0	9%
Subscription ARR	n/a	n/a	\$224.0 to \$228.0	16%
Non-GAAP Loss Per Share	\$(0.26) to \$(0.24)	\$(0.03)	n/a	n/a
Adjusted EBITDA	\$(12.0) to \$(11.0)	\$(2.1)	\$(28.0) to \$(25.0)	\$(1.7)
Free Cash Flow	n/a	n/a	\$(25.0) to \$(21.0)	\$(2.8)

### Conference Call

In conjunction with this announcement, PROS Holdings, Inc. will host a conference call on Thursday, February 10, 2022, at 4:45 p.m. EST to discuss the Company's financial results and business outlook. To access this call, dial 1-877-407-9039 (toll-free) or 1-201-689-8470. The live and archived webcasts of this call can be accessed under the "Investor Relations" section of the Company's website.

A telephone replay will be available until Thursday February 24, 2022, 11:59 PM EST at 1-844-512-2921 (toll-free) or 1-412-317-6671 using the pass code 13725919.

### ***Synopsys Posts Financial Results for First Quarter Fiscal Year 2022***

16 February 2022

Synopsys, Inc. reported results for its first quarter fiscal year 2022. Revenue for the first quarter of fiscal year 2022 was \$1.270 billion, compared to \$970.3 million for the first quarter of fiscal year 2021.

"Synopsys began fiscal year 2022 with excellent momentum, supported by strength across all product groups and geographies. We delivered financial results at or above guidance targets, returned \$250 million to shareholders through stock repurchases, and are raising our outlook for the year," said Aart de Geus, chairman and co-CEO of Synopsys. "Our markets are strong, as companies across vertical segments intensify their investments to benefit from increased complexity in critical chips, system design, and immense amounts of software. Synopsys is at the heart of this wave of advanced technology. Our unique, game-changing innovations are driving excellent technical benefits for our customers and outstanding business results."

#### *GAAP Results*

On a generally accepted accounting principles (GAAP) basis, net income for the first quarter of fiscal year 2022 was \$313.7 million, or \$1.99 per diluted share, compared to \$162.3 million, or \$1.03 per diluted share, for the first quarter of fiscal year 2021.

#### *Non-GAAP Results*

On a non-GAAP basis, net income for the first quarter of fiscal year 2022 was \$376.9 million, or \$2.40 per diluted share, compared to non-GAAP net income of \$239.5 million, or \$1.52 per diluted share, for the first quarter of fiscal year 2021.

For a reconciliation between GAAP and non-GAAP results, see "GAAP to Non-GAAP Reconciliation" in the accompanying tables below.

#### *Business Segments*

Synopsys reports revenue and operating income in two segments: (1) Semiconductor & System Design,

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which includes EDA tools, IP products, system integration solutions and other associated revenue categories, and (2) Software Integrity, which includes a comprehensive solution for building integrity—security, quality and compliance testing—into the customers' software development lifecycle and supply chain. Further information regarding these segments is provided at the end of this press release.

## Financial Targets

Synopsys also provided its consolidated financial targets for the second quarter and full fiscal year 2022. These financial targets assume that there are no further changes to the current U.S. government "Entity List" restrictions. These targets constitute forward-looking statements and are based on current expectations. For a discussion of factors that could cause actual results to differ materially from these targets, see "Forward-Looking Statements" below.

## Second Quarter and Fiscal Year 2022 Financial Targets

*(in millions except per share amounts)*

	Range for Three Months		Range for Fiscal Year	
	April 30, 2022		October 31, 2022	
	Low	High	Low	High
Revenue	\$ 1,240	\$ 1,270	\$ 4,775	\$ 4,825
GAAP Expenses	\$931	\$ 951	\$ 3,809	\$ 3,856
Non-GAAP Expenses	\$ 800	\$ 810	\$ 3,255	\$ 3,285
Other Income (Expense)	\$ -	\$ 2	\$ (8)	\$ (4)
Annual non-GAAP Tax Rate	18%	18%	18%	18%
Outstanding Shares (fully diluted)	156	159	157	160
GAAP EPS	\$1.67	\$1.78	\$5.53	\$5.72
Non-GAAP EPS	\$2.35	\$2.40	\$7.85	\$7.92
Operating Cash Flow			\$ 1,450	\$ 1,500

## Earnings Call Open to Investors

Synopsys will hold a conference call for financial analysts and investors today at 2:00 p.m. Pacific

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Time. A live webcast of the call will be available on Synopsys' corporate website. A recording of the call will be available by calling +1-866-207-1041 (+1-402-970-0847 for international callers), access code 6376313, beginning at 5:45 p.m. Pacific Time today, until 11:59 p.m. Pacific Time on February 23, 2022. A webcast replay will also be available on the corporate website from approximately 5:30 p.m. Pacific Time today through the time Synopsys announces its results for the second quarter of fiscal year 2022 in May 2022. Synopsys will post copies of the prepared remarks of Aart de Geus, chairman and co-chief executive officer, and Trac Pham, chief financial officer, on its website following today's call. In addition, Synopsys makes additional information available in a financial supplement and corporate overview presentation, also posted on the corporate website.

## **Effectiveness of Information**

The targets included in this press release, the statements made during the earnings conference call and the information contained in the financial supplement and corporate overview presentation (available in the Investor Relations section of Synopsys' corporate website) represent Synopsys' expectations and beliefs as of the date of this release only. Although this press release, copies of the prepared remarks of the co-chief executive officer and chief financial officer made during the call, the financial supplement, and the corporate overview presentation will remain available on Synopsys' website through the date of the second quarter of fiscal year 2022 earnings call in May 2022, their continued availability through such date does not mean that Synopsys is reaffirming or confirming their continued validity. Synopsys does not currently intend to report on its progress during the second quarter of fiscal year 2022 or comment to analysts or investors on, or otherwise update, the targets given in this release.

## **Availability of Final Financial Statements**

Synopsys will include final financial statements for the first quarter fiscal year 2022 in its quarterly report on Form 10-Q to be filed by March 10, 2022.

## ***Trimble Announces Fourth Quarter and Full Year 2021 Results and Initiates 2022 Guidance***

9 February 2022

Trimble Inc. announced fourth quarter and fiscal year 2021 financial results.

### **Fourth Quarter 2021 Financial Highlights**

- GAAP and non-GAAP revenue of \$926.0 million, up 12 percent year over year
- Annualized recurring revenue (ARR) was \$1.41 billion, up 9 percent year over year
- GAAP operating income was \$127.8 million and non-GAAP operating income was \$204.5 million
- GAAP net income was \$115.3 million and non-GAAP net income was \$157.8 million
- Diluted earnings per share was \$0.45 on a GAAP basis, and \$0.62 on a non-GAAP basis
- Adjusted EBITDA was \$222.9 million, 24.1 percent of non-GAAP revenue

### **Executive Quote**

"Trimble is a purpose-driven company, transforming and digitizing industries that support how we live, what we eat, how we move," said Rob Painter, Trimble's president and chief executive officer. "Record total revenue, annualized recurring revenue, and adjusted EBITDA in 2021 demonstrate the value of our continuing growth and commitment to innovation and sustainability. We enter 2022 with resolve to continue executing our Connect and Scale 2025 strategy."

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## **Fiscal 2021 Financial Highlights**

- GAAP revenue of \$3,659.1 million, and non-GAAP revenue of \$3,659.4 million, both up 16 percent year over year
- GAAP operating income was \$561.0 million and non-GAAP operating income was \$857.0 million
- GAAP net income was \$492.7 million and non-GAAP net income was \$677.2 million
- Diluted earnings per share was \$1.94 on a GAAP basis, and \$2.66 on a non-GAAP basis
- Adjusted EBITDA was \$936.9 million, 25.6 percent of non-GAAP revenue
- Operating cash flow was \$750.5 million, up 12 percent year over year
- During fiscal 2021, Trimble repurchased approximately 2.1 million shares for \$180.0 million. Approximately \$610.0 million remains under the current share repurchase authorization as of the end of the fourth quarter.

## **Forward Looking Guidance**

For the full year 2022, Trimble expects to report GAAP revenue between \$3,950 million and \$4,050 million and GAAP earnings per share of \$1.80 to \$1.99, and non-GAAP revenue between \$3,950 million and \$4,050 million and non-GAAP earnings per share of \$2.75 to \$2.95. GAAP guidance assumes a tax rate of 21.5 percent and non-GAAP guidance assumes a tax rate of 18.0 percent. Both GAAP and non-GAAP earnings per share assume approximately 254 million shares outstanding. A reconciliation of the non-GAAP measures to the most directly comparable GAAP measures and other information relating to these non-GAAP measures are included in the supplemental reconciliation schedule attached.

## **Investor Conference Call / Webcast Details**

Trimble will hold a conference call on February 9, 2022 at 5:00 a.m. PT to review its fourth quarter and full year 2021 results. An accompanying slide presentation will be made available on the "Investors" section of the Trimble website, [www.trimble.com](http://www.trimble.com), under the subheading "Events & Presentations." The call will be broadcast live on the web at <http://investor.trimble.com>. Investors without internet access may dial into the call at (844) 817-7339 (U.S.) or (409) 231-2959 (international). The passcode is 3766658. The replay will also be available on the web at the address above.

## ***Velo3D to Announce Fourth-Quarter 2021 Results on March 2, 2022***

15 February 2022

Velo3D, Inc., a leading additive manufacturing technology company for mission-critical metal parts, announced that it will release its fourth quarter 2021 financial results after the market close on Wednesday, March 2, 2022.

The company will host an earnings conference call and webcast to discuss its financial results at 2:00 p.m. Pacific Time / 5:00 p.m. Eastern Time the same day. The U.S. dial-in for the call is (877) 704-2771 and (201) 689-8732 for non-U.S. callers. Please ask to be joined to the Velo3D call.

The live webcast of the call can be accessed from the Events page of the Investor Relations section of Velo3D's website at [ir.velo3d.com](http://ir.velo3d.com), along with the company's earnings press release and presentation which will be posted prior to the start of the conference call.

## Implementation Investments

### ***Accenture and League Collaborate to Transform Digital Healthcare Experiences at Scale***

15 February 2022

Accenture and League, a health-focused platform-as-a-service company, are collaborating to create experiences and increase access to improve outcomes for people, providers, payers, and retail pharmacies.

As part of the collaboration that combines Accenture's data analytics and systems integration capabilities with League's healthcare experience platform, the two companies will scale platform implementations and innovations to create personalized digital healthcare experiences.

Accenture and League are currently working with Shoppers Drug Mart, Canada's leading retail pharmacy chain, to expand the capabilities of its PC Health platform, which provides people with a network of health care providers, health and wellness programs and rewards for completing health activities.

"Healthcare needs a digital infrastructure to deliver better experiences — and we believe League is key," said Rich Birhanzel, senior managing director at Accenture who leads its Health practice globally. "For our clients, an underlying open-architecture platform will enable data consolidation and provide a single view of the person. For the end user, League will provide an engaging, intuitive digital front door to healthcare."

Accenture and League's collaboration also comes at a time when healthcare organizations are looking for innovative ways to transform their fragmented ecosystems of health services and data platforms. Collaborating will expand both organizations' core strengths and drive value for organizations throughout the digital healthcare ecosystem with platforms that provide data-driven, intelligent and personalized health solutions.

"League is a leader in the digital health space and in driving personalized engagement," said Joel Finlayson, a managing director in Accenture's Health practice in Canada. "This collaboration will better allow us to help clients drive engagement across the healthcare ecosystem."

Michael Serbinis, founder and CEO, League, said, "As our company continues in this era of rapid growth, it is more important than ever for League to bring in trusted partners like Accenture who share our vision for the future of healthcare. Working alongside Accenture's world-class team, we can expand our reach and scale to our clients' needs."

Named by Accenture as the Next HealthTech Unicorn in its 2021 HealthTech Innovation Challenge, League is serving large organizations in the United States and Canada.

### ***Airtel Deploys Oracle Fusion Cloud Applications to Accelerate Digital Transformation Across Its Supply Chain and Finance Processes***

15 February 2022

Oracle announced that Bharti Airtel (Airtel), India's premier communications solutions provider, has chosen Oracle Fusion Cloud Enterprise Resource Planning (ERP) and Oracle Fusion Cloud Supply Chain & Management (SCM) to digitize and simplify its finance, planning, and supply chain processes.

With the integrated Oracle Cloud ERP and Oracle Cloud SCM applications, Airtel will transform its

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shared services operations, which focus on driving productivity and agility across the company. The applications will help enable Airtel to automate manual processes, gain an on-demand 360-degree view of its financial data, and streamline procurement and supply chain management.

The implementation, carried out by Oracle Consulting, will expand Airtel's Oracle Cloud footprint following the carrier's recent move to Oracle Fusion Cloud Human Capital Management (HCM) to support its employees and associates.

Airtel, which operates in 17 countries across South Asia and Africa, provides a range of consumer telecom services to over 480 million customers, including 4G/4.5G broadband, fixed lines, fiber with speeds up to 1 Gbps and streaming services that span music and video, digital payments, and financial services. For enterprise customers, Airtel offers a gamut of solutions, including cloud and data centre services, cybersecurity, IoT, advertising tech, and cloud-based communications

"This is a key deployment as part of our journey to fully transition to cloud-based applications as we build a digital Airtel," said **Bharti Airtel CIO Pradipt Kapoor**, "We are obsessed with providing the best customer experience. We are investing in transforming our internal operating models so that employees and partners can work effectively for better customer engagement and service."

Kapoor continued, "Airtel and Oracle have had a very successful and long-standing partnership across a wide range of areas. We are delighted to expand this partnership to leverage Oracle's advanced technology and deep experience to enhance operational efficiencies across some of our key business processes."

**Shailender Kumar, senior vice president and regional managing director of Oracle India**, said: "At Oracle we are committed to helping every customer navigate market challenges, stay ahead of the curve in innovation, and adapt digital strategies to future-proof their business. With Oracle Cloud Applications, Airtel will be able to leverage the latest technology and innovation to meet shifting customer expectations and revamp their business operations. We're proud to be a partner with Airtel and look forward to supporting their next phase of growth."

## ***Ansys Supports LG Electronics to Advance Their Sustainability and Digital Transformation Efforts***

17 February 2022

Ansys is supplying simulation solutions to LG Electronics to help strengthen its sustainability and digital transformation efforts by integrating virtual R&D simulations based on computer-aided engineering (CAE) into the earliest stages of product development. The integration will increase engineering and product efficiency while reducing development time, the need for physical prototyping, and the costs associated with it. The collaboration will be supported by a new five-year enterprise license agreement, which provides LG Electronics with continued access to Ansys' top-tier simulation solutions, building upon a longstanding relationship and previous agreement.

Ansys simulation solutions will support LG to accelerate and optimize product development in its core technologies and sectors like healthcare, sensors, equipment, and materials, which are major technology areas for LG Electronics' digital transformation. For example, Ansys' virtual model capable of 1D-3D coupling can support LG Electronics to develop the dynamic characteristics of the compressor, a core module of home appliance products, which expanded design options. Further, with a predictive accuracy of more than 95% on performance, Ansys' simulation solutions enabled resource-efficient production that streamlined product development more sustainably by significantly reducing material use, costs, and multiple redesigns.

“With proactive support from Ansys, we can streamline workflows and introduce high-quality, next-generation products faster than expected,” said Daehwa Jeong, executive vice president and head of PRI (Production engineering Research Institute) at LG Electronics. “We are confident in our shared growth opportunities and look forward to seeing future developments. Just as importantly, we will lessen our carbon footprint and move digital transformation forward.”

“By applying Ansys’ CAE and advanced simulation solutions, including artificial intelligence/machine learning (AI/ML), high-performance computing, digital twins, optics, and the healthcare vertical, Ansys will undoubtedly help LG Electronics to advance product development, while supporting sustainability and digital transformation,” said Prith Banerjee, chief technology officer at Ansys. “Any collaboration between LG Electronics and Ansys — whether creative, strategic, or technological — is inspired, timely, and a win-win for both companies.”

The partnership with LG Electronics proved its impact during the pandemic as Ansys provided engineers at LG Electronics with access to the Ansys Learning Hub to gain critical simulation training virtually while in-person contact and on-site resources were limited. Under the new agreement, the companies will expand collaborative innovation through joint technology seminars, conferences, and other opportunities.

## ***Automotive Supplier Bontaz Accelerates its Transformation with Infor CloudSuite Automotive***

15 February 2022

Infor, the industry cloud company, announced that Bontaz Group, an automotive supplier and world leader in hydraulic functions dedicated to this industry, has chosen to implement Infor CloudSuite Automotive to support its “Phygital” transformation. Bontaz opted for a deployment in the Infor multitenant cloud, hosted by AWS, with the specific objective of doubling its annual revenue and diversifying its activities empowered by the Infor solution dedicated to the automotive sector.

Founded by Yves Bontaz in 1965 as a family business specializing in metal bar machining, the group has grown rapidly and now employs nearly 4,000 people. With more than 24 factories around the world — in France, United States, China, Brazil, India, Japan, South Korea, Czech Republic, Tunisia, Portugal and Morocco — the company is a true partner of car manufacturers for whom it develops and manufactures 180 million mechanical valves per year and 14 million solenoid valves, which are high-precision components. The quality of these products is widely recognized, and Bontaz has received awards from industry players.

To support its growth in the framework of a 2030 project, Bontaz decided to look into replacing its in-house ERP. The company wanted to accelerate its digital transformation by integrating a modern, innovative solution, dedicated to the sector and capable of handling all the company's complex manufacturing processes.

The group's leadership launched a call for tenders in October 2020 and selected six vendors and solution integrators before narrowing the list to two major players, then reaching the final decision in May 2021, selecting Infor. Infor's cloud offering was chosen as the multitenant deployment minimizes the costs and risks associated with a migration project and also reduces the internal resources mobilized at the customer's sites. The functional richness of Infor's solution was a key factor for this choice, as it is preconfigured at an extensive level to meet the specific needs of the automotive industry.

Jean-Marie Willot, Bontaz Group CIO, explains: "The project we have started with Infor goes far beyond the framework of a business process management tool. It aims to radically change the group's

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structural organization by adding new skills to the IT teams, whose numbers have doubled and who are expected to derive maximum benefit from the solutions we provide.”

Indeed, the Bontaz Group will optimize the organization starting 2022 in France and 2024 at the international sites. This technology upgrade with Infor is designed to help Bontaz maintain its market-leader position while diversifying its production and approaching other sectors, such as aeronautics, by providing better support for its research and development (R&D) and by rationalizing and streamlining communication between the various business lines to increase its productivity and revenues.

"Infor's CloudSuite solution will provide us with a single view of critical data from heterogeneous sources that benefit all functions and businesses in the organization. The platform we will have at our disposal will certainly contribute to improving the organization of production itself, but also of our financial processes with a clear improvement expected in our purchasing practices, our supply chain and our distribution channels. Another crucial point for us is that Infor's cloud offering will allow us to benefit in near real time from all version upgrades to support our growth through constant innovation integrated into the solution," Willot says.

Laurent Jacquemain, Infor senior vice president and general manager in Southern Europe, said: "This project with Bontaz is a great opportunity for Infor to demonstrate its ability to respond accurately, quickly and efficiently to the specific business challenges and issues faced by professionals in the automotive sector. Our track record in this area – with more than 800 automotive companies among our customers worldwide – speaks for itself. But the flexibility of our approach, the proximity created with the customer, and the cloud technology hosted by our partner AWS guaranteeing high availability, security, agility and simplified integration of future applications have also contributed to position us with Bontaz as the ideal partner for this global transformation project over the long term."

## ***BN3TH Boosts Efficiency And Sustainability With Centric PLM™***

18 February 2022

Centric Software® is delighted to announce the release of a success story about its customer, BN3TH and two videos about how BN3TH selected PLM and their thoughts on sustainability.

BN3TH, the men's underwear and apparel company is based in Vancouver, British Columbia, Canada. Formerly known as MyPackage after the patented technology that provides the ultimate comfort in underwear, BN3TH has a focus on sustainability, choosing environmentally-friendly materials and fabrics to make their products.

Realizing the need to upgrade to technology that could handle their rapid growth and speed up product development timelines, BN3TH made the decision to go with a product lifecycle management (PLM) solution. Nora Shaughnessy, Director of Product at BN3TH discusses the situation before PLM. “We were making changes to the BOM in Excel for 30 to 50 different styles. Then, in a separate place, we made changes to the measurements. Keeping all of those pieces of information the same is a challenge as we grow. We probably had roughly a hundred spreadsheets going at any one time.”

Today, their tech packs are accurate, hundreds of spreadsheets have been eliminated, their sustainability practices are easier to manage, timelines are streamlined and one single source of the truth exists for all product data.

## ***Clinixir Taps Oracle Clinical Trial Solutions to Unify Trial Operations***

13 February 2022

Clinixir Company Limited, a startup Clinical Research Organization (CRO) in Thailand, has selected Oracle's innovative clinical research and pharmacovigilance solutions as its eClinical platform. Clinixir chose the Oracle Health Sciences Clinical One Cloud Service for its comprehensive, end-to-end technology capabilities and breadth of applications. It has also selected Oracle Argus for its safety management, amongst other Oracle applications.

Clinixir is the largest provider of clinical trial services to Thailand's Ministry of Health, as well as several universities, hospitals, and pharmaceutical companies. After careful evaluation, Clinixir has selected Oracle to help it run and optimize its clinical trial budgeting, planning and management, monitoring, and analytics. With Oracle, Clinixir will be able to establish a unified data platform for its clinical trial and safety operations and integrate its recently selected Oracle NetSuite Enterprise Resource Planning (ERP) system.

"After a thorough evaluation we found Oracle is the only vendor that provides an end-to-end solution from finance, enterprise resource planning (ERP), and operations to clinical trial and safety applications," said Chief Executive Officer Dr. Kanokwan Pornprasit, Clinixir. "Oracle's clinical research, pharmacovigilance and back-office products provide a single best-in-class solution and we are confident that we can conduct our clinical trials efficiently, effectively, and safely."

Clinical One will harmonize data from multiple sources which will help Clinixir to streamline workflows and save significant time from study startup to study closeout. With Clinical One's unified platform and applications Clinixir will have access to a complete analysis of clinical trial data, the patient's experience, and ultimately, the safety and efficacy of the investigative therapy, and enable the CRO to make actionable decisions.

As part of its deployment, Clinixir will use: Oracle Argus, Oracle NetSuite Enterprise Resource Planning, Clinical Trial Management System (CTMS) (known as Oracle Health Sciences Trial Management and Monitoring Cloud), Clinical Development Analytics (CDA), Oracle Health Sciences ClearTrial, Oracle Analytics Cloud, Oracle Database, and Oracle Clinical One for Electronic Data Collection (EDC) and Randomization and Trial Supply Management (RTSM).

"Thailand's public sector is undergoing a major push for digitization," said Managing Director Oracle Thailand Taveesak Saengthong, "As a CRO, Clinixir will be a valuable contributor to the health of Thailand's residents as it works with top universities and other organisations to bring therapies to market quickly. At Oracle, we are very committed to supporting these important efforts through our technology."

"The right technology is essential in helping CROs better manage and use data to speed discoveries of new treatments," said Senior Vice President and General Manager Henry McNamara, Oracle Health Sciences. "The flexibility, speed, and real-time insights our platform and applications can deliver can help enable Clinixir to streamline its clinical trial operations."

## ***Daimler Truck adopts Siemens' Xcelerator to shape the future of CO<sub>2</sub>-neutral transport***

15 February 2022

Siemens Digital Industries Software announced that Daimler Truck has adopted Siemens' Simcenter™ STAR-CCM+™ software to develop next-generation, CO<sub>2</sub>-neutral vehicles. Simcenter, part of

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Siemens' Xcelerator portfolio, will provide Daimler Truck with the leading-edge computational fluid dynamics (CFD) solution it needs to transform its CAE development process to a full digital twin-driven multiphysics environment.

Daimler Truck plans to use Simcenter to improve aerodynamic performance, as well as explore and optimize innovative e-mobility propulsion and energy management systems including battery cooling and hydrogen technology. The software will also help support legacy combustion engine and exhaust system design and associated CO2 reduction.

In addition to software, Siemens and Daimler Truck are to partner in the training of young engineers to create the high-level simulation specialists that will assist in ensuring Daimler Truck maintain their leadership in the market.

"We are proud to have Daimler Truck as the newest member of our ever-expanding customer family," said Edwin Severijn, Sr. VP and General Manager, EMEA, Siemens Digital Industries Software.

"Digitalization is critical to sustainable industrial innovation in the transportation sector and by providing insight into the real-world performance of products, Simcenter STAR-CCM+ can accelerate innovation for a better tomorrow."

Daimler Truck AG is the world's largest Truck and Bus producer, with industry leading positions in Europe, North America and Asia, and with more than 35 main locations around the globe. With more than 100,000 employees, it unites seven brands under one roof: Freightliner, Western Star, Thomas Built Buses, Mercedes-Benz, Setra, BharatBenz and FUSO.

## ***DXC Technology Selected by the University of Newcastle, Australia to Manage its Core Student Information System and Infrastructure***

11 February 2022

DXC Technology, a leading Fortune 500 global technology services provider and a member of Oracle PartnerNetwork, announced it has signed a multi-year Managed Services agreement with the University of Newcastle to manage Oracle's PeopleSoft Campus Solutions application and infrastructure. The University of Newcastle is one of the first universities in Australia to engage a strategic partner to support its core campus application in its entirety.

DXC's practice for Oracle will provide Managed Services for the PeopleSoft Campus Solutions application, including 24/7 critical coverage, Amazon Web Service (AWS) technology management, database, middleware support, and continuous delivery service. This complete service will allow DXC to manage all applications and infrastructure, allowing the University to focus on its business operations.

"Digital transformation in the higher education sector is giving teams access to world-class, low-cost, and industry-specific cloud solutions. DXC is delighted to collaborate with the University of Newcastle to provide full support of their core PeopleSoft Campus Solutions system," said Richard James, Practice Director (Asia Pacific), DXC practice for Oracle. "In order to achieve their goal of delivering high-quality education, it is imperative for universities to have trusted partners that can manage the smooth running of their back-end applications while they focus on business-critical operations, achieving greater efficiencies for students and staff."

In the face of increasing competition, higher education providers are under pressure to deliver superior student experiences and think strategically and innovatively about future directions, all while making their budgets go further. To this end, the University of Newcastle needs to support its business users, reduce the operational risk of license compliance and general operations, and drive an innovation agenda to stay competitive.

“The University of Newcastle is committed to ensuring a high continuity of service in a cost-effective manner,” said Ben Patey, Associate Director - Solutions, University of Newcastle. “Our partnership with DXC ensures that our applications are always up to date with the latest patching releases and all the University enhancements required are deployed, maximising our investment in the software.”

With over 37,000 students, 1,100 academic staff, and 1,500 administrative staff, the University of Newcastle is a world-class university with a strong focus on student experience, excellence in teaching, and research. It has a primary campus in Callaghan, New South Wales, and operates many other campuses around Australia as well as supporting online remote learning.

## ***HOOPS Exchange Helps AVEVA Establish 3D Model Foundation for Digital Twin Platform***

14 February 2022

Tech Soft 3D, the leading provider of engineering software development toolkits, announces that AVEVA, a global leader in industrial software, is using HOOPS Exchange to provide a powerful multicad import feature to AVEVA E3D Design that lets customers easily bring in data from multiple sources and enrich a common data model. This new feature, powered by HOOPS Exchange, provides the foundation for a sophisticated digital twin that customers can take advantage of during the lifecycle of the asset. The multicad import feature also helps drive digital transformation for enterprises with complex operational processes. As part of its mission, AVEVA helps customers in industries ranging from power & utilities to oil & gas and shipbuilding with the design and engineering, operation, and optimization of their plants and other large assets.

“HOOPS Exchange has been a fantastic way to increase the number of formats we support, and the results are something that we just wouldn’t have been able to achieve in a timely manner with our own development resources,” said Brian Hughes, Senior Product Manager, AVEVA. “Whether we’re talking about a process plant for an energy company or a brand-new container ship, these are very large, complex, and expensive assets that need to run for many, many years, so a lot of care needs to be put into their initial design as well as their ongoing operation.”

AVEVA’s 3D design solution, AVEVA E3D Design, has long helped customers with the design of these assets. The product provides a common model that enables all the designers and different disciplines to seamlessly work together on the project and to identify and resolve clashes before anything is built. The product also allows for integration of as-built laser scan data for modernization projects or refurbishments, eliminating construction rework. Increasingly, customers wanted to bring even more types of information into the AVEVA E3D Design environment and to leverage the model beyond the design phase.

“There’s a lot more use being made of the model in recent years,” explained Hughes. “People have realized that the engineering data created during the design phase is a useful resource that can be used to create a digital twin and optimize the performance of the asset during the operations phase. Due to that shift change, our customers wanted us to enable them bring together more types of data from different systems and vendors to create a more complete model.”

While AVEVA offered support for approximately half a dozen Computer Aided Design (CAD) formats within AVEVA E3D Design, the company knew that it needed to step up its product capabilities to better meet the needs of the market.

“Customers wanted to see more information and a higher level of detail than we had traditionally offered in the AVEVA E3D Design model – but we didn’t have the capacity in-house to add huge numbers of

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additional formats,” said Hughes. “So we had to find another way to make that happen.”

## **More Data Creates a More Powerful Solution for Customers**

HOOPS Exchange was the ideal solution for AVEVA. The leading CAD translation software development kit, HOOPS Exchange delivers access to over 30 CAD file formats through a single interface. Supported formats include CATIA, SolidWorks, Inventor, Creo, NX, Solid Edge, and many more.

“HOOPS Exchange has been a fantastic way to increase the number of formats we support, and the results are something that we just wouldn’t have been able to achieve in a timely manner with our own development resources,” said Hughes. “Adding support for new formats and keeping up to date with the latest version of formats was something we really struggled to do at scale before. Handing off this responsibility to Tech Soft 3D’s allows us to really focus our development efforts.”

In better serving their customers, AVEVA feels they’ve gained a powerful competitive edge for their flagship product.

“The market told us they needed access to more data, and we were able to address that by using some of the best software out on the market today,” said Hughes. “HOOPS Exchange has been a fabulous tool for us.”

## ***International Drilling Contractor Borr Drilling Selects IFS Cloud***

8 February 2022

IFS, the global cloud enterprise software company, announced international offshore drilling contractor Borr Drilling is upgrading its existing IT platforms to latest IFS versions including IFS Cloud, IFS Cloud Services and IFS Success Services. Borr Drilling owns and operates 28 jack-up rigs of modern and high-specification designs providing drilling services to the offshore energy exploration and production industry worldwide.

IFS Cloud will support mission-critical business processes, including enterprise asset management (EAM), onshore-offshore data replication, supply chain management, and global financials. Comprehensive and on-demand insights into the condition of the platform is critical when drilling for oil and gas. Maintenance is also a high priority for rig owners as it contributes to both up-time and cost savings.

The IFS solution meets SOX compliance and lets its customer manage maintenance, supply chain, and finance quicker and more efficient, connecting data across all these functions. It also features inbuilt replication between Head Office and rigs. IFS Cloud can be used onshore and offshore by all rigs and global support organizations.

“IFS is a key strategic partner to Borr Drilling and we are very happy to continue our digitalization journey with IFS’ latest products and technology,” says Kjetil Gran, IT Director at Borr Drilling. “IFS Cloud provides us with the comprehensive end-to-end functionality in a single platform that simplifies mission-critical business processes and provides the insights we need to make key decisions. I look forward to continuing our partnership with IFS.”

“Energy is a key focus industry for IFS,” says Christian Pedersen, Chief Product Officer at IFS. “We are proud to be able to support rig, FPSO and complex vessel owners with critical oil & gas industry functionality through IFS Cloud.”

## ***Manthey relies on CONTACT Cloud for best performance in digitization***

16 February 2022

**CONTACT Cloud offers the Porsche car tuner the flexibility and security it needs to digitize business processes fast and consistently.**

The increasing demand for customized products poses a challenge for manufacturers to make their production more efficient and at the same time more flexible. Today, automated processes and the use of robots make it possible to meet the requirements of individualized manufacturing with ever shorter product cycles and an increasing number of variants.

The company from Rhineland-Palatinate has around 250 employees and is owned 51 percent by Porsche AG. With high-quality products, it refines Porsche vehicles for racing and makes them more robust, reliable and durable. It also offers services in the field of vehicle bodywork, maintenance and deployment. Manthey is one of the world's most successful Porsche racing teams and has already won several races at the Nürburgring.

By using CIM Database PLM from the cloud, the company ensures end-to-end processes along the entire value chain. The company-wide integration of IT systems and business applications provides a consistent view for all stakeholders involved. Data can thus be managed more efficiently, change processes accelerated and all information synchronized in a highly automated manner in the ERP system such as SAP. As a result, Manthey improves collaboration from design to service to supply chain, reduces development costs and achieves faster go-to-market.

With CONTACT's Software-as-a-Service (SaaS) offering, Manthey also benefits from an ready-to-use, secure and scalable PLM solution that significantly reduces costs, time and IT efforts in the company. "With CONTACT Cloud Services, we can respond to new requirements at short notice while minimizing administrative effort. CIM Database offers us exactly the consistency and interface we need for this!" says Stefan Mages, Development Manager at Manthey.

## ***Qorvo Selects Cadence Design Systems for US Government SHIP-RF Program***

15 February 2022

Cadence Design Systems, Inc. announced participation in Qorvo's State-of-the-Art Heterogeneous Integrated Packaging (SHIP-RF) Design Center. The SHIP-RF program is a Department of Defense (DoD)-sponsored initiative aimed at advancing leading-edge microelectronics design and manufacturing capabilities in the United States. As part of the program, Cadence is providing services, tools and Assembly Design Kits (ADKs) to enable Qorvo and their customers to achieve first-pass design and manufacturing success for next-generation RF and mixed-signal systems that are delivered as both packages and modules.

As part of Qorvo's Design Center team, Cadence will develop methodologies and flows to implement seamless design and simulation capabilities for 2.5D and 3D heterogeneous integration. These include advanced technologies that have been internally developed in alignment with the Cadence® Intelligent System Design™ strategy, including Allegro® Pulse™, Clarity™ 3D Solver, Celsius™ Thermal Solver, and Allegro X Design Platform. Incorporating Cadence ADK solutions with Qorvo's foundry PDKs and their SHIP-RF Assembly and Test Center (ATC) manufacturing rules enables complete modeling and product simulation for mission-critical aerospace and defense applications.

"Cadence is the only EDA company accredited by the DoD as a Trusted Supplier. We will provide Qorvo and our customers with capabilities to rapidly and accurately design sophisticated packages and

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modules that will be fabricated and tested in the Qorvo manufacturing facility, resulting in reduced development time, iterations and cost,” said Tom Beckley, senior vice president and general manager, Custom IC & PCB Group, Cadence. “With our continued focus on developing the most advanced computational software solutions, Cadence is well-positioned to deliver an optimized flow for RF and mixed-signal systems to be designed, verified and assembled in the most advanced packages and modules.”

“Cadence’s participation in the SHIP-RF program benefits Qorvo and our customers as they will be able to access Cadence flows when utilizing Qorvo’s advanced, industry-leading heterogeneous RF packaging, assembly and testing solutions,” said Roger Hall, general manager of Qorvo’s High Power Solutions (HPS) business. “Cadence’s offerings can increase design productivity to meet the size, weight, power and cost (SWAP-C) requirements for next-generation phased array radar systems, unmanned vehicles, electronic warfare platforms and satellite communications.”

The Cadence Aerospace and Defense solutions support the company’s broader Intelligent System Design strategy, enabling system innovation.

## ***sela Partners with Centric Software for Optimized and Sustainable Product Development***

14 February 2022

sela, one of Russia’s oldest and noticeable lifestyle brands, has selected Centric Software’s Product Lifecycle Management (PLM) to support business growth and further eco-friendly product development. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Headquartered in Saint Petersburg, the lifestyle brand has a rich heritage dating back almost 30 years. sela dominates the mid-priced fashion and accessories sector in Russia and other CIS countries, with 124 own stores and 60 partner stores located across Russia, Belarus and Kazakhstan. In 2019, sela joined one of the largest retailers, Melon Fashion Group, alongside three other renowned brands: ZARINA, befree, and LOVE REPUBLIC.

To keep pace with rapid business expansion, sela knew they had to digitalize product development and optimize quality control.

“We wanted more reliable product information with fewer errors, less rework and a way to eliminate our manual and decentralized ways of working,” says Anna Vasileva, Head of IT at sela.

All product development prior to PLM was managed partially in Excel spreadsheets and partially in an ERP system. Consequently, data was disconnected and teams were overwhelmed with admin. They lacked full visibility and traceability of products. This frustration spurred sela on to begin the search for a comprehensive and easy-to-use digital transformation solution that aligned with their business needs.

“Managing products over email and Excel was no longer an efficient system. Having a single source of truth will eliminate non-value-added click-work for our design and product development teams and allow them to focus on innovating and creating more products,” continues Vasileva.

During the selection process, Centric PLM was a clear first choice for sela – they were excited by the prospect of connecting their Shanghai and Saint Petersburg offices (as well as suppliers in China) via one unified, cloud-based system. Important to say, that other brands of Melon Fashion Group also appreciate the benefits of Centric PLM.

“With Centric Software’s Mobile PLM Apps, our teams will capture information and images on the go rather than writing notes and manually entering the information back at their desks, which is a real time saver, especially for fit review sessions. It will ultimately help speed decision-making, improve the quality of the final product and reduce time to market,” adds Vasileva.

“We also plan to track and manage organic and recycled materials directly within Centric PLM for our sustainable garment collection ‘#selacares’,” concludes Vasileva.

“We are delighted to welcome our sixth Russian customer to the Centric Software family,” comments Chris Groves, President and CEO of Centric Software. “We look forward to furthering sela’s ambitious and eco-conscious growth strategy.”

## ***TAG Heuer Porsche Formula E Team and Ansys Power Up 99X Electric Race Car to Capture Historic Formula E Race Win***

16 February 2022

Porsche Motorsport’s 99X Electric Formula E race car, powered by Ansys’ industry-leading simulation solutions, cemented its status in car racing history by capturing first and second place on the Autodromo Hermanos Rodriguez circuit at the Mexico City E-Prix, the third round of the 2022 ABB FIA Formula E World Championship. Finishing in 47:20.404 minutes, the TAG Heuer Porsche Formula E Team driver Pascal Wehrlein (#94) outpaced the competition with help from the 99X Electric’s Gen2 powertrain, which was optimized for electrical efficiency using Ansys solutions. His teammate André Lotterer (#36) finished in second place to complete a historic one-two win for the team.

The TAG Heuer Porsche Formula E Team faced significant engineering challenges for competing at Autodromo Hermanos Rodriguez in Mexico City. The venue is the only permanent facility in the Season 8 Formula E calendar. The circuit requires teams to manage incredible speeds around winding turns and race across long full-throttle straights, requiring sudden shifts in acceleration and deceleration. The perfect race strategy and optimal energy management are keys to success. Porsche Motorsport worked with Ansys to design a highly-efficient customized powertrain that greatly minimized energy losses — giving the 99X Electric a key competitive edge. Together with Ansys, Porsche Motorsport engineers accelerated the virtual testing of design concepts to swiftly provide the best design solution, without physical prototypes.

Expanding from racetracks to roads, Porsche Motorsport’s engineering team uses the 99X Electric’s Gen2 powertrain to spur the development of energy efficient, affordable and sustainable commercial e-mobility models.

“The 99X Electric demonstrated the tremendous power of e-mobility in this race, providing an impressive reference of the massive potential that electric vehicles have,” said Florian Modlinger, Director Factory Motorsport Formula E at Porsche Motorsport. “Ansys solutions play an essential role in squeezing maximum performance and efficiency out of the Gen2 powertrain, enabling the 99X Electric to sustain extreme speeds for extended periods of time, substantially lessening energy losses and slashing seconds off lap times.”

“Porsche Motorsport is an industry leader in electric vehicle design and the Porsche 99X Electric has ushered in a new era of e-mobility with its latest triumph on one of the world’s most demanding tracks. We congratulate the team on their outstanding achievement,” said Rick Mahoney, senior vice president of worldwide sales, marketing and customer excellence at Ansys. “Using Ansys, the TAG Heuer Porsche Formula E Team demonstrated how they could improve the integration of highly complex electrical systems to maximize energy efficiency and outrace the competition.”

## ***US DoD Accredits Oracle Cloud Infrastructure (OCI) for Top Secret Missions***

15 February 2022

Oracle announced the US Department of Defense (DoD) has authorized Oracle Cloud Infrastructure (OCI) to host Top Secret/Sensitive Compartmentalized Information (TS/SCI) and Special Access Program (SAP) missions. This expands on Oracle's growing number of accreditations, currently serving government workloads up to FedRAMP High and DoD Impact Level 5.

The DoD will use Oracle National Security Regions (ONSR), which are dedicated Oracle Cloud Infrastructure regions isolated from the internet and connected to only government-specified networks that meet requisite security classifications. DoD assessors granted the Authority to Operate (ATO) which will enable secure processing of some of the Air Force's most sensitive data. The Air Force uses a broad array of Oracle Cloud Infrastructure services, such as OCI Container Engine for Kubernetes and Oracle Database Cloud Service. This includes using the spatial and graph functions within Oracle Exadata Cloud Service to accelerate data analysis.

Oracle has multiple National Security Regions, in addition to Oracle Cloud Infrastructure's global network of US DoD, US FedRAMP, and commercial cloud regions. National Security Regions meet both ICD 705 and ICD 503 standards and are engineered to host missions at DISA Impact Level 6/Secret and Top-Secret security levels, with capabilities including strong encryption and security controls and in-depth auditing. The National Security Regions are designed to deliver identical cloud services to Oracle Cloud Infrastructure commercial regions.

"Oracle has long provided high performance, high availability, and open computing to the DoD and Intelligence Community to securely run their most-demanding, mission-critical classified workloads," said Glen Dodson, senior vice president, National Security Group, Oracle. "Oracle's broad data management services and analytics, including built-in AI, are immensely valuable additions to the DoD's multi-cloud strategy."

Oracle is a long-standing strategic technology partner of the US Government. With a full range of data management services, Oracle Cloud Infrastructure supports the DoD data decrees and Artificial Intelligence (AI) and Data Acceleration Initiative (ADA) with open data standards and an architecture powered by embedded machine learning. Many federal, state and local customers are using Oracle to deliver critical government services. Oracle Cloud Infrastructure is used across the Department of Defense, including the US Army, Navy and Air Force, multiple defense agencies, as well as the Office of the Secretary of Defense. Globally, more than 1,000 public sector organizations are benefitting from Oracle's industry-leading technologies and superior performance.

## ***Wipro Selected as Strategic Transformation Partner by ABB***

16 February 2022

Wipro Limited, a leading global information technology, consulting and business process services company, has been awarded a five-year, strategic engagement to drive transformation for ABB's Information Systems digital workplace services. The agreement, worth over \$150 million, will help ABB's Information Systems deliver enhanced, consumer-grade digital experiences for its 105,000 employees in over 100 countries.

ABB is a leading global technology company that energises the transformation of society and industry to achieve a more productive, sustainable future. This engagement, led centrally from Switzerland by ABB and Wipro Limited, will deliver increased automation and enhanced user experience through personalised services underpinned by real-time analytics—all wrapped with Wipro's superior endpoint

# CIMdata PLM Industry Summary

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security services. Wipro will also provide ABB with managed services support leveraging Wipro's LiVE Workspace™ solution.

**Christophe Zajpt, Head of IT Consumer Experience, ABB**, says, "Wipro has been a fundamental part of our IT operations over the past six years and has proven to be a strong partner in our transformation journey of the digital workplace. Their work is critical as it directly touches the lives of our consumers, and our partnership will continue to result in significant digital and technology transformations to our ABB workplace. We will enable our employees to 'work the way they live', giving them access to their needs at any time, from anywhere, and on any devices with the highest possible speed and the greatest digital experience. IT plays a critical role in the business and has become a competitive advantage. We're confident that Wipro is the right partner to help us achieve the full growth and productivity potential of a smart application of innovative workplace solutions."

**Pierre Bruno, CEO, Europe, Wipro Limited**, says, "ABB is a great example of a business looking to unlock the power of technology to transform. As ABB's strategic partner we will be driving a forward-looking roadmap that leverages our experience and knowledge of ABB to-date and brings to bear the best of digital and technology transformation practices. We share a goal of elevating the end user experience and ultimately making a positive impact in the lives of ABB's employees through Digital Workplace Services. I'm proud of the part Wipro Europe will play in achieving these goals."

The new partnership between ABB and Wipro builds on an existing digital workplace transformation engagement, which has driven a significant increase in employee satisfaction at ABB.

Note: The deal was mentioned in Wipro Limited's financial results announcement press release, dated October 13, 2021, for the quarter ended September 30, 2021 (Q2 FY21-22), without detailing the tenure and size of the deal.

## ***yutori to transform Sourcing with Centric PLM™***

15 February 2022

yutori Inc., the Japanese direct to consumer (DTC) fashion start-up, has selected Centric Software's Product Lifecycle Management (PLM) solution. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Founded in Tokyo in 2018, yutori Inc. operates a popular vintage fashion community and owns several direct-to-consumer brands, targeting young adults in their teens and twenties. In 2020, yutori announced a partnership with ZOZO Corporation, which operates Japan's largest fashion shopping site, ZOZOTOWN, to collaborate on apparel manufacturing and inventory management.

yutori develops and sells many products in collaboration with suppliers and urgently needed to improve sourcing and procurement efficiency due to rapid business growth and expanding supplier numbers. In addition, to better prepare for its future IPO, yutori needed to strengthen internal controls and information management.

yutori was using tools such as e-mail, spreadsheets and instant messaging to communicate with suppliers for product planning, quotation requests, order placement and product delivery. However, as the amount and different types of data increased, the company decided a PLM system was essential to enable more efficient information sharing and improve the speed and control of sourcing.

After researching various solutions, yutori decided to implement based on Centric's global track record

# CIMdata PLM Industry Summary

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in fashion, high configurability and ability to flexibly respond to future business expansion. In December 2021, yutori kicked off their PLM implementation.

yutori plans to use Centric's product development, material management, procurement management, calendar management and workflow tools to accelerate the efficiency of information sharing with its suppliers.

Kazuma Senokuchi, board member and COO of yutori Inc., says, "We believe that Centric PLM is the best solution to achieve our goal of visualizing the real-time status of sourcing and sharing product plans with the team. Although we are still in the early stages of implementation, we are confident that the capability to track transaction records and communicate with suppliers will reduce risk by eliminating human error. We expect to integrate everything from product planning to procurement on the PLM system."

"We are delighted that yutori, a fast-growing company in the Japanese fashion industry, has chosen Centric as their partner," says Chris Groves, President and CEO of Centric Software. "We look forward to working closely with yutori throughout implementation and beyond to help them achieve their business expansion goals."

## Product News

### ***ABB EXPANDS ITS COMPONENT RANGES IN THE ELEC CALC™ SOFTWARE***

16 February 2022

Trace Software International, software company for the building and energy industry, and ABB, leading technology company for the industry, announce the integration of new components in the multi-manufacturer catalog of elec calc™.

Thousands of ABB components available in elec calc™

ABB is already listed in the multi-manufacturer catalog of elec calc™. However, the company now grants the software users the access to a technical database expanded with almost 5 000 new components, including the moulded case circuit breakers of the Tmax XT range.

All in all, more than 29 000 components of ABB are available in the catalog of elec calc™. This way, professionals now have access to a wide range of technical references.

*"We wanted to be present in elec calc™ because this software constitutes an **important information relay** so the engineering offices can directly discover our products. Moreover, Trace Software has a department dedicated to the enrichment of the database of its software. We could thus save valuable time for the integration of our product references. We know that the coherence of the technical data with the software is controlled and that is for us essential in terms of security."*

***Patrick Domange, ABB***

*"The enrichment of manufacturer catalogs is an ongoing process that guarantees our software users to have access to plenty of updated references. By integrating components of a manufacturer such as ABB, we further enriched our catalog in order to offer our software users a wide range of components. They benefit from updated data and references which can be directly used in the component lists and calculations."*

***Martial Leroy, Trace Software***

# CIMdata PLM Industry Summary

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Thanks to the recognised expertise of ABB for Low and Medium Voltage distribution and the expertise of Trace Software in terms of electrical calculation with elec calc™, professionals can now design their electrical installations with a guaranteed flexibility and according to the applicable standards.

## ***ActCAD 2022 Update 1267 Released, Dt.12-Feb-2022***

12 February 2022

ActCAD announces the release of its new version 1267 for ActCAD 2022 Professional, Standard and Prime Versions.

This is a general maintenance release of 2022 version. Below is a list of improvements:

- Updated ODA dwg libraries
- Fixed crash in Spanish version
- Fixed crash issue while getting annotative scale in viewport
- Fixed crash while editing certain hatch, index out of range exception
- Fixed editing MTEXT locks viewport in certain circumstances
- Fixed the issue of MTEXT Editor invisible after zoom
- Fixed some bugs in paperspace dimensions
- Fixed the issue of Properties window issues due to drawing errors
- Added all dialog boxes related to tables with tooltips for each control
- Fixed border color setting error in TABLESTYLE
- Fixed no flyouts for borders types in TABLESTYLE
- Fixed incorrect behavior when confirming values with Enter in TABLESTYLE
- Fixed error messages display after creating Tables
- Fixed incorrect behavior when attempting to Esc table selection
- Fixed OLELINKS path to the linked file incorrect display
- Implemented keyboard navigation for ribbon menubar
- Fixed instant cursor size update after editing
- Fixed dimensions not associative with intersection snapping at model space
- Added button for reversing the order of sheets in the list in Publish dialog

## ***Agiloft Announces Update to Contract Lifecycle Management App on Salesforce AppExchange, the World's Leading Enterprise Cloud Marketplace***

9 February 2022

**Agiloft** announced the 2021 Winter Release update to its Contract Lifecycle Management app on Salesforce AppExchange, providing customers new connected experiences for easier enterprise integration that enables teams to collaborate on contracts within Salesforce and other established applications and ecosystems.

To maximize the value and speed of contracting, enterprises must boost collaboration by bringing more departments into the CLM process, and one way to do that is to bring CLM functionality to them in the apps they already use. With Agiloft's new Salesforce managed package, available in this 2021 Winter

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Release, users can quickly sync data between Agiloft CLM and Salesforce as well as complete one-click contract creation of proposals, MSAs, and other agreements while also automating approval processes with integrated email, SMS, and e-signature.

Agiloft CLM software helps businesses drive long-term revenue growth, maintain cost discipline, and reduce security and compliance risk. Agiloft's user-friendly CLM platform offers possibilities for the configuration and automation of complex contract and commercial workflows—from one-click creation of proposals and agreements to tracking performance obligations, contract expirations, and invoicing.

Agiloft's new out-of-the-box managed package on AppExchange enables teams to get up and running on Salesforce in fifteen minutes, improving our established Salesforce integration and accelerating sales with a Connected Experience with Agiloft CLM. This sync with Salesforce makes valuable customer and business data available instantly in both systems to reduce data silos and inefficiencies that could lead to missed opportunities and lost revenue.

“The Agiloft 2021 Winter Release delivers new connected experiences that enable users to connect contract processes with the trusted tools they use daily, and for millions in the workforce that tool is Salesforce,” said Andy Wishart, Agiloft chief product officer. “Distributed workforces are the new norm, and the ability for teams to collaborate is critical. This newest product release makes it easier than ever to utilize Agiloft CLM functionality within Salesforce as well as in other critical apps across the enterprise.”

“We are excited that Agiloft is continuing to improve its solution on AppExchange as they provide new connected experiences for CLM,” said Woodson Martin, GM of Salesforce AppExchange.

“AppExchange is constantly evolving to meet the needs of our customers, and we love watching our partners evolve alongside us.”

## ***Be a nanoCAD 22 beta-tester***

16 February 2022

Nanosoft, nanoCAD software vendor, is inviting to the Beta-tester program for nanoCAD 22 Platform with 5 professional modules.

Just recently we released nanoCAD 21, and today we are ready to introduce more features in beta version of nanoCAD 22 platform with 5 professional modules. Nanosoft developers have worked hard to improve commands and fix previous bugs. Now it is your feedback that we need to make it perfect before the public release!

Take this chance to become a member of an exclusive group who will be first to try all the new updates and help us make nanoCAD 22 the best CAD tool of 2022. So, please join our beta-test program today.

### **What's new in nanoCAD 22:**

#### **New in the nanoCAD 22 Platform:**

- Floating document windows
- Optimized performance on 4K screens
- Faster file opening
- 3D snaps for solid objects
- Associative Arrays By Path
- Bounding Prism interface redesigned

# CIMdata PLM Industry Summary

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- Drawing Explorer redesigned
- Updated Spell Check toolbar
- Purge Document command is purging a Sort Table
- Big improvements in Point Clouds - new point cloud formats, geotagging, point clouds data recalculation, API etc.

## **New in the 3D modeling Module:**

- 3D Block Editor
- Section of 3D Objects command
- Direct Insertion of 2D views into Layouts
- Automatic constraints in Sketch mode

## **New in the Topoplan Module:**

- Specialized tools for splitting a drawing into sheets for printing
- Creating a Slope
- Improved import of geopoints
- New commands for Meshes
- Measurements Archive
- Lots of updated commands and improvements

## **New in the Mechanica Module:**

- Broken-out section views
- New features for working with Sheet bodies
- Fasteners' properties changed
- New Materials in the Database

## **New in the Construction Module:**

- New Features of Fasteners

And other improvements...

## ***Bridgit launches the Bench Cost module to help general contractors track financial workforce metrics***

15 February 2022

**Bridgit**, the leader in construction workforce intelligence technology, announced Bench Cost Tracking as the next new way to help general contractors have full workforce visibility. As one of many recent additions to Bridgit Bench, the Bench Cost module will help general contractors tie a dollar value to people who are sitting on the bench or are underutilized, and make data-driven decisions about how to properly allocate staff.

The ongoing labor shortage crisis has led to an industry-wide struggle to get enough of the right people to complete projects. It's crucial now, more than ever, for general contractors to maximize the productivity of their current staff. Yet, contractors that continue to use spreadsheets or outdated legacy solutions may be missing out on critical insights necessary to make the best decisions for their people. Bridgit Bench, with its robust forecasting, can help. This new feature is enhanced by existing utilization

and people capacity reports in Bridgit Bench.

“Bridgit took our feedback to heart and worked closely with us to create the new Bench Cost feature,” said Greg Wade, Senior Vice President at MATT Construction. “Bridgit now makes it possible to quickly review our workforce forecast and to plan our business functions around our most valuable assets: our employees. Through intelligent forecasting, Bridgit provides clear and controllable data, allowing us to make better-informed decisions while saving time and cost.”

Contractors using Bridgit Bench will see a panoramic, 5-year view of how productive their people are, how many projects their people can handle, and how much it’s costing them to have people left on the bench. Managers can use this data to maximize revenue with better project allocations. In addition, better understanding bench costs can help GCs surface opportunities to take on more projects.

“Having spoken to leaders across the industry, we’ve heard time and time again that it is really difficult to understand the financial implications of benched staff, and forecast their annual G&A expense,” said Mallorie Brodie, CEO and Co-Founder of Bridgit. “This is a magic number that helps our customers anticipate their risk exposure and we’re delighted to provide this type of insight to help GCs make the best use of their talent.”

## ***CORTONA3D RAPIDAUTOR 14.0.1: A NEW CONCEPT OF UNIVERSAL STYLES FOR THE 2D EDITOR, SUPPORT FOR REALISTIC SHADING, NEW PARAMETRIC OBJECTS, AND COMMANDS FOR QUICK DOCUMENTATION AUTHORIZING***

15 February 2022

Cortona3D releases a new version of RapidAuthor 14.0.1, a software solution for creating interactive documentation for manufacturing and after-sales support. The new version introduces universal styles for the 2D editor, automatic generation of raster images with realistic shading, new objects for demonstrating operations with flat cables and plugs, and new capabilities for creating documentation in accordance with S1000D and DITA standards.

The RapidAuthor gallery of parametric objects was expanded with a flat cable, plugs, a bolt, a nut, and several other objects, operations with which are often found in assembling, maintenance, and repair instructions. Demonstrating cable connection or plug installation is now much easier than before.

Users who develop documentation in accordance with the S1000D standard now can check data modules for compliance with BREX requirements, automatically create and update service data modules, and publish documents consisting of several S1000D modules in PDF format (previously only publishing in HTML was supported). Several features have been implemented for creating documents based on DITA Map when using RapidAuthor in the Teamcenter environment. The structure of these documents and their topics can be edited in the Teamcenter rich client or Active Workspace.

The 2D Image Editor has a powerful new Pen tool for creating Bezier curves. In addition, the concept of working with styles has completely changed, which significantly speeds up the work of the illustrator. All styles are divided into four groups: stroke, fill, text, and complex styles. Applicable style can be assigned to all selected objects simultaneously, there is no need to edit each object separately.

Another important change regarding the convenience of working with styles: the user can link styles in pairs and then quickly switch between them, for example, between thin and thick lines or custom colors.

Support for DirectX 11 and ambient occlusion made it possible to automatically create raster images with realistic shading from 3D models.

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RapidAuthor 14.0.1 also contains numerous interface and performance improvements based on feedback from customers who use RapidAuthor in their daily work. These improvements are related to project administration, video recording, update procedures, 3D object operations, and data import.

## ***EnSuite-Cloud ReVue releases SmartPicking tools for CAD Assemblies***

15 February 2022

CCE, a leading provider of advanced CAD interoperability solutions, announced its recent release of EnSuite-Cloud ReVue that introduced several updates to allow users to collaborate more efficiently with CAD assemblies.

Among the most notable enhancements of this release, is the introduction of "SmartPicking" tools that give users the ability to **toggle between multiple sub-assemblies when they pick a specific tool** and see the results of the operation in real time on the viewer screen. This makes the collaboration session significantly more efficient since users no longer have to exit each tool selection and navigate individually to sub-assemblies of interest from the assembly navigator.

“We are quite excited about this recent update. Coming close on the heels of last month’s update where we introduced SmartMeasure tools, this update introduces additional smart tools that focus on making users more efficient during a collaboration session. Engineering collaboration is not easy. So, it is imperative that we provide tools, like SmartPicking, to make it easy for people to work with and navigate through complex data, especially CAD assemblies, and discuss design changes. A lot of our updates this year will be focused on user efficiency and towards that end, we’ve had two very successful releases so far,” said Vinay Wagle, CCE’s V.P. Sales and Marketing.

Besides the SmartPicking tools, users can now **schedule a collaboration session** for a later date and time. This gives participants greater flexibility to participate in the meeting based on their availability, which is especially important as companies increasingly work with a global workforce and supplier base dispersed across different time zones.

EnSuite-Cloud ReVue is a revolutionary web-based real-time collaboration software that allows users to **take local control of the CAD model** without disrupting the meeting for all participants or compromising intellectual property. It supports latest versions all the major CAD formats, including CATIA V5, CATIA V6 (3DXML), NX, SOLIDWORKS, Inventor, Creo, Solid Edge among others.

Besides allowing users to collaborate using **2D and 3D CAD data**, users can also share engineering documentation via screen-share thanks to its **multi-document support** in the same collaboration session. EnSuite-Cloud ReVue uses **secure peer-to-peer technology** for collaboration. Some of the key features that ensures total security of intellectual property include:

- **Uses browser exclusively** - No software installation or browser extensions required
- **Data never leaves the user** - No storing of proprietary design data on any server
- **User is in control** - Well-defined roles & privileges for participants for data protection
- **User’s data is never out of sight** - No data footprint left after collaboration

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, MCADCAfe, Digital Engineering among others.

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

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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.**

Key benefits of using EnSuite-Cloud ReVue for secure online meetings for engineering collaboration over typical screen-sharing apps like Zoom, Teams and Webex include:

- **Independent Local control** of collaboration session without compromising intellectual property
- **High-quality 3D rendering** with zero loss of fidelity of viewable data
- **Natural collaboration experience** without any overhead for data or session preparation
- **Ultra-low latency** allowing for excellent response/refresh rates
- **Low bandwidth usage allowing for easy sharing of large CAD models**
- **Screen-sharing option for non-CAD documents for richer collaboration**

All new users can **Test Drive ReVue** to evaluate the product using just their Google or Microsoft emails. Users can visit the EnSuite-Cloud ReVue page for additional product and pricing information.

## ***Expand your MBD/MBE Experience with Elysium's DFM Studio — Automated Manufacturability Assessment for 3D CAD Data***

8 February 2022

**Elysium, the global interoperability solutions provider, has announced the release of DFM Studio, a 3D CAD manufacturability assessment solution. DFM Studio is a comprehensive software which is used to check 3D CAD models based on industry proven design rules to prevent potential manufacturability issues through geometry feature analysis.**

The automation of these once tedious manual checks helps to increase efficiency and saves hours or even days. Furthermore, it allows cost reduction compared to utilizing repetitive CAE and prototyping.

### **Improve Your Efficiency Through Automation**

With 3D CAD data spreading throughout the global value chains, maintaining the quality of design data in organizations has been a challenge. The importance of utilizing automated assessment solutions to prevent rework in design and manufacturing along with reducing the lead time for product output has been rising.

Regardless of the engineers' knowledge or experience, DFM Studio can thoroughly check the manufacturability with a 3D CAD model as the input.

### **Why Elysium DFM Studio?**

DFM Studio is a solution to analyze the design model created in a 3D CAD system and evaluates whether the model follows specified manufacturing design rules.

Once the check results are created, they are synchronized for visualization with the CAD system so that engineers can modify the errors in the model on-demand. After the check and modification, results can be exported as a report in various formats such as Excel, HTML, PDF, etc. Users can share and communicate any changes that need to be made.

Early adopters in various industries such as automotive OEMs, tier-1 suppliers, electric manufacturers, and toy manufacturers in Japan have proven DFM Studio's effectiveness and continue to streamline and revolutionize their design and manufacturing processes.

On-demand Check and Engineering Change with CAD System Interoperability

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Manufacturability checks using DFM Studio can be directly started from the CAD system within each engineer's design workflow, saving time and effort needed to save the data every time for a new check or checking out the data from the PLM system such as Siemens Teamcenter and PTC Windchill.

## MBD/MBE Expansion

“One of the key solutions that we have been providing the global market is to utilize our geometry handling technology for use cases such as checking the CAD data for Product Data Quality (PDQ) to streamline data flow throughout the manufacturing lifecycle,” states Atsuto Soma, CTO of Elysium. “Assessing manufacturability is an added value for many of our customers. Using 3D CAD data for automation of these checks will ultimately be a key enabler for expansion of achieving an MBD/MBE environment.”

## Design for Excellence beyond Manufacturing

Soma also adds, “We believe that by detecting feature geometries from CAD models with high accuracy and speed, it is possible to apply our geometry handling technology to fields other than manufacturability. DFS (Design for Safety) and DFA (Design for Assembly), just to name a few. 3D CAD data is a raw mathematical representation which does not have meaning by itself. However, through feature recognition technology, meaning that is comprehensible by humans are extracted, which allows a visual presentation of “Information” and “Knowledge”. As a result, engineers are freed from the manual checking process and can focus on the creative work that engineers are deemed to be engaged in.”

## Start with Industry Proven Rich Preset Check Items and Expand to Organization Specific Customization

Over 70 items are available as predefined check items within DFM Studio for plastic and sheet metal models. Users can start the model check from the predefined check items to build and systemize design rules. Furthermore, DFM Studio offers robust customizability, empowering your organization to create custom checks according to your own design rules and check items.

## ***Latest Centric PLM™ Release Delivers Powerful Tools to Food & Beverage Companies to Combat Challenging Market Conditions***

17 February 2022

Centric Software is proud to announce that the latest release of its flagship Product Lifecycle Management (PLM) solution, Centric 8 PLM version 7.4, is now available. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell consumer products including food and beverage to achieve strategic and operational digital transformation goals.

The effects of the pandemic continue to shake visibility and efficiency on many levels. Supply chain disruption is wreaking havoc on raw material costs and availability, causing delays in the best-laid go-to-market plans. Brands, retailers and producers are seeking ways to react to circumstances beyond their control with agility, to save time by automating where possible and to minimize the impact of delays by streamlining planning and product development. In uncertain times, informed decision-making and quick execution are key to both meeting sales objectives and staying close to consumers.

Centric PLM users save time by streamlining the process of creating complex food Bills of Material (BOMs) to shorten product development timelines. Sophisticated recipe functions cut manual errors and automate complex calculations such as moisture loss, allergens, nutrient amounts, batch sizes and more. Also automated is the creation of ingredient listings, Nutrition Fact panels and allergen call-outs. Food package labeling is tied directly to the product information for each SKU so all elements of a finished

product are digitally bound together.

”7.4 will allow us to easily meet traceability requirements and have one source of the truth for our plants and co-manufacturers as well as internally. It removes the doubt as to whether you have the latest information and overall will save us time.” says Jess Kolko, Registered Dietitian and Director of Quality at Wicked Kitchen.

Food Safety Director of Guangzhou Restaurant Group’s Food Safety Office, Feng Deyue says, “Brand reputation is often undermined when the basics are not done right, such as a complicated process, redundant communication and data errors. With Centric PLM, we can lay a solid data foundation for our products and better support brand building.”

“With the latest Centric PLM innovations, food and beverage producers, brands and retailers, can gain speed, agility and efficiency to better mitigate uncertain market conditions,” says Chris Groves, President and CEO of Centric Software. “By listening closely to the challenges and strategic goals of our customer-partners, we continue to develop solutions that respond to real-world conditions and deliver tangible value.”

## ***Medidata Opens Access to its Patient Insights Program, Enabling Sponsors and CROs to Leverage Proprietary Patient Centricity by Design Process for Clinical Trials***

15 February 2022

Medidata, a Dassault Systèmes company, announced it is allowing sponsors, CROs (contract research organizations), and sites to leverage its proprietary Patient Centricity by Design process for clinical trials. Medidata will open access to its Patient Insights Program as part of a new offering to incorporate a patient-centric approach to the design and development of clinical trial protocols and technologies.

The Patient Insights Program provides access to Medidata’s experienced and diverse Patient Insights Board, using innovative workshops called design studios to guide the creation of protocols and patient-facing solutions to improve clinical trial experiences, expedite clinical trial delivery timelines, and bring therapies to market faster.

“Medidata is the first company to institute a formal process of infusing the patient perspective into the software development life cycle to create technical solutions improving the overall patient experience,” said Alicia Staley, vice president, Patient Engagement at Medidata. “We are opening up access to this program to ultimately make clinical trials an option for more people, including those historically left behind by clinical trials.”

“Patient centricity” has been a buzzword for nearly a decade but most clinical studies are designed with little to no direct input from the patients/caregivers that are expected to enroll in and adhere to a clinical research study. Patient engagement has mostly been limited to sporadic and superficial sessions, with little impact on reducing patient burden or improving enrollment, retention, and experience.

“Participating in a Patient Design Studio with Medidata's patient advocates to co-create, edit and inform our Clinical Trial Readiness Tool was invaluable,” said Erin Miller, development manager/ IMPACT and PATH Program liaison for Lazarex Cancer Foundation. “This one-of-a-kind tool will help us understand each patient’s individual journey and allow us to get them the resources they need to successfully stay in their clinical trial, giving them hope and a chance for an improved cancer health outcome.”

The Medidata Patient Insights team has run over 20 design studios to provide feedback and insights into Medidata's products. Medidata’s Patient Centricity by Design is a formal methodology by which the patient perspective is infused into the software development life cycle.

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.

## ***OPTITEX EXPANDS ITS SELECTION OF DIGITAL MATERIALS WITH JML APPAREL'S ELASTIC GARMENT TRIMS***

8 February 2022

Optitex®, a global provider of integrated end-to-end 2D & 3D CAD/CAM software solutions for the fashion, transportation seating, and furniture industries, today announced their collaboration with JML Apparel, a leading provider of digital elastic materials for the apparel industry. The new partnership with JML will enable Optitex users to enjoy a wide selection of soft garment trims, including elastic tapes, cords, and more, to create stylish and comfortable sportswear, cycling attire, lingerie, and leisurewear.

Optitex customers can now benefit from JML's cloud-based platform, to subscribe and download an extensive range of digital materials from the JML library. The latest Optitex version, O/21.2, includes 30 free newly-added JML digital materials to Optitex Pattern Design Software (PDS) 3D, and 13 free materials added to Optitex 3D Design for Illustrator (3DDI). More materials can be obtained directly from JML via registration on the JML portal, and conversion of downloaded materials via PDS 3D's Material Converter (for details, contact local Optitex support).

Maria Lando, Director of Business Development at Optitex, said, "We are pleased to support our customers' digital creation workflow, by enhancing their designs with JML's rich, high-quality collection of trims, and take their ready garments straight to market. Optitex's unique combination of photorealistic visualization with pattern-trusted and fit-validated 3D, ensures that our customers will benefit from digital-to-physical uniformity, which translates into significantly fewer returns, and secured brand trust."

"We are proud to work with Optitex, and make our digital trims readily available to all Optitex users around the globe," said Jenny Jiang, VP of Marketing and Sales at JML. "We consider Optitex the ideal partner, one that provides an advanced digital design platform where their customers can really benefit from our extensive materials library, and seamlessly integrate a rich variety of elastic trims into virtually any garment."

## ***TCS and MATRIXX Software Partner to Offer a Comprehensive Next-Gen Subscription Management Platform for CSPs***

16 February 2022

Tata Consultancy Services (TCS) announced a partnership with MATRIXX Software to integrate TCS HOBS™, its plug and play digital business platform for subscription, device and data management, with the cloud native, converged charging capabilities of the MATRIXX Digital Commerce Platform. The integrated solution will help Communication Service Providers (CSPs) transform their prepaid and postpaid businesses, enable superior customer experience, and drive growth.

TCS HOBS is being used by progressive CSPs across the world to boost their business agility and product innovation. The cloud native, catalog-driven subscription management platform enables ideation and creation of new product and service bundles, including partner offerings. It significantly speeds up new product launches by enabling a seamless, "zero touch" rollout of the associated business rules across the CSP's fulfilment, assurance, billing, and supply chain functions at the back end.

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Together, TCS HOBS and MATRIXX Digital Commerce will enable real-time charging, rating, notifications on usage and spends, and context-driven interactions to enhance the end-customer experience quickly and easily. The solution enables easy integration with a larger partner ecosystem, allowing CSPs to seamlessly offer newer services around third-party products.

*“Our rich experience in the telecommunications industry, along with sustained investments in research and innovation, and product development have made TCS HOBS the preferred platform for CSPs seeking to accelerate their digital transformation,”* said **Kamal Bhadada, Business Group Head, Communications, Media and Information Services, TCS**. *“The unique combination of TCS HOBS and MATRIXX Digital Commerce Platform will enable CSPs to focus on commercial and technological innovations that will quickly capture the imagination of end customers and help increase market share.”*

**André Gunnberg, Chief Revenue Officer, MATRIXX Software** said, *“From implementation through deployment, speed and agility are essential for success. We are excited to work with TCS to help today’s operators move fast, engage digitally and compete more effectively, and to give them a powerful and highly configurable monetization platform for future innovation.”*

TCS HOBS is built on a future-proof, microservices-based catalog-driven architecture, enabling customers to leverage partner ecosystems and venture into B2B2X models.

## ***What’s New in OpenBOM February 2022***

12 February 2022

Oleg Shilovitsky announced the updates to OpenBOM for February 2022. These updates include the release of OpenBOM Drive and OpenBOM Approval Workflow Dashboard. Updates have also been made to AECBOM and CAD Integrations, as well as bug fixes and improvements. To read the full details please go to the OpenBOM blog post. <https://www.openbom.com/blog/whats-new-in-openbom-february-2022>

## ***Xometry Announces New Cloud-Based Software To Help Manufacturers Digitize All Aspects Of Their Operations***

7 February 2022

Xometry, a digital marketplace for on-demand manufacturing, announced a series of new initiatives, including cloud-based enterprise software to help manufacturers digitize their operations to run more effectively and efficiently.

The software from FactoryFour, which Xometry acquired in November 2021, is an end-to-end platform, known as a ‘manufacturing execution system,’ that allows shops and shop owners to digitize and automate their operations so they can focus on growing their business, attracting new buyers and securing additional financing. In addition to being able to manage existing orders, the software is designed to integrate seamlessly with the AI-driven Xometry Marketplace and with the Thomasnet.com platform, giving suppliers a one-stop view into all of their orders.

Additionally, Xometry is introducing individual manufacturer profiles denoted with “Xometry Partner” badges on Thomasnet.com, which boasts a robust network of 1.4 million buyers. The move is designed to introduce Thomas sellers to Xometry and help create additional revenue-enhancing opportunities for manufacturers. The new badges complement a full slate of marketing services and resources offered through Thomas, including website creation, search-engine optimization (SEO) and target advertising to buyers. All Xometry partners will continue to have access to the Xometry Job Board. Xometry acquired Thomas in December 2021.

## CIMdata PLM Industry Summary

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“Xometry is committed to making it even easier for buyers to connect with suppliers while also giving manufacturers the full suite of marketing and enterprise software tools they need to manage and grow their operations,” said Randy Altschuler, CEO of Xometry. “Our engineering teams are hard at work integrating Thomas, FactoryFour and Xometry to create a seamless experience that accelerates the digitization of the broader manufacturing marketplace.”

### **Availability**

The cloud-based software from FactoryFour is expected to be available in Q2 2022. The new “Xometry Partner” badges on Thomasnet.com are rolling out now.