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CIMdata News

CIMdata Initiates Digital Collaboration Market Research

16 June 2021

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces a new market research effort and invites the participation of industry in a web-based survey on the current state of digital collaboration between the engineering simulation and analysis community and other product development disciplines.

There is much discussion these days about digital transformation, model-based engineering, and simulation-driven design. The business driver is for engineers and managers across the multiple disciplines involved in product development to use interactive 3D digital models instead of static 2D drawings, spreadsheets, and text-based documents to collaborate and make better and faster design decisions based on physics-based CAE/simulation and related physical test information.

The objectives of this survey are to:

1. Understand to what extent companies are using 3D digital CAE models and related information to.
2. Identify industry best practices and potential areas for improvement.

The survey takes about 10 minutes to complete. Respondents will receive access to a CIMdata Commentary highlighting the market survey results and may enter a drawing for a \$10 gift card. Responses will be held in the strictest confidence and not attributed to any person or company.

Those interested in the topic may participate in the survey

at <https://www.esurveyspro.com/Survey.aspx?id=c31469e3-0b3a-4413-9e99-68507dc2f961>

CIMdata Publishes Simulation and Analysis Market Report

16 June 2021

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the release of the CIMdata Simulation and Analysis (S&A) Market Analysis Report. This report deepens the S&A market analysis conducted as part of the CIMdata 2021 PLM Market Analysis Report Series. The well-known PLM MAR Series provides detailed information and in-depth analysis of the worldwide PLM market during the calendar year 2020. It contains analyses of major trends and issues, revenues of leading PLM providers, and revenue analyses for geographical regions, industry sectors, and historical and projected data on market growth. The 2021 S&A MAR is a 120+-page report containing over 50 tables and charts of data detailing the worldwide S&A market along several dimensions. It also includes an update on CIMdata's S&A segmentation, a discussion of trends in the S&A industry, and updates on the top S&A solution providers.

According to Mr. Don Tolle, CIMdata's Practice Manager for Simulation-Driven Systems Development, "Detailed geometric modeling, simulation, and analysis for virtual prototyping and verification/validation still makes up the majority of the S&A market segment. But to support the development and lifecycle support for smart, connected products, systems-level behavior modeling, simulation, and analysis are increasingly recognized as must-have core competencies to enable the digitalization of product development, manufacturing, and in-service lifecycle operations. The emergence of physics-based digital twins and real-time data analytics from IoT-enabled smart systems

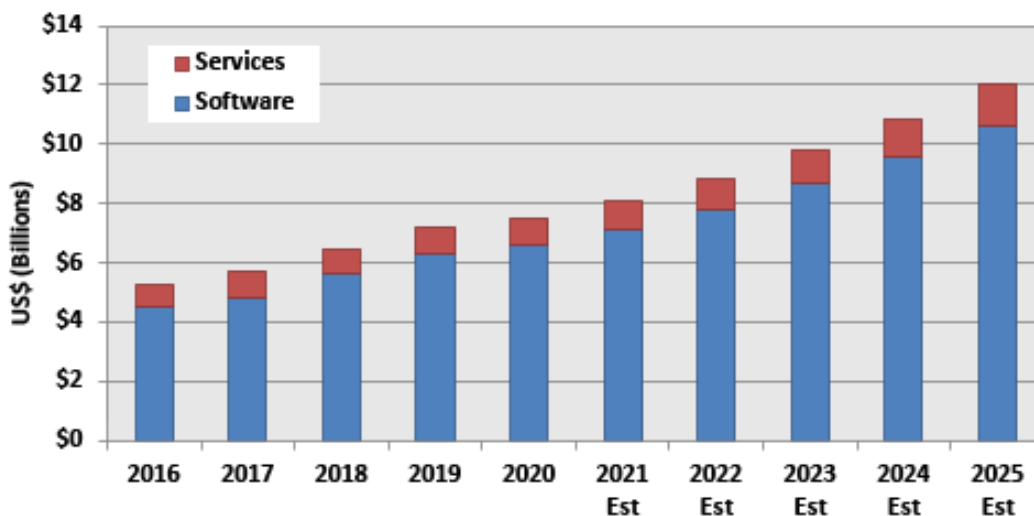
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enhanced by new AI/machine learning capabilities offer access to unprecedented product performance knowledge from today’s complex products. Both end-users and design engineers can benefit from this augmented knowledge. Users, in how best to optimize their product use and effectiveness in service. And design engineers who can leverage this knowledge to create innovative new products to meet ever more demanding customer and regulatory requirements.

“To meet these industry challenges, there is a strong industry focus on creating collaborative product innovation platforms that enable cross-domain digital process threads (including mechanical, electronics, software, controls, chemistry, materials, and other physics) that can be shared, continuously improved, and managed throughout the product development lifecycle. The major software and services solution providers spanning the mechanical and electronics domains are investing heavily in R&D to create new model-driven, integrated MBSE, PLM, and S&A capabilities as well as adding new leading-edge technologies by acquiring or partnering with smaller, innovative solution providers.”

As shown in the following chart, in 2020 S&A revenues grew to nearly \$7.5 billion, an increase of 4.2% over the \$7.2 billion in 2019. According to Mr. Stan Przybylinski, CIMdata’s Vice President, “In the end, the S&A segment did well despite the impacts of the global COVID-19 pandemic, better than our forecast of 0.6%. S&A continues to move ‘up front’ in the product development process (i.e., to the left side of the Systems Engineering Vee), helping companies evaluate multiple design concepts and optimize performance before committing to the final hardware and software design. CIMdata sees more interest in model-based approaches in a wide range of industries, helping them meet the challenges of developing, testing, and deploying smart, connected products. This should help drive increased S&A investment.”

CIMdata expects the PLM market overall to come back from the COVID-19 pandemic but at different rates for the different segments. For 2021, CIMdata forecasts that the S&A sub-sector will grow 8.1% overall and have revenues of just under \$8.1 billion. CIMdata expects that S&A will be one of the fastest-growing segments within the tools sector of PLM over the next five years, reaching \$12 billion in 2024, with a 10% CAGR.”



S&A Market History and CIMdata Growth Estimates

The 2021 CIMdata S&A Market Analysis Report is available for purchase at: <https://www.cimdata.com/en/research/plm-market-analysis-report-series>.

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CIMdata to Host a Free Webinar on the Cost, Risks, and Rewards Associated with Moving on from a Legacy PLM Solution

15 June 2021

CIMdata, Inc., the leading global product lifecycle management strategic management consulting and research firm, announces a free educational webinar, “Should I Stay, or Should I Go?": The Cost, Risks, and Rewards of Moving-On from a Legacy PLM Solution. The webinar will take place on Thursday, July 8, at 11:00 a.m. (EDT) and last for one hour.

CIMdata has supported many PLM program assessments and platform evaluations to consider whether a company should stay with its current solution or replace an aging legacy solution with a next-generation PLM solution. This webinar will highlight observations about the costs, risks, and rewards CIMdata observed in these consulting engagements.

Most solution providers have embraced the concept of a Product Innovation Platform. Still, the degree to which they fit CIMdata’s definition varies as much as the degree to which their customers (new or old) can easily embrace it. Solutions aligned with CIMdata’s platform model promise a better way to define and deliver capabilities that can be configured into solutions and reconfigured as requirements change.

This webinar will first review research by CIMdata on assessing the long-term viability of PLM solutions and product innovation platforms, including:

- How sustainability measurements of existing solutions can be made and quantified.
- How this impacts the decision as to whether to upgrade/migrate a current solution should or whether a next-generation PLM platform is the answer.

Second, the webinar will provide real-world context by reviewing lessons learned in providing consulting support for companies looking to make this decision, including:

- Factors inside and outside of sustainability that influenced decisions.
- What did the decision to either upgrade/migrate or move to a new platform realize?
- Overcoming inertia: how and why efforts to make this decision were stalled and never happened.

According to webinar host Tom Gill, CIMdata’s Practice Manager for PLM Enterprise Value & Integration, “The changes in the business environment and IT solutions over the past few years have been dramatic and are driving companies to take on digital transformation programs. CIMdata has seen a lot of growth in solution selection consulting projects due to companies recognizing they can’t continue business as usual and that the current state of their PLM solution can’t meet current requirements, let alone future requirements.”

Tom Gill has over 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.

During the webinar, attendees will have the opportunity to ask questions about the topics discussed. To find out more, visit: <https://www.cimdata.com/en/education/educational-webinars/webinar-should-i-stay-or-should-i-go-cost-risks-and-rewards-of-moving-on-from-a-legacy-plm-solution>. To register for this webinar, please visit <https://register.gotowebinar.com/register/1205841410562012176>.

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CIMdata’s President & CEO to Participate in a Webinar that will consider PLM Evaluation and the Broader Digital Transformation Journey

17 June 2021

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that its President & CEO, Peter Bilello, will participate in an upcoming webinar entitled, “PLM is Dead. Long live PLM.” In addition to CIMdata, representatives from Salesforce and Propel will take part in the discussion. The webinar takes place on Thursday, 24 June, at 1:00 p.m. EDT.

The cloud is ushering in a renaissance for the decades-old PLM space, forever changing how manufacturers deliver products to market while enabling entirely new business models. In this webinar, leading experts from CIMdata, Salesforce, and Propel will share knowledge that will help attendees in their PLM evaluation and broader digital transformation journey.

Attendees at this webinar will learn how cloud PLM can help:

- Extend the definition of PLM to be increasingly business and customer-centric.
- Equip companies to better overcome current and future disruptions.
- Simplify disparate and inefficient business processes.

Learn more and register at <https://www.cimdata.com/en/events/cimdata-supported-events/event/634-webinar-plm-is-dead-long-live-plm>.

“Redefining Humanly Possible”: Siemens Realize LIVE and U2U - a CIMdata Commentary

15 June 2021

Key takeaways:

- Realize LIVE and User2User (U2U) showcased the breadth and depth of Siemens’ solutions and how rapidly they are now able to add new capabilities spanning all domains of their Xcelerator portfolio.
- Siemens is rapidly expanding the use of new and emerging technologies such as Artificial Intelligence within their solution portfolio to enable higher ease of use and automating selected functionality.
- Siemens is committed to a hybrid on-premises/cloud strategy that enables their customers to deploy and use computing resources where it makes the most sense for them and migrate solution functionality, data, and processes as their business needs evolve.

On May 26, 2021, Siemens Digital Industries Software (Siemens) conducted their virtual Realize LIVE and User2User events,^[1] with session replays available until June 25. Siemens stated that over 4,200 people from 42 countries registered for the day’s virtual sessions. These sessions covered a wide variety of topics and customer use cases. This commentary provides highlights of some of the sessions that CIMdata attended and is by no means an exhaustive review of all that was presented.^[2]

Ms. Sinead Bovell, Futurist, AI and Future of Work Expert hosted the mainstage opening session. She invited Mr. Tony Hemmelgarn, President and CEO of Siemens, to discuss how companies around the world are trusting Siemens’ software to meet their challenges and create products that are redefining “what is humanly possible.” According to Mr. Hemmelgarn, many Siemens customers are shining examples of how to adapt to the many changes wrought by the global COVID-19 pandemic, and he sees digitalization as key to this ability.

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Citing that some problems cry out for the application of digital technology, Mr. Hemmelgarn posed a thoughtful analogy. The Wright Brothers built a flying machine that even they were not certain would fly. Imagine if those pioneers had access to today's digital tools. They could understand the stresses on their gossamer-thin design elements and be confident in its flight capabilities. Contrast this with Space X, the Elon Musk company that leverages digital tools to the utmost to create a commercial space leader from scratch. That is the promise of digital transformation that Siemens looks to enable. But making a digital transformation requires trust, which Mr. Hemmelgarn described as having two pillars: (1) will you do what you say you are going to do and (2) are you capable of doing it? Digitalization helps prove the second statement and allows companies to focus on achieving the first. Leveraging the Siemens solution portfolio will help companies get there, claimed Mr. Hemmelgarn.

A key enabling capability is the comprehensive digital twin, describing both virtual products and the means of their physical production and support. According to Mr. Hemmelgarn, this is a unique competitive advantage for Siemens customers, delivered using modern, adaptable solutions that easily enable personalization, supported by a flexible open ecosystem. Mr. Hemmelgarn cited some examples, including:

- Siemens Xcelerator portfolio, specifically Opcenter, helped BioNTech and Pfizer quickly scale their COVID-19 vaccine production.
- SRI International uses Siemens' offerings to recreate obsolete integrated circuits in defense systems, an important problem to all companies who create long-lived electronic assets.

According to Mr. Hemmelgarn, 24 of the top 25 automotive original equipment manufacturers (OEMs) use Teamcenter. He further emphasized Siemens approach for customers to adopt and deploy the Xcelerator portfolio "their way" stating that Siemens supports on-premises, private cloud, and public cloud deployments (or any hybrid combination). CIMdata believes that Siemens (through internal development, targeted acquisitions, and open ecosystem third-party relationships) is enabling their customers to effectively undergo the digital transformations needed to maintain their product and market competitiveness and redefine what is humanly possible.

Following Mr. Hemmelgarn was Mr. Easton LaChappelle, Founder and CEO of Unlimited Tomorrow, who first designed a prosthetic hand at the age of 14.^[3] He presented the inspiring story of Unlimited Tomorrow, a Rheinbeck, New York, USA, startup that is revolutionizing prosthetics by ingenious applications of 3D scanning, additive manufacturing, and sensors/IoT. Applying these technologies is changing the economics of prosthetics, putting superior, personalized devices in reach for many children needing upper limb replacement. It was wonderful to watch young children quickly adapt to their new devices, controlling artificial fingers that replaced their lost limbs gripping everyday objects as they never had before. Unlimited Tomorrow is redefining what is humanly possible and CIMdata found the speaker and his company's solutions to be very impactful.

Ms. Brenda Discher, Chief Marketing Officer, Siemens, led a discussion of research into digitalization adoption maturity. A key research outcome was that success requires balancing the combination of people, process, and technology. Just applying technology does not deliver the maximum benefit. This is a position that CIMdata has been telling our clients (and students in our PLM Certificate classes) for many years and we are happy to see additional research support this position.

Hosting the session titled "A Teamcenter Strategic Update: Orchestrating the Digital Enterprise with the Leading Choice for PLM" was Mr. Joe Bohman, Senior Vice President Lifecycle Collaboration Software, Siemens. He was joined by Frances Evans, Senior Director, Siemens, and Bill Lewis, Director of Marketing, Siemens. This very informative session covered many new and expanded Teamcenter

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capabilities.

Mr. Bohman spoke about how highly Teamcenter is being rated by various analyst firms and noted that in one evaluation it was the only solution to receive a 5 out of 5 on architecture. He listed Siemens Teamcenter's five focus areas: Instant-on with best practices out of the box, Digital Twin, Apps for Everyone, Modern Platform, and Open Ecosystem. He noted that today all Teamcenter applications are available in the Active Workspace HTML5 client—a development eagerly awaited by many customers. CIMdata is pleased to see more emphasis on making Teamcenter with its very deep and broad functionality easier to be deployed and adopted.

Ms. Evans discussed Teamcenter's support for xDT (Siemens acronym for the executable digital twin described later in this Commentary). She also provided an overview of significant new structure and BOM management capabilities that expand Teamcenter's expertise in this important functional area. While Teamcenter has always been one of the leading structure management solutions, she described how new requirements management capabilities such as Parameter Management across all domains and integrated program planning offer deeper, improved support for model-based systems engineering. CIMdata was pleased to see both expanded functionality and new ease of use capabilities and thinks these improvements in structure, BOM management, and requirements management will enable Siemens customers to better deal with developing increasingly complex products and support a more holistic systems engineering development paradigm.

Mr. Bill Lewis announced several new “Apps for Everyone” capabilities, including a new Discussions functionality that enables “water cooler” like discussions managed securely and in context. He also described a new capability called “Simple Change” that is a significant enhancement to Teamcenter Change Management.

Mr. Bohman closed the session with an announcement of a new Teamcenter Carbon Footprint Calculator module that will help companies compute the overall carbon footprint impact of their products across the supply chain. He also described new capabilities that will support quicker upgrades, including having a Reference Architecture, a test tool to perform comparisons of APIs and data models, and a Teamcenter Assistant Tutor Mode to embed and automate training. He stated that using Deployment Center had shown a two- to three-X reduction in upgrade time. Mr. Bohman reiterated Siemens commitment to enabling their customers to develop extended open ecosystems and not be required to use only Siemens solutions and technology.

CIMdata was pleased to see many new/expanded Teamcenter capabilities and believes that Siemens work in rearchitecting Teamcenter, while preserving upward migration from versions of the software in long-time use at customers, is enabling such rapid evolution.

Realize LIVE included a much-anticipated update on the Siemens-SAP partnership.^[4] The session was structured as a series of questions that leaders from Siemens and SAP answered. Mr. Keith Zobott, Global Vice President of Digital Products and Projects, SAP, recapped the overall scope of the partnership announced on July 14, 2020.^[5] According to Mr. Zobott, it was clear from their early discussions that the Siemens-SAP combination could help their customers realize the capability and potential of the digital thread, which became a key aspect of the partnership. The initial focus of the “match pair teams” of Siemens and SAP leaders for their respective offerings was on six process threads: Portfolio & Project Management; Systems Engineering; Configurators; Supplier Collaboration; Visualization; and Intelligent Asset Management. Mr. Pete Lamoreux, Senior Technical Director, Siemens, focused his comments on who benefits from their integrated solutions as individuals and organizations. These two market leaders are building a rich digital thread using data from Information Technology (IT) applications, operational technology (OT), and PLM. Both firms are committed to

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openness to other applications their customers might desire to add to their digital thread. When asked what is most important to know about the partnership, Mr. Lamoreux said that it is not completed, they are just getting started. They are also working on other topics of mutual interest, like cloud solutions and plan to cross-sell other complementary solutions. Other industries being considered for future collaboration include process, high-tech, and consumer packaged goods. They are also nearing the release of their next generation integration co-developed by both companies that will be the “secret sauce” when combining ERP and PLM. They expect the first release in Q3 or Q4 of 2021.

Mr. Patrick Crampton-Thomas, Vice President of Digital Asset and Service Management, SAP, focused on their joint work on Intelligent Service and Asset Lifecycle. The service part of the lifecycle is very important to both companies, and each brings their mostly complementary assets to the combined offering. As CIMdata expected at the time of the announcement, the SAP Asset Intelligence Network (AIN) is a key element, and will allow Teamcenter customers to create content and share data published in the SAP AIN. This network approach is important because it enables support of predictive maintenance and the associated services that many manufacturers see as a great revenue opportunity.

As CIMdata wrote at the time of the announcement, the Siemens-SAP relationship is a powerful combination that should enable their customers to deploy comprehensive digital threads that span the lifecycle from idea through life—something that neither could offer separately. It now appears to be delivering new and expanding lifecycle capabilities for both parties and their customers.

Another session, entitled “The Role of Simcenter in the Executable Digital Twin Initiative,” provided a significant amount of detail on their solutions and plans in the simulation area. It is important to first mention Siemens’ definition of the phrase “digital twin.” To Siemens, Simcenter and other components of its solution portfolio enable a comprehensive digital twin environment. For Siemens, a digital twin is a precise virtual representation of a physical product or process. It can be used across the lifecycle to simulate, predict, and optimize the product and production system. It can be made up of multiple representations or models for different aspects of an asset’s behavior within a lifecycle that needs to be accurately (and actively) configuration-managed. This definition is consistent with CIMdata’s and with others in the market. It is in contrast with what some solution providers who consider a digital twin that leverages analytics to optimize manufacturing and product usage but does not require a physics-based validation.^[6] Siemens’ focus is on their executable digital twin (xDT), which they described as delivering a “self-contained executable digital behavior of an asset that can be leveraged at any point in the lifecycle, and reside at the edge or on-device.”

Siemens’ offering leverages their strengths in manufacturing execution, model-based testing, industrial edge devices, and cloud-based applications (such as MindSphere). They claimed that if companies maintain an xDT, any changes made by an engineer can be easily deployed to a fleet of machines or other products. The session also included an extensive set of examples of how to create and deploy xDTs, including a detailed video that showed process steps, screen captures, and relevant customer examples. This session highlighted to CIMdata just how wide and deep Siemens’ capabilities are in this area.

In the session titled, “Product Engineering Executive Outlook,” Mr. George Rendell, Vice President of Product Engineering Software presented what users can expect from product engineering in the future. He claimed that during the Early Access Program, Siemens NX team implemented 761 customer requested enhancements. He described the four aspects of the NX architecture that provides benefits to NX users: Proven, Open, Scalable, and Flexible. He noted that NX is not just a mechanical design application but rather an engineering solution with an added focus on automation extending workflow from design to factory, and electrical with integration to the Mentor Capital solution, for electronics

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systems design, and Mentor Xpedition for printed circuit board development. CIMdata believes the NX architecture strategy plays a major role in offering its users the breadth of capabilities that deserves to be characterized as a complete engineering solution.

Artificial intelligence (AI) is a hot topic, applicable across the product lifecycle. In his session titled “AI Driven NX,” Mr. Shirish More, NX Product Manager, presented how users could gain a competitive edge by leveraging the AI features found within NX. Those features include NX command prediction, show/hide similar components, selection prediction, and the NX voice command assistant. He noted that for command prediction, the system collects data while the user works and uses that information to provide the best choice or set of choices for what to do next. It serves up one or more command choices in the correct order for the current task based on their success in the past. CIMdata believes this capability can ease the burden placed on users when doing repetitive design operations and helps the user adhere to best practices.

In a session titled “NX Model Based Definition—Driving the Comprehensive Digital Twin,” Mr. Dave Wingrave, NX Product Manager, noted that model-based definition is a paradigm shift and that NX’s implementation delivers automation, validation, and consumption innovations that offer productivity gains for the user. He discussed two of the more recent enhancements to the NX model-based definition (MBD) portfolio: automated authoring of product manufacturing information (PMI) and the PMI Advisor for validation and guidance. Users can rapidly author PMI with user-defined rules that capture-specific business logic. An interactive Logic Editor allows the user to diagram rules using NX predefined logic building blocks resulting in the creation of PMI objects on the 3D product model. The capability includes topological feature recognition with associative updating. CIMdata has previously written a Commentary on this capability and the new PMI Advisor. The Advisor provides validation that PMI on the product model adheres to industry and company-specific standards. It can issue warnings on poorly defined PMI with advice on corrective actions that the user can take. As CIMdata has previously noted, these advancements in model-based definition keep Siemens NX at the forefront of MBD solutions.

CIMdata was pleased to see the rapid advances and incorporation of new functionality (e.g., automated PMI authoring) and technologies (e.g., AI) within the NX solution portfolio that should enable users to design easier, faster, and more effectively.

Mr. Jean-Claude Ercolanelli, Senior Vice President - Simulation & Test Solutions, Siemens, delivered an overview of Simcenter making it clear that it is core to the Xcelerator portfolio and a catalyst for the digital enterprise and enabling the comprehensive digital twin. He detailed the four pillars Simcenter is built to support:

- Model the complexity to ensure decision confidence
- Explore the possibilities to enable insights
- Go faster to achieve speed and agility
- Stay integrated to connect all activities

Within each of these areas Mr. Ercolanelli described how Simcenter addresses simulation in the context of real-world activities such as developing autonomous solutions from the chip to the vehicle to the city or infrastructure. The simulation domains spanned a wide range from systems architecture, product design, simulation and optimization to the structural, thermal, fluid, and topological areas. Simcenter supports electrical and electronics related analysis such as electromagnetic interference. CIMdata is impressed with the growth in capability of Simcenter and believes they are on the right track with their four pillar tenets.

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Artificial Intelligence and Machine Learning (AI/ML) are in the news daily, and Siemens has had AI embedded within its user interface for a few years. As described in this presentation, it was also noted that Siemens is using AI to make performance predictions based on learning from simulation results. This is an intriguing area that CIMdata wants to hear more about in the future.

Mr. Martin O'Brien, Senior Vice President, Integrated Electrical Systems (IES), Siemens, presented on the topic of electrical and electronic (E/E) systems development. The presentation, "Capital: Transforming Model Based E/E Systems Development" opened with a description of disruption and innovation within the transportation industry, noting the impact of E/E systems and software on the products. Mr. O'Brien's team described various Capital solutions that support multi-domain system modeling, E/E architectural functions including electrical, electronics, software, wire/cabling, hardware, and networks. An MBSE approach can help optimize functions and a generative approach is used to design hardware and wiring, creating designs faster with higher quality and lower cost. Many of CIMdata's consulting clients are moving to MBSE-based approaches to product development so we are glad to see the integration Siemens is providing across all the relevant domains.

Mr. Douglas Bellin, AWS Global Business Development, Smart Factory and Industrie 4.0, delivered a session on "Migrating to Modern PLM in the Cloud." He said the major migration challenges are: product development cost and cycle time, changing customer and market requirements, and design-production quality. He also commented on several barriers that must be overcome to address these challenges:

- Reliability must be maintained
- Training is required
- PLM is tightly integrated with other critical IT systems, e.g., ERP, MES, SCM
- Heavy migration of legacy data
- Many customized and legacy engineering systems

Mr. Bellin described how AWS and Siemens are working together to address the challenges and barriers, including how the two companies are providing pre-packaged, validated solutions delivered on a flexible, scalable global platform. He closed by describing how AWS and Siemens helped a customer move to PLM in the cloud by first having an Alignment Workshop to determine objectives and a roadmap, identify stakeholders, and define the desired cloud strategy, and then assess the existing challenges and options. This is followed by an Innovation Workshop in which AWS and Siemens personnel conduct a 360-degree digital transformation workshop to scope the migration plan and schedule, outline a Proof of Concept (PoC), and define migration options. CIMdata thought Mr. Bellin provided a good framework for understanding the issues and options for migrating to PLM in the cloud.

On May 27th, Mr. Hemmelgarn and Ms. Discher held a question and answer session for industry analysts and media. The following are a few highlights from that session. Mr. Hemmelgarn described Siemens acquisition of SupplyFrame as an expansion of their overall strategy to extend the digital thread with links to procurement and supply chain—thereby linking the supply side with the demand side. He stated that adoption of Teamcenter X was going faster than originally expected and announced that Fujitsu had signed a partnership to sell and use Teamcenter as part of its PLM offerings. Mr. Hemmelgarn noted that SAP now has Teamcenter in its price book while Siemens now includes SAP Intelligent Asset Management solutions and SAP Project and Portfolio Management applications in their price book.

Realize LIVE 2021 and U2U showcased Siemens Digital Industries Software's solutions, customer

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success stories, and most importantly their strategy and initiatives for enabling their customers to rapidly move forward in their digital transformations. CIMdata continues to be impressed with the breadth and depth of Siemens solution portfolio and their commitment to provide solutions that cover and integrate all product lifecycle domains—development (mechanical, electrical, electronic, and software), manufacturing, and service/operations. CIMdata was pleased with the scope and richness of the new and expanded functionality announced during this event across all areas of their solution portfolio and the speed at which Siemens is now able to develop and incorporate them.

[1] For more information please see <https://events.sw.siemens.com/en-US/realizelive?stc=wwdi112140>

[2] Research for this commentary was partially supported by Siemens.

[3] See <https://www.unlimitedtomorrow.com/>

[4] <https://event.sw.siemens.com/realizeliveU2U/agenda/session/530067>

[5] <https://news.sap.com/2020/07/siemens-and-sap-accelerate-industrial-transformation/>

[6] <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/12809-oracle-openworld-2019-augmenting-intelligence-across-the-portfolio-commentary>

Acquisitions

Accenture Announces Intent to Acquire Strategy and Business Management Consultancy Exton Consulting

18 June 2021

Accenture has entered into an agreement to acquire Exton Consulting, a French consulting firm providing strategy and business management support to financial services clients across Europe. Financial terms of the transaction are not being disclosed.

Founded in 2006 and headquartered in Paris, France, Exton Consulting helps executive boards at major banks and insurance companies successfully manage growth and transformation projects in various markets across Europe. The team of approximately 150 highly skilled professionals would join Accenture’s Financial Services industry group and strengthen its ability to offer innovative end-to-end solutions to a broader range of financial services companies, covering all aspects of their transformation projects including strategy, design, technology, and operations.

Olivier Girard, market unit lead for Accenture France & Benelux, said: “Our intent to acquire Exton Consulting is part of our overall growth strategy to expand critical skills and capabilities in strategic, high-growth areas of the market. It underscores our commitment to the financial services industry, which is facing unprecedented transformation driven by economic and geopolitical uncertainties, regulatory challenges, digital transformation, urgency to reinvent the client experience, and the need to rethink operating models. This acquisition would cement Accenture’s standing as a leading Strategy & Consulting firm for Financial Services clients in France and beyond, taking our innovative end-to-end solutions to new levels of speed and scale.”

Cedric Vatiez, Strategy & Consulting Lead for Accenture France & Benelux, said: “The major challenges that our financial services clients face today are global, and clients need holistic solutions to address them and to turn them into new opportunities. The acquisition of Exton Consulting would enhance our ability to leverage the combination of our talented group of people with the latest technologies—such as artificial intelligence, data, and cloud — to help clients embrace change,

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accelerate transformation, unlock value, and build new sustainable models that benefit all.”

“For 15 years, Exton Consulting’s team has been supporting the Financial Services sector companies in their transformation, from strategy to implementation. Today, driven by the digitalization of the economy different spheres of business advisory are now coming together. We are excited about the opportunity to join Accenture, which would allow us to accelerate our strategy. The combination of innovation, technology and data skills with our expertise would help us offer highly differentiated, end-to-end services to an even-broader client base, both existing and future” said Philippe Derambure, co-founder of Exton Consulting.

The acquisition requires prior consultation with the relevant works councils and is subject to customary closing conditions.

Accenture to Acquire Engineering Capabilities from DI Square to Strengthen PLM and ALM Capabilities for Manufacturing Clients

14 June 2021

Accenture has entered into an agreement with DI Square to acquire the company’s consulting capabilities for product lifecycle management (PLM) and application lifecycle management (ALM) systems integration. The acquisition will expand Accenture’s engineering expertise for automotive and other manufacturing clients in Japan and other markets. Terms of the transaction were not disclosed.

Accenture will acquire DI Square’s PLM and ALM-related know-how and client contracts as well as take on approximately 70 DI Square professionals. They will join Accenture’s Industry X group in Japan, which helps clients digitize their core operations including the design, development, manufacturing and servicing of smart connected products.

DI Square’s capabilities will enable Accenture to build systems and solutions that can optimize and integrate clients’ engineering processes end-to-end, from conceptual design through to integration, operation and maintenance. The combination with Accenture’s artificial intelligence and Digital Twin expertise will help manufacturing clients become more productive and competitive. For example, many automotive companies are facing efficiency challenges in product development as intelligent vehicle functionality adds more and increasingly sophisticated software to cars, dramatically driving complexity in engineering.

“Manufacturing companies must digitize not just the enterprise but their entire operating value chains,” said Shinichiro Kohno, managing director and lead for Accenture Industry X in Japan. “The capabilities we will acquire from DI Square will expand our expertise for PLM and ALM, which are at the intersection of engineering and manufacturing. Manufacturers have a growing need for help in these areas and we want to be their partner of choice for a comprehensive digital transformation of core operations that applies the power of data and digital to support sustainability, productivity and growth.”

DI Square’s capabilities for PLM and ALM solutions and advanced engineering include 3D computer-aided design (CAD), computer-aided manufacturing (CAM), modular design and model-based systems engineering (MBSE). The company is a well-known implementation partner for PLM solutions from Dassault Systèmes, one of Accenture’s strategic alliance partners. Dassault Systèmes solutions are widely adopted among Japanese manufacturers including automotive companies, which set particularly strict QCD (quality, cost and delivery) standards.

Accenture and DI Square will also look to establish an ongoing alliance to streamline clients’ acquisition of software licenses and hardware as part of implementing their PLM and ALM solutions.

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The acquisition of DI Square's PLM capabilities is the latest in a number of investments Accenture has made to strengthen its Industry X capabilities globally. Most recently, Accenture announced its agreement to acquire umlaut, an engineering and consulting services firm, headquartered in Germany. Other examples include operations technology provider Electro 80 (Australia), industrial robotics and automation service provider Pollux (Brazil), operations consultancy Myrtle (US) and technology consultancy SALT Solutions (Germany).

Completion of the acquisition is subject to customary closing conditions.

Accenture to Acquire umlaut

14 June 2021

Accenture has agreed to acquire umlaut, an engineering consulting and services firm headquartered in Aachen, Germany. The move will significantly scale Accenture's deep engineering capabilities to help companies use digital technologies like cloud, artificial intelligence, and 5G to transform how they design, engineer and manufacture their products as well as embed sustainability.

The acquisition of umlaut will add more than 4,200 industry-leading engineers and consultants across 17 countries to Accenture's Industry X services, and expand the company's capabilities across a range of industries, including automotive, aerospace & defense, telecommunications, energy and utilities.

Industry X combines Accenture's powerful data and digital capabilities with deep engineering expertise to offer clients the broadest suite of services for digitizing their engineering functions, factory floors and plant operations, improving productivity, speeding up the transformation of hardware into software-enabled products, and allowing for faster and more flexible product development.

"We predicted that digital would ultimately be applied at scale to the core of a company's business – the design, engineering and manufacturing of their products. And, for nearly a decade Accenture has been building the unique capabilities and ecosystem partnerships to combine the power of digital with traditional engineering services," said Julie Sweet, chief executive officer, Accenture. "COVID-19 has accelerated the need for companies to transform these core operations, and umlaut's leading and highly-specialized engineering services will enhance our ability to meet the accelerating demand and also continue innovating for our clients."

Accenture is expanding Industry X at a time when software increasingly determines the market success of platforms, products and services across industries that require intelligence to be embedded. However, in a survey of more than 1,500 industry executives, Accenture research found that only 38% of companies have deployed at least one project to digitize their engineering and manufacturing.⁽¹⁾

"Bringing world-class digital engineering and manufacturing expertise to our clients helps them rapidly scale, accelerate growth, improve productivity and safety, and embed sustainability across their operations," said Nigel Stacey, global lead of Accenture Industry X. "From consumers to R&D to the supply chain and factory floor, and back again, companies that use the power of data and digital to build value will become — and remain — relevant, resilient and responsible."

The COVID-19 pandemic has shown that most companies' operations and supply chains are far from resilient or flexible enough to respond to crises. Digital technologies can help mitigate disruptions by, for example, enabling a fast switch to operate factories remotely or providing near real-time insights about changing market demands. In addition, companies are increasingly expected to operate more responsibly and contribute to a circular economy through the development of more sustainable products.

Umlaut's capabilities span traditional and digital engineering services; testing and validation of smart connected products; strategy, process and organizational consulting; and hardware product development

as well as software development.

“Business leaders across many industries who face the convergence of the digital and the product world are looking for a trusted partner that understands their language and can really help navigate each step of the journey to bring tangible outcomes in engineering and manufacturing,” said Marc Peter Althoff, chief technology officer, umlaut. “We are excited to bring our unique engineering and consulting culture, deep industry know-how and subject matter expertise to Accenture Industry X and jointly create the capabilities and scale to help clients successfully transform.”

Umlaut will be next in a series of 22 acquisitions Accenture has made since 2017 to build its Industry X capabilities. More recent acquisitions include operations technology provider Electro 80 (Australia), industrial robotics and automation services provider Pollux (Brazil), operations consultancy Myrtle (US) and technology consultancy SALT Solutions (Germany).

Completion of the acquisition is subject to customary closing conditions. Financial terms of the acquisition were not disclosed.

Bentley Systems Announces Acquisition of SPIDA, Leader in Utility Pole Structure Management

14 June 2021

Bentley Systems, Incorporated, the *infrastructure engineering software* company, announced the acquisition of SPIDA Software, developers of specialized software for the design, analysis, and management of utility pole systems. Founded in 2007 in Columbus, Ohio, SPIDA offers modeling, simulation, and data management software solutions to electric and communications utilities, and their engineering services providers, in the U.S. and Canada. The integration of SPIDA within Bentley’s OpenUtilities engineering software and grid digital twin cloud services will help address the challenges of transitioning to new renewable energy sources including for electric vehicle charging, of joint usage of utility poles to support broadband networks’ 5G expansion, and of modernizing and hardening the electric grid to maintain reliability and resilience.

“We are very pleased to welcome our new SPIDA colleagues to Bentley Systems and to OpenUtilities, and we look forward to further integrating and globalizing SPIDA software, already known as the trusted stalwart for energy distribution engineers in their essential work to improve grid performance and resilience.”

Grid digital twins can provide utilities with immersive and engineering-accurate geospatial representations of their transmission and distribution assets, combining intelligent network and structural analysis with as-operated 3D and 4D physical reality. Bentley’s OpenUtilities grid digital twin solutions enable operators and power producers to evaluate grid trade-offs and opportunities, now spanning traditional and renewable sources and energy storage, as they provision services to meet demand. Digital twins advance asset health management by converging IT, OT, and ET (engineering modeling and simulations) to leverage infrastructure IoT data sources and predictive analytics for improved safety, performance, and reliability. With the incorporation of SPIDA, the reach of grid digital twins can now extend to the utility pole networks and structures, which deliver the environmentally vulnerable “last mile” of critical infrastructure for vital energy and communications.

Leading electric utilities including Ameren, EPCOR, Nashville Electric Service (NES), and Southern California Edison (SCE), engineer the effectiveness and resilience of their overhead systems by applying SPIDA’s software. SPIDA’s utility pole solutions include *SPIDAcalc* for capturing, modeling, and optimizing overhead transmission and distribution assets for structural loading; *SPIDAsilk* to analyze

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cable sag and tension design for physical and ambient properties for precise wire tension and conductor installation; and *SPIDAstudio*, a cloud-based platform that centrally tracks and manages the asset health and physical condition of overhead systems.

“As the rapid expansion of renewable energy sources and greater demand created by electric vehicles increasingly stresses our grid infrastructure, and for 5G-enabled broadband rollout, grids’ utility poles are ‘priceless’ for sustainably advancing infrastructure,” said Alan Kiraly, senior vice president, asset and network performance, Bentley Systems. “We are very pleased to welcome our new SPIDA colleagues to Bentley Systems and to OpenUtilities, and we look forward to further integrating and globalizing SPIDA software, already known as the trusted stalwart for energy distribution engineers in their essential work to improve grid performance and resilience.”

Brett Willitt, president of SPIDA Software, said, “Our vision with SPIDA has always been to provide a complete and open solution for maintaining and improving the health and integrity of our users’ power and communication overhead infrastructure assets. Within the Bentley team, we look forward to accelerating grid digital twin solutions, which leverage our industry domain experience and incorporate SPIDA structural analyses. Existing and future SPIDA users can look forward with confidence to leveraging grid digital twins as they upgrade, modify, expand, and manage their overhead systems.”

The acquisition of SPIDA Software, which is not material to Bentley’s financial results, will add 26 colleagues in North America. 7 Mile Advisors advised SPIDA’s management and shareholders in the transaction.

Bentley Systems Completes Acquisition of Seequent, Global Leader in 3D Modeling Software for the Geosciences

17 June 2021

Bentley Systems, Incorporated, the *infrastructure engineering software* company, announced the completion of its acquisition of Seequent Holdings Limited, for approximately \$900 million in cash (for a debt free business and subject to final working capital adjustments) plus 3,141,342 BSY Class B shares.

When announcing its second quarter 2021 operating results (scheduled for August 10, 2021) Bentley Systems will update its full-year 2021 financial outlook, reflecting the inclusion of Seequent.

LTI to Acquire Digital Engineering Firm Cuelogic

16 June 2021

Larsen & Toubro Infotech Ltd., a global technology consulting and digital solutions company has signed a definitive agreement to acquire Cuelogic Technologies, a Digital Engineering and Outsourced Product Development company, headquartered in Pune, India. Founded in 2010, Cuelogic has built capabilities in digital engineering, and primarily focuses on developing cloud native web and mobile applications, modernization, and runs Innovation Lab as a service for its clients in the USA and India.

Digital Engineering is a significant market opportunity, and this acquisition will provide instant access to a fast-growing business with impressive client roster, and more than 300 employees. Cuelogic works with enterprise clients on multiple facets of digitalization such as UX Consulting, DevOps, AI Consulting, IoT, Applications Modernization, Cloud Architecture & Integration. With over 100 products successfully developed, Cuelogic helps global enterprises build and grow modern digital businesses.

Sanjay Jalona, CEO & Managing Director, LTI, said: “We believe rapid productization is an essential

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requirement for accelerated digitalization across industries. Our clients are looking for agile solutions to compete effectively in a changing world. Digital engineering capabilities of Cuelogic Technologies combined with their tools and methodologies will help our clients innovate, launch products, accelerate time-to-market, and maintain products optimally. I welcome Cuelogic team, their customers, and partners to LTI family.”

Nikhil Ambekar, CEO, Cuelogic Technologies, said: “When Vikrant, Neel, and I cofounded Cuelogic, our goal was to bring rapid and reliable product development services to enterprises, and help them scale their digital transformation. Our digital expertise and unique culture have helped us build a solid foundation. As a company obsessed with engineering excellence, we find LTI to be our ideal partner for the next phase of our journey. LTI is the growth leader in the industry, and we are excited to further add strength to its formidable Digital capabilities.”

Cuelogic will be integrated with the Digital practice of LTI. This is the seventh acquisition by LTI since the company got listed in 2016. Earlier acquisitions have bolstered company’s expertise around data & analytics, cloud consulting, intelligent automation, and industry-specific platforms.

Randall-Reilly to Acquire Trimble's Iron Solutions Business

16 June 2021

Trimble and Randall-Reilly LLC ("Randall-Reilly") announced that Randall-Reilly, a leading B2B data and analytics platform for transportation, construction, agriculture and other industrial markets, has entered into a definitive agreement to acquire Trimble's Iron Solutions business. The transaction is expected to close in the third quarter of 2021. Financial terms were not disclosed.

Iron Solutions serves the heavy equipment industry, providing market information, analytics-based intelligence and cloud-based enterprise systems to facilitate equipment transactions and improve dealer and lender productivity.

"EDA by Randall-Reilly is a leading equipment market intelligence platform and last year we launched equipmentexperts.com, a disruptor in used equipment merchandising," said Matt Reilly, president and CEO of Randall-Reilly. "The addition of Iron Guides, a market standard for used equipment valuation among lenders enables us to super-serve both our dealer and buyer audiences."

"We are continually evaluating our portfolio of businesses as we work on the execution of Trimble's Connect and Scale 2025 strategy," said Rob Painter, president and CEO of Trimble. "As we refocus our efforts on Trimble's core capabilities, Iron Solutions will be an ideal fit with Randall-Reilly's existing portfolio of market intelligence solutions."

Trimble's Iron Solutions business has been reported as part of the Resources and Utilities Segment. The sale will not have a material impact on Trimble's segment or overall financial results.

BrightTower served as financial advisor to Randall-Reilly.

Company News

Accenture Announces U.S. Innovation Challenge Winner

14 June 2021

A team of undergraduate students from Cornell University has won the 2021 U.S. Accenture Innovation Challenge. This year’s Challenge partner was Covenant House, a nonprofit organization dedicated to serving children and youth facing homelessness.

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Student teams developed proposals to help break the cycle for youth experiencing homelessness following their departure from Covenant House transitional housing. The winning team from Cornell University was selected following a competitive application process from more than 1,300 student applicants and three rounds of competition over the winter semester. Fifty-nine student teams from undergraduate campuses and diversity partner programs across the United States participated.

The winning team's solution, entitled *Pathways to Destiny*, designed a platform to connect youth exiting the Covenant House program with peer coaches and alumni to extend the continuum of care. The team's solution also includes a strategy for building a peer coach pipeline by offering interested, exiting youth the opportunity to train as peer coach advisors and begin to build a career in social work. The proposal also entails feedback loops to help inform Covenant House's long-term care program and post-exit coaching.

"This year's Challenge looks to help homeless youth develop pathways to employment and in turn safety and stability," said Marty Rodgers, senior managing director of Accenture's U.S. south region. "Over two million kids a year in America – more than 30,000 on any given night – experience homelessness. It's a tragedy and we can and must do better. On behalf of Accenture, I am proud to congratulate the winning 'Big Red' Cornell team for doing well and doing good and working so hard to create an innovative solution to help advance Covenant House's mission and the youth they serve."

"The Accenture Innovation Challenge is everything that is right about collaboration and partnership," said Covenant House president & CEO Kevin Ryan. "It is young people working together to empower each other and, through their own creativity, forging new ways to pursue the great promise of their lives. We are so grateful to all the young people who shared their time and talent for this initiative, and to our partners at Accenture for the many ways they continue to make a difference in the lives of the resilient young people experiencing homelessness at Covenant House."

Launched in 2012, the Accenture Innovation Challenge is an annual case competition providing college students from across the United States an opportunity to offer ideas and solutions to support a priority goal of a nonprofit organization.

Accenture Makes Strategic Investment in Beamery to Transform Talent Recruitment and Management

17 June 2021

Accenture has made a strategic investment, through Accenture Ventures, in Beamery, a London-based startup that uses artificial intelligence (AI) technology to help the world's largest companies attract, engage and retain talent at a global scale.

Beamery gives organizations a single platform to manage the entire talent lifecycle. Its Talent Operating System aggregates and analyzes billions of relevant data points from across the web and the organization's existing technology, to help quickly identify and prioritize potential candidates that are likely to thrive at their organization; reach diversity targets; provide better learning opportunities and career pathways for existing employees; and understand the skills and capabilities organizations need to build their workforce of the future.

"Today's talent leaders need to rely on accurate and reliable data to support their interactions with candidates and their people," said Christie Smith, global lead for Talent & Organization / Human Potential at Accenture. "Beamery's data-driven analytical platform empowers talent leaders to have more effective, transparent interactions and make decisions efficiently by providing a solution that creates quality data pillars. We look forward to collaborating with Beamery and bringing their

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innovative capabilities to our global clients."

Beamery is part of Project Spotlight, the exclusive Accenture Ventures program that offers unprecedented access to Accenture's technology domain expertise and its enterprise clients. Through the program, Beamery will co-innovate with Accenture at its Innovation Hubs, Labs and Liquid Studios, working with subject matter experts to adapt its solutions to the enterprise market and scale faster and more effectively.

"Faced with a rising tide of skills shortages, and exploding competition across the hiring market driven by an accelerating economy and the rise of remote work, enterprises are turning to Beamery to help them navigate the requirements of modern talent acquisition," said Abakar Saidov, co-founder and CEO at Beamery. "We look forward to our continued collaboration with Accenture and working with them to drive talent transformation for their global clients."

The latest Accenture Ventures investment to align with Accenture Talent & Organization / Human Potential, Beamery joins Skyhive, a Vancouver, British Columbia-based startup that uses AI and quantum analysis to facilitate labor market transformation, reskilling and learning.

Tom Lounibos, managing director, Accenture Ventures, added, "Our investment in Beamery aligns with Accenture Ventures' commitment to cultivate the latest technologies, enhanced by human ingenuity, that solve for our clients' most important challenges. Beamery will help our clients by adding efficiency to their talent recruitment, hiring and retaining process."

Announcement of new Executive Leadership Team - NTT Data

17 June 2021

NTT DATA Corporation's new executive leadership team decided by resolution of the Board of Directors and the Audit and Supervisory Committee after the 33rd Ordinary General Meeting of Shareholders held on June 17, 2021 is as follows:

Name	Responsibilities
Yo Honma	Representative Director, President and Chief Executive Officer
Shigeki Yamaguchi	Representative Director and Senior Executive Vice President Responsible for: <ul style="list-style-type: none">• Social Design• Public & Social Infrastructure Segment• China & APAC Segment
Toshi Fujiwara	Representative Director and Senior Executive Vice President Responsible for: <ul style="list-style-type: none">• Corporate Management ^{*1} (CFO, CHRO, CRO, CIO, CKO)• Technology Management ^{*2} (CTO, CISO) Head of HR Headquarters, Corporate Headquarters ^{*3}

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Kazuhiro Nishihata	Representative Director and Senior Executive Vice President Responsible for: <ul style="list-style-type: none"> • Americas & Europe Segment • Global Marketing
Masanori Suzuki	Director and Executive Vice President Responsible for: <ul style="list-style-type: none"> • Financial Segment Head of Banking Headquarters
Yutaka Sasaki	Director and Executive Vice President Deputy responsible for: <ul style="list-style-type: none"> • Corporate Management ^{*4} (CDO) Head of Corporate Headquarters ^{*5} Head of Strategy Office, Corporate Headquarters ^{*6}
Eiji Hirano ^{*7}	Director
Mariko Fujii ^{*7}	Director
Patrizio Mapelli	Director
Takeshi Arimoto	Director
Fumihiko Ike ^{*7}	Director
Tetsuya Obata	Director, Audit and Supervisory Committee member (Full-Time)
Katsura Sakurada ^{*7}	Director, Audit and Supervisory Committee member (Full-Time)
Akihiko Okada	Director, Audit and Supervisory Committee member(Full-Time) ^{*8}
Rieko Sato ^{*7}	Director, Audit and Supervisory Committee member
Hidenori Chihara	Executive Vice President Deputy responsible for: <ul style="list-style-type: none"> • Public & Social Infrastructure Segment

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	Head of Public Headquarters *9
Isao Arima	Executive Vice President Responsible for: • Enterprise & Solutions Segment
Naoyuki Mori	Executive Vice President Head of First Financial Sector Head of Fourth Financial Sector
Yoshiharu Kouno	Senior Vice President Head of Telecom & Utility Business Sector
Tomofumi Murayama	Senior Vice President Head of Public Sector 1, Public Headquarters *10 Head of Social Design Office
Kazuko Inamura	Senior Vice President Head of Second Financial Sector, Banking Headquarters
Koji Miyajima	Senior Vice President Chair of the Board, NTT DATA EMEA Ltd.
Bob Pryor	Senior Vice President NTT DATA Services CEO
Asako Toyoda	Senior Vice President Head of Global Strategy Office, Corporate Headquarters *11
Yoko Tomioka	Senior Vice President Head of ESG Promotion Department, Corporate Headquarters *12
Katsufumi Fukunishi	Senior Vice President Head of Social Infrastructure Solution Sector, Public Headquarters *13
Chieri Kimura	Senior Vice President Head of North America Sector Head of EMEA & LATAM Sector

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Hiroshi Tomiyasu	Senior Vice President Head of Technology and Innovation General Headquarters
Kenji Nagai	Senior Vice President Head of China & APAC Sector Chair of the Board, NTT DATA (CHINA) INVESTMENT Co., LTD Chair of the Board, NTT DATA (CHINA) Co., LTD. Chair of the Board, NTT DATA Taiwan Co., Ltd.
Shigeru Mitani	Senior Vice President Head of Third Financial Sector, Banking Headquarters
Robb Rasmussen	Senior Vice President Head of Global Marketing Headquarters Head of Global Accounts & Industries Division
Kazuo Kakeya	Senior Vice President Head of Finance Department, Corporate Headquarters ^{*14}
Chie Aoki	Senior Vice President Head of Public Sector 2, Public Headquarters ^{*15}
Shuuichi Mochizuki ^{*16}	Senior Vice President Head of IT Services & Payments Services Sector
Hiroshi Sugiyama	Senior Vice President Head of Manufacturing IT Innovation Sector Head of Consulting & Solutions Sector ^{*17}
Friedrich Hoderlein Cabistany	Senior Vice President Everis Participaciones S.L.U. CEO, Director of the Board

Bentley Systems Deepens Commitment to Government Agencies in the U.S. with Carahsoft Partnership

15 June 2021

Bentley Systems, Incorporated, the *infrastructure engineering software* company, and Carahsoft Technology Corp., The Trusted Government IT Solutions Provider[®], announced a partnership. Under the agreement, Carahsoft, as Master Government Aggregator[®], will serve as the primary government distribution contract aggregator for Bentley Systems, to further extend the company's commitment to

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U.S. federal, state, and local government agencies.

This relationship allows Carahsoft, Bentley, and the Bentley reseller ecosystem to work together and deliver the innovative solutions that federal, state, and local government agencies need to fuel the modernization and advancement of the nation's infrastructure.

The current legislative recovery agenda will bring much needed investment to the nation's infrastructure, along with a compressed timeline for government agencies to act. Meeting the needs and timelines of government agencies will require fast and trusted access to innovative solutions that help agencies modernize and reinforce the road, transit, and other infrastructure systems throughout the country.

"Now, more than ever, it's critical that government agencies have access to the solutions they need to design, build, and operate infrastructure assets that are more cost-effective, more resilient, and more sustainable. Carahsoft's trusted status and leadership in the market will be pivotal in expanding our reach," said Brock Ballard, vice president, regional executive, Americas, Bentley Systems.

"Government agencies will benefit greatly from our shared commitment to the mission and to delivering exceptional user satisfaction and success."

"A robust infrastructure system is critical to enabling our nation's economy and powering public sector missions. With the addition of Bentley's solution suite and the support of our reseller partners, our shared government customers now have access to best-in-breed infrastructure engineering solutions to improve delivery of services to citizens," said Lacey Wean, sales manager of Bentley Systems at Carahsoft. "We look forward to the future of this partnership as Carahsoft and Bentley Systems work together to support agencies' infrastructure modernization goals."

Under the agreement, Carahsoft is authorized to carry the full Bentley Systems software portfolio on an extensive list of contract vehicles, including Carahsoft's NASA Solutions for Enterprise-Wide Procurement (SEWP) V, OMNIA Partners, National Cooperative Purchasing Alliance (NCPA) and Bentley Systems GSA MAS Schedule contracts.

Building on a Lifetime of Shared Commitment

For over 36 years, U.S. government agencies have relied on powerful Bentley solutions, such as MicroStation, OpenRoads, ProjectWise, and OpenCities, to advance the way they design, operate, and maintain the nation's infrastructure and public facilities.

Bentley's partnership with Carahsoft extends access that government agencies and their engineering firms need, including contracts and support, in order to advance their infrastructure initiatives quickly and effectively. As a result, agencies can improve their efforts to design more resilient and sustainable infrastructure, enhance infrastructure security, and create digital twins that enable a greater understanding of the interdependencies that affect other public systems and impact citizens.

HCL CONTINUES TO ACCELERATE ITS #HCLCLOUDSMART JOURNEY; APPOINTS SIKI GIUNTA TO LEAD ITS CLOUD CONSULTING AND OFFERINGS STRATEGY

14 June 2021

HCL Technologies, (HCL), a leading global technology company, announced the appointment of Siki Giunta to further accelerate #HCLCloudSmart industry cloud offerings into client markets.

#HCLCloudSmart is a comprehensive suite of industry-aligned Cloud offerings, solutions, services and products which help clients achieve business transformation according to their unique industry needs

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and market conditions. The portfolio is built on the core pillars of Industry Cloud Solutions, Hybrid Data & AI, CloudNative Application & Infrastructure capabilities and Integrated Intelligent Operations with AIOps and Business Observability to enable faster business value from organizational Cloud investments along with our Cloud Ecosystem Partners.

Siki brings to HCL a rich experience in leading the development of global cloud strategies for multi-national clients as well as strategy and implementation of Cloud with a specific focus on building vertical applications with Cloud providers and partners. She has successfully scaled enterprise grade Hybrid Cloud, Data Center & Hosting Businesses and has been a Software Products Business Leader.

Siki joins HCL from Accenture. She has also led several other leadership positions in the industry, including the CEO of Managed Objects and Fortisphere.

“I am excited to join HCL and look forward to driving further momentum to the #HCLCloudSmart journey” said Siki Giunta, Executive Vice President - #HCLCloudSmart, HCL Technologies. “Cloud has become the strategic pillar within any organization to build a responsive, scalable and resilient business model. Organizations today are facing an urgent need to ‘rethink cloud’ to accelerate digital transformation and maximize business value in alignment with customer needs, organizational goals and unique market conditions. I look forward to working with the amazing team at HCL Technologies on the journey to reimagine Cloud, the smart way.”

“We are extremely delighted to have Siki on our team,” said Kalyan Kumar, Chief Technology Officer and Head Ecosystems, HCL Technologies. “Her knowledge in Cloud and Agile software development with a unique lens of industry relevance and proven experience of leading global firms will be of tremendous benefit to #HCLCloudSmart. At HCL she will further strengthen the collective power of our Cloud Services, Frameworks and Products with a business-aligned narrative at the center.” he added.

iPoint continues to accelerate international growth with two new Managing Directors

14 June 2021

iPoint is pleased to announce the hiring of two new key senior executives to support the founder and CEO Joerg Walden as additional Managing Directors in accelerating the growth: Thomas Diezmann, serving as Chief Financial Officer (CFO), and Peter Schmidt, serving as Chief Revenue Officer (CRO).

With these two appointments, iPoint is on course to implement further growth plans. After iPoint’s 20-year owner-driven journey, the Danish private equity investor GRO Capital A/S recently became a shareholder of iPoint, adding capital and experience to accelerate growth globally, further strengthen product innovation, enhance sales and marketing efforts, continue to expand iPoint’s strong position in Europe, and build greater depth in the North American and Asian markets. The two new additions to iPoint’s executive leadership team will solidify the company’s ambitions and opportunities to become the leading platform provider for the Circular Economy, which has proven to be an important step towards a sustainable future for all of iPoint’s customers.

“I am very excited to welcome these two outstanding professionals to the iPoint family”, states Joerg Walden. “Both Thomas and Peter are accomplished leaders with an impressive track record of scaling business in the software industry on an international level, and both are very mission-driven. Their vast experience, skills, and expertise will support us in achieving our ambitious goals, and I’m thrilled to have them on board as we embark on the next step of our growth journey to transform iPoint’s vision of building an integrated digital platform for the Circular Economy into a long-term success story.”

Thomas Diezmann, iPoint’s new CFO, has more than 25 years of experience in scaling business in the Software as a Service (SaaS) industry as well as the media, manufacturing, and retail sector. From 2010

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to 2019, Diezmann worked for Episerver GmbH (former optivo GmbH), most recently as Managing Director CFO.

Peter Schmidt, iPoint's new CRO, has 25 years of experience building high-performance teams that deliver customer success and rapid growth on an international scale. In his previous position at In Mind Cloud, he was responsible for global sales and field operations. From 2015 to 2019, Schmidt worked as CCO at TRANSPOREON Group helping the company to become the leading cloud-based Transport Management Platform. For more than five years, he served as GM and VP Enterprise Sales at Adobe. Previously, he worked at PTC for more than 12 years, in his last role as Senior Vice President for the worldwide Emerging Geographies (BRIC).

LTI Awarded Snowflake Global Innovation Partner of the Year

17 June 2021

Larsen & Toubro Infotech, a global technology consulting and digital solutions company has been recognized as the Global Innovation Partner of the Year by Snowflake, the Data Cloud Company. LTI received this prestigious recognition during Snowflake Virtual Partner Summit held on June 16, 2021.

The award represents a key milestone for the strategic partnership between LTI and Snowflake and will strengthen collaboration between the companies to empower enterprises with innovative solutions and services.

With its automation-first approach, LTI's unique Canvas PolarSled platform provides speed, performance, and risk reduction to Snowflake customers. The platform offers:

- Technology strategy and consulting to help define Snowflake migration and data strategy.
- Automation-led implementation toolkit powered by ML-based tools.
- Governance toolkit to help sustain and optimize Snowflake cloud data platform.

Nachiket Deshpande, Chief Operating Officer, LTI, said, "This award validates LTI's strong commitment to simplifying and accelerating customer's journey to Snowflake. Our global strategic partnership with Snowflake enables us to bring the innovation needed to create data-driven organizations for customers. This alliance empowers us to become an integral part of an organization's broader data strategy and be the companion in its digital transformation journey."

"As part of the global strategic partnership, LTI and Snowflake invest in helping our joint customers migrate to Snowflake Data Cloud by eliminating the technology debt, and providing assurance by achieving a higher level of automation", said Ketan Awalegaonkar, Chief Customer Officer at Snowflake. "LTI with its multiple innovative Snowflake specific accelerators & solutions, especially the LTI Canvas PolarSled platform, provides speed, performance, and risk reduction to the customers' cloud data journey. We look forward to strengthening this partnership and building innovative solutions for our customers together", he added.

Recently, LTI also became the Technology Launch Partner for Snowpark Accelerated Program. Currently in private preview, Snowpark simplifies an organization's IT architecture by bringing more data pipelines into Snowflake's single, governed core data platform. As part of this program LTI Mosaic Decisions and LTI Mosaic AI will facilitate easy adoption of Snowflake with optimized performance.

LTI is an Elite Services Partner for Snowflake, and launched the first Snowcase, a program to develop and market industry-specific solutions to accelerate cloud data transformation journey of enterprises.

LTI Expands Strategic Relationship with Amazon Web Services

15 June 2021

Larsen & Toubro Infotech, a global technology consulting and digital solutions company has entered into a strategic collaboration agreement with Amazon Web Services (AWS).

LTI has recently launched a dedicated cloud unit for AWS which will focus on migration and modernization, SAP application workloads, data analytics, and Internet of things (IoT), complemented by LTI's advisory, professional services, and delivery capabilities. In addition, LTI will build state-of-the-art accelerators and create industry-focused cloud offerings for the Banking and Financial Services, Manufacturing, Retail & CPG, Media & Entertainment, Hi-Tech, and Insurance sectors.

Sanjay Jalona, CEO & Managing Director, LTI said, "Enterprises are seeking speed and efficiency as they adopt cloud services to gain competitive advantages and improve customer engagement. The collaboration with AWS will help us achieve these objectives and accelerate our services and solutions to build, migrate, manage, operate, and optimize AWS environments and infrastructure of our clients."

Siddharth Bohra, Chief Business Officer & Head of Cloud Business Unit, LTI said, "This partnership will support the scaling of LTI's AWS practice with deeper collaboration in development of products and services. LTI will leverage its deep knowledge and experience to drive end-to-end digital transformation for global enterprises using advanced industry solutions, analytics platforms, and technology services, built and deployed on AWS."

"We are delighted to deepen our collaboration with LTI," said Doug Yeum, Head of Global Partner Organization at AWS. "Through this collaboration, LTI will expand their AWS practice to serve global customers as they look to leverage AWS services to accelerate their digital transformation, innovate at a faster pace, and solve the most challenging business problems."

Bobby George, Senior Vice President & Chief Digital Officer, Carrier said, "At Carrier, cloud is at the core of our digital transformation strategy and will be instrumental in driving our business initiatives for segment growth, delivering new digital products and services, and improving customer experience. With their deep knowledge of the Carrier ecosystem and strong AWS expertise, LTI is an important partner in our journey. I congratulate LTI and AWS on their strategic collaboration and look forward to accelerating transformation at Carrier. All the best!"

LTI has made significant investment to build AWS expertise, having attained AWS competencies for DevOps, Migration, Data & Analytics, Financial Services, Machine Learning, Microsoft Workloads, and SAP.

OpenBOM Collaborative Bill of Materials Patent Award

17 June 2021

OpenBOM published a blog post announcing the award of a U.S. Patent for their collaborative bill of materials system. [To read more go to the OpenBOM Blog.](#)

Optimec Consultants earns Dassault Systèmes Gold Partner

2 June 2021

Optimec Consultants announced the achievement of Dassault Systèmes' **Gold Partner** level partnership. This milestone is a major accomplishment for Optimec Consultants, reflecting company's phenomenal growth and confirms the leadership, in simulation and Product Lifecycle Management. Optimec Consultants enable customer's innovation, in their product development processes and

manufacturing workflows.

“We are extremely proud of earning this recognition that certifies our commitment in delivering high valuable solutions to our customers” says Mathieu Lussier, Founder and Managing director at Optimec Consultants.

Optimec Consultants is the only partner in North America promoted to the Gold Partnership based on the results for the year 2020. In order to obtain such recognition, a Dassault Systèmes partner has to reach the highest score in:

- Aligning customer’s strategic initiatives to Dassault Systèmes Industry solution
- Ensuring client success, and satisfaction, delivering high quality services
- Certifying their team and demonstrate skills and capacities to provide meaningful training and valuable expertise.

TCS Recognized as National Leader in Community Engagement by Points of Light

16 June 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting, and business solutions organization, has been included in Points of Light’s Civic 50, a list of America’s most community minded companies, for the fifth consecutive year.

Launched in 2012, the Civic 50 list is determined by an annual survey administered by True Impact and is based on Points of Light’s Corporate Civic Engagement Framework that creates a roadmap for companies committed to using their time, talent, and resources to drive social impact in their business and communities. TCS was honored for its investments in, and the integration, institutionalization, and impact of its community engagement programs.

“We are delighted to be recognized in the Civic 50 list for the fifth year in a row,” said **Balaji Ganapathy, Global Head, CSR, TCS**. *“TCS is building greater futures by connecting people to opportunities in the digital economy. Through innovation, partnership, and collective knowledge, we believe we can lead positive change for all stakeholders.”*

“Points of Light believes that corporate leadership and commitment to civic engagement are critical to strengthening communities,” said **Natalye Paquin, President and CEO, Points of Light**. *“We thank Tata Consultancy Services for their investment in the communities where they live and work and look forward to supporting them in leveraging their time, talent and assets to make transformational change.”*

As the COVID-19 pandemic posed unprecedented challenges to communities, TCS maintained its commitments to key stakeholders and prioritized support in critical areas.

Levering resources during a crisis

As a national partner of the American Red Cross Disaster Responder Program, TCS supported its plasma collection program during the COVID-19 pandemic, which ultimately collected two million units of plasma.

With communities hard hit by unemployment in 2020, TCS responded to the call for support from state governors seeking technical expertise to scale up unemployment claims processing. In New York, TCS volunteers supported unemployment claim reviews for 140,000 applicants while devising processes to accelerate the rate of review by as much as 50%.

TCS also shared the full spectrum of its digital STEM and computer science education resources with

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educators, parents, and students at no cost to governors in all 50 states and created an educational virtual assist solution supported by trained TCS volunteers.

As education shifted overnight to a virtual and digital mode, Ignite My Future in School resources have helped educators create deep engagement with students through a transdisciplinary approach and custom-made lesson plans. Ignite My Future in School achieved its 2022 goal of reaching 1 million students a full year ahead of schedule and met its target of engaging 20,000 teachers.

TCS also partnered with over 33 customers in providing thousands of students, educators, and schools access to much-needed enrichment programs through TCS' goIT and Ignite My Future in School. Built with a lens of equity and inclusion, 45% of goIT participants are girls and 67% from ethnic minorities, while Ignite My Future in School is aimed at underserved schools with 80% of students enrolled in free and reduced price lunch programs.

TCS joined 2,400+ cross-sector leaders and influencers on national and regional issues through Digital Empowers in partnership with the U.S. Chamber of Commerce Foundation. Through the inaugural Pitch for Purpose program, TCS engaged 150 mission-driven technology-based startups leveraging technology to address social and environmental challenges – from eliminating food insecurity to providing a crowdfunding platform for black entrepreneurs. Pitch for Purpose recognized six finalists and a winner who received \$15,000 along with coaching and mentorship to take their startup further.

Wipro Joins Growing Ecosystem of Partners Using IBM Cloud Paks with Red Hat OpenShift to Modernize Mission-Critical Workloads

15 June 2021

Wipro Limited, a leading global information technology, consulting and business process services company, today announced its intent to join IBM's ecosystem of partners using IBM's new Automation Foundation and IBM Cloud Paks for Automation to manage and modernize its mission-critical workloads across hybrid cloud environments. IBM Cloud Paks for Automation is an AI-powered portfolio that helps customers streamline business processes, automate tasks based on data analysis and continuously improve workflows that run centrally, in networks, and at the edge.

IBM Cloud Paks for Automation, AI-powered hybrid cloud software solutions built on Red Hat OpenShift, offer enterprises a portable, flexible and secured path to optimization by automating business and IT processes to accelerate growth.

Leveraging IBM Cloud Pak for Integration, Wipro developed its Cloud Native Integration Platform (CNIP) that helps empower organizations to be agile, scalable, and resilient. The platform's cloud-native architecture and functions form the core building block for digital transformation. The solution provides recommendations and automates migration to cloud, which helps enterprises modernize applications using a hybrid multi-cloud infrastructure. Through this solution, customers will be able to meet their business needs and gain access to Wipro's service capabilities ranging from strategic advice and business transformation to IT services, solution development, integration, and deployment of hybrid cloud solutions.

Arun Melkote, Global Head, Application Engineering and Modernization, Wipro Limited said, "Wipro is proud to collaborate with IBM to accelerate the adoption of its Automation Foundation and create a new generation of solutions that yield a better experience and improved productivity. We seek to work with market leaders who embody our principles and emphasize consumer-oriented solutions-- IBM has a history of putting these values into practice. Joining this dynamic ecosystem will result in innovation that ultimately benefits our customers."

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Evaristus Mainsah, General Manager, IBM Hybrid Cloud and Edge Ecosystem said, “IBM Cloud Paks for Automation offers ecosystem partners like Wipro the flexibility, security and portability to automate business and IT operations, unlock the true value of their data, and accelerate their path to digital acceleration. IBM’s growing ecosystem increases opportunities for customers to tap into the IBM Automation portfolio to streamline workflow, increase efficiencies, and accelerate revenue growth.”

Wipro is part of IBM's partner ecosystem, an initiative to support ecosystem partners of all types -- whether they build on, service or resell IBM technologies and platforms -- to help clients manage and modernize workloads from bare-metal to multi-cloud and everything in between using IBM Cloud Pak solutions built on Red Hat OpenShift, the industry's leading enterprise Kubernetes platform.

Wipro joins World Economic Forum’s Partnership for New Work Standards initiative

16 June 2021

Wipro Limited, a leading global information technology, consulting and business process services company, announced that it has joined the World Economic Forum’s Partnership for New Work Standards initiative to establish a healthy, resilient and equitable future of work. This initiative aims to co-create new frameworks, shape forward-thinking people policies and utilize tools and technologies to collectively build human-first work standards, with people at the heart of business.

Saurabh Govil, President and Chief Human Resources Officer, Wipro Limited said, “Companies around the world today are reinventing themselves so they can offer better employee flexibility, stability and security. Wipro is committed to advancing work standards for improved job quality, employee safety, and overall employee well-being. As we join the World Economic Forum’s Partnership for New Work Standards initiative, we hope to contribute to global discussions and behavioral change around work. This step demonstrates our willingness to contribute to collective action that helps build a sustainable and resilient future of work.”

Wipro has invested in its workforce, developed new ways of working, and created a more relevant and inclusive post-pandemic work environment to seamlessly transition to a sustainable future of work. The company is also undertaking initiatives to support and equip its people with dedicated programs for physical, social, financial and mental well-being. Read Wipro’s response, key insights and lessons from the COVID-19 crisis to foster employee engagement and mental health here: [Resetting the Future of Work Agenda: Disruption and Renewal in a Post-COVID World](#).

Till Leopold, Head of Action Initiatives, Centre for the New Economy and Society at the World Economic Forum said, “As organizations transition from the COVID-19 crisis into the ‘new’ future of work, there is the opportunity for employers to collectively reset their approach to the future of work and put people first. Getting this right will help determine whether the post-pandemic recovery leads to positive outcomes for business and for society.”

Wipro Partners with Exaware to Accelerate Innovation in Communication Networks and 5G Upgrades

16 June 2021

Wipro Limited, a leading global information technology, consulting and business process services company, announced a partnership with Exaware, a leading provider of Open Network routing solutions. The partnership will jointly develop advanced engineering solutions that foster innovation in the networking industry, streamline 5G technology upgrades, and open the door to future 6G compatibility. Traditional Radio Access Network (RAN) networks are slow to advance, and expensive to upgrade

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because existing hardware and software options are tightly coupled, and provided by a single vendor. Wipro and Exaware are developing engineering products and solutions that will decouple hardware from software, enabling communication service providers (CSPs) to select different hardware and software vendors. This, in turn, will promote innovation by network equipment providers, advance Disaggregated Cell Site Gateways (DCSG), enable an end-to-end disaggregated Open RAN infrastructure, and ultimately drive down network costs.

“Leveraging the combined engineering expertise of Wipro and Exaware, operators will be able to build flexible, self-optimizing networks, and introduce services that equip them for future growth while reducing their total cost of ownership,” said **Thomas Muller, CTO – Engineering and R&D Services, Wipro Limited**.

“The Network Operating System makes it possible for CSPs to transform physical networks into virtual networks by adopting disaggregation and O-RAN principles. Exaware’s capabilities in the IP routing space can play a key role as Wipro helps CSPs modernize their networks and prepare for the future,” said **Ben Afshari, Vice President of Sales & Business Development, Exaware**.

Wipro has played a key role in bringing disaggregated and software-defined network solutions to market. Through its own expertise, technology investments, and growing partner ecosystem, Wipro will continue to be a significant player, delivering personalized transformation solutions to clients worldwide.

Event News

AVEVA’s Fourth Global Digital Conference to Focus on Operational Agility, Resiliency and Innovation and Introduce PI System

15 June 2021

AVEVA, a global leader in industrial software, driving digital transformation and sustainability, will host its fourth AVEVA World Digital (AWD) conference on the 17th June 2021. Aimed at leaders and decision makers interested in innovative industrial technology, to deliver digital transformation and strengthen resilience in a challenging environment, this is the first joint AVEVA and PI System event since the company acquired OSIsoft earlier this year. AWD, a half-day event, will explore how data-led insights infused with artificial intelligence can help organizations optimize their value chains for long-term business growth.

AVEVA’s recently appointed CEO, Peter Herweck, will kick-off proceedings with a session that lays out how Performance Intelligence, the concept developed by AVEVA to explain the outcome of combining information, artificial intelligence and human insight. Also, in the presenter line-up will be Nicole Malachowski, the first female United States Air Force fighter pilot to be part of the elite Thunderbirds squadron, who will address resilience and innovation by speaking from her own debilitating experience with Lyme Disease. Having lost the ability to read, write, walk, and fly, the one-time advisor to former US First Lady Michelle Obama tapped into her aerodynamic training bounce back – a secret she will share with AWD attendees.

“I am looking forward to virtually engaging our customers and partners at my first AVEVA World Digital as the company CEO and the first for former OSIsoft customers. Over the past year, digital transformation has demonstrated how trusted data and artificial intelligence can reshape the future of industries, as well as create new experiences and business opportunities,” commented Peter Herweck, CEO, AVEVA. “We have witnessed how Cloud, and the Industrial Internet of Things (IIoT) continue to

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drive operational resilience in a digital-first environment. Today, AVEVA's software is enabling organizations, throughout the globe, to harness greater efficiencies, increase agility and accelerate growth - all key factors in also advancing sustainability for industries."

Other keynote speakers will include a mix of AVEVA and former OSIsoft speakers - Lisa Johnston, Chief Marketing Officer and Chief Sustainability Officer, AVEVA, Norton Green, Director of Executive Engagements, AVEVA; Rob McGreevy, Executive Vice President of Operations Business, AVEVA and Rónán de Hooge, Head of Information Management Business Unit, AVEVA. A customer panel session comprising AVEVA and heritage OSIsoft customers, including Enbridge, Nutrien and General Mills, will end proceedings.

Dassault Systèmes Hosts AirXperience 2021, Bringing New Insights to Innovators Imagining the Future of Flight

15 June 2021

Dassault Systèmes is hosting AirXperience 2021, a virtual event covering the latest technological insights on the aerospace and defense industry, June 22-25, 2021. Faced with rising customer expectations and growing program complexity, aerospace innovators seeking to deliver safe and sustainable modes of transportation and optimal mobility experiences can hear from industry thought leaders on how to accelerate their business and become more competitive.

Experts from Airbus Defence and Space, Hemeria, Liebherr, Sogclair, Spirit AeroSystems and ThrustMe will join David Ziegler, Vice President, Aerospace & Defense Industry, Dassault Systèmes, for livestreamed sessions focused on the aerospace supply chain, defense and space. The sessions will delve into how digital transformation and collaborative digital platforms like Dassault Systèmes' 3DEXPERIENCE platform offer new ways to conceptualize, design, manufacture, test, certify and sustain new air and space vehicles. Session themes will include:

- Transforming the aerospace supply chain from a siloed supply chain to a value network, to increase transparency and enhance collaboration across organizations and locations.
- Achieving faster and more accurate decision-making, integrated mission planning, agile capability development, and smart sustainment at defense companies.
- Reducing rocketry and satellite development time to realize right-first-time quality for successful launches and deployments into space.

The agenda will also feature testimonials from Dassault Systèmes' customers including Ball Aerospace, Korea Aerospace Industries, MTorres, Spirit AeroSystems and Turkish Aerospace Industries, on how they are using the 3DEXPERIENCE platform to accelerate innovation, and to drive efficiencies and flexible production.

Financial News

DXC Technology to Discuss Progress on Its Transformation Journey at Its 2021 Virtual Investor Day

15 June 2021

DXC Technology, a leading Fortune 500 global technology services company, will host a virtual Investor Day on June 17, 2021. President and CEO Mike Salvino and his leadership team will discuss the company's transformation journey in more detail. The event will take place from 9:00 a.m. to 11:00

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a.m. EDT, and will include a question and answer session. A webcast of the Investor Day and presentation slides will be available on DXC's Investor Relations website.

Mike Salvino stated, "We continue to retain and attract talent, build customer intimacy, take cost out without disruption and win in the market. These efforts are leading to stable revenues and expanded margins. As a result of the execution of our transformation journey, we are on the right trajectory and expect our momentum to continue in FY22, to ultimately deliver organic revenue growth."

DXC reiterated its first quarter and full year FY22, and longer-term guidance.

ESI Group's upcoming financial events and Investor Day save the date

17 June 2021

ESI Group informs its shareholders of the upcoming financial events.

The Combined General Meeting: Tuesday June 22, 2021 at 4:00 pm (CET)

The Combined General Meeting of the company will be held, on first notice, on Tuesday June 22, 2021, at 4:00 pm CET behind closed doors. All information on how to attend the meeting and watch the live webcast can be found on the ESI Group Investor Relations webpage.

Half-year results: Thursday, September 9, 2021 at 6:00 pm (CET)

For logistical reasons, the announcement of the half-year results has been postponed by 48 hours to Thursday, September 9 at 6:00 pm CET (originally scheduled for Tuesday, September 7).

Save the date - Investor Day: Tuesday October 5, 2021

In order to give a long-term vision, the Group announced last April the organization of an Investor Day in the fall. It will be held on Tuesday, October 5. More information will be communicated in the coming weeks.

Oracle Announces Fiscal 2021 Fourth Quarter and Fiscal Full Year Financial Results

15 June 2021

Oracle Corporation announced fiscal 2021 Q4 results. Total quarterly revenues were up 8% year-over-year to \$11.2 billion. Cloud services and license support revenues were up 8% to \$7.4 billion. Cloud license and on-premise license revenues were up 9% to \$2.1 billion.

Q4 GAAP operating income was up 5% to \$4.5 billion, and GAAP operating margin was 40%. Non-GAAP operating income was up 6% to \$5.4 billion and non-GAAP operating margin was 49%. GAAP net income was up 29% to \$4.0 billion, and GAAP earnings per share was up 39% to \$1.37. Non-GAAP net income was up 20% to \$4.5 billion, and non-GAAP earnings per share was up 29% to \$1.54.

Short-term deferred revenues were up 10% from last year to \$8.8 billion. Operating cash flow was up 21% to a record \$15.9 billion during the trailing twelve months.

Fiscal year 2021 total revenues were up 4% year-over-year to \$40.5 billion. Cloud services and license support revenues were up 5% to \$28.7 billion. Cloud license and on-premise license revenues were up 5% to \$5.4 billion.

Fiscal year 2021 GAAP operating income was up 9% to \$15.2 billion, and GAAP operating margin was 38%. Non-GAAP operating income was up 9% to \$19.0 billion, and non-GAAP operating margin was 47%. GAAP net income was up 36% to \$13.7 billion, while non-GAAP net income was up 11% to \$14.1 billion. GAAP earnings per share increased 48% to \$4.55, while non-GAAP earnings per share was up 21% to \$4.67.

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“Our Q4 performance was absolutely outstanding with total revenue beating guidance by nearly \$200 million, and non-GAAP earnings per share beating guidance by \$0.24,” said Oracle CEO, Safra Catz. “Our multi-billion dollar Fusion and NetSuite cloud applications businesses saw dramatic increases in their already rapid revenue growth rates: Fusion ERP was up 30% in Q3 and up 46% in Q4, Fusion HCM was up 23% in Q3 and up 35% in Q4, NetSuite was up 24% in Q3 and up 26% in Q4. Oracle Fusion is the world’s biggest cloud ERP business; Oracle NetSuite is the world’s second biggest cloud ERP business. Revenue from our Gen2 Cloud Infrastructure business including Autonomous Database grew over 100% in Q4. The accelerating growth rates of both our applications and infrastructure cloud businesses this year drove earnings per share growth up to 21% in FY21. That is the fourth consecutive year of double-digit earnings per share growth at Oracle Corporation.”

“The world’s two most popular databases are the Oracle Autonomous Database and Oracle MySQL,” said Oracle Chairman and CTO, Larry Ellison. “The Oracle Database once again delivered solid revenue growth in FY21. And while our Oracle Database business as measured by revenue currently dwarfs our MySQL database business—that is about to change because the latest version of Oracle MySQL has been upgraded to include a revolutionary new ultra-high-performance parallel processing query engine called HeatWave. Independent analysts have tested and confirmed that Oracle MySQL with HeatWave runs 10 to 100 times faster than Amazon’s version of MySQL called Aurora. This technological breakthrough is causing several of Amazon’s customers to start moving their Aurora workloads to Oracle MySQL. And industry analysts are telling us they are seeing a 10x increase in Oracle Cloud Infrastructure customer inquiries. Both the Oracle Autonomous Database and Oracle MySQL with HeatWave technology have captured the technology high-ground in the cloud database business—and that bodes well for the future of the Oracle Cloud.”

The board of directors declared a quarterly cash dividend of \$0.32 per share of outstanding common stock. This dividend will be paid to stockholders of record as of the close of business on July 15, 2021, with a payment date of July 29, 2021.

Implementation Investments

Aircom Drives into the Cloud with Infor

17 June 2021

Infor, the industry cloud company, announced that Aircom Automotive has selected Infor CloudSuite Automotive, running on Amazon Web Services (AWS), to help the automotive supplier expand internationally.

Aircom Group is a Polish group of companies that distributes internationally tyre mobility repair kits and sealants for automotive original equipment manufacturers (OEMs). Aircom also produces compressors for air-suspended vehicle seats.

"We were looking for a fully scalable solution that would allow us to streamline processes as well as to support dynamic development of our business," says Dominik Gschwender, Aircom’s CEO. "Doing business on an international scale is associated with a number of challenges that must be overcome. Distributed production, supply chain management, providing effective customer support and connecting all individual processes — these are just some of them. On top of that, our company is intensively growing now. We are about to start production in India and Mexico. As a result, we do really need professional, proven tools, such as those offered by Infor.”

The choice of Infor CloudSuite Automotive provides the company with access to a scalable, complete

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industry solution that allows it to reduce infrastructure costs.

“We selected Infor CloudSuite Automotive because it is dedicated to the automotive industry with specialised features and ready-made best practices that enable faster and cheaper implementation,” Gschwender says. “I am convinced this solution will help Aircom further drive its international business development.”

The most important goals related to the implementation are replacing the current system with a more modern and functional one and implementing proven industry practices to help Aircom expand its business. The Infor cloud solution provides a flexible way to grow the business globally, particularly in China, India and Mexico.

The solution is being implemented by Merino Consulting Services BV — an international alliance partner of Infor – as the prime contractor, supported by S&T, an Infor channel partner in Poland. Due to the ongoing pandemic, most of the implementation work will be carried out remotely. “Given our industry knowledge and our extensive experience with Infor CloudSuite Automotive, we have an agile approach to delivering a solution that will support the international growth of Aircom,” says Kris Ulburghs VP of sale at Merino Consulting Services BV.

“The Infor CloudSuite Automotive solution and Infor Implementation Accelerator for Automotive will help us better prepare for the new needs of our automotive OEM customers. As it is a multi-tenant solution, it will be continuously updated by Infor with new functionalities and innovations dedicated to the automotive industry. This eliminates the need for system upgrades, which will allow the effective implementation of new features without exposing the company to the risk of long implementation projects,” says Gschwender.

After deployment, the system will initially be used by more than 100 employees in Poland, before it is deployed in other countries.

Capgemini signs a multi-year contract extension with Equinor in Norway

16 June 2021

Capgemini announced the signing of a multi-year contract extension, within the application management area, with Equinor, a leading energy company in Norway. As part of the agreement, Capgemini will continue to support Equinor’s digitalization and modernization of its business systems, processes and ways of working, enabled through a cloud-based operations model. Capgemini will leverage its global delivery model to deliver cost competitive and scalable solutions. The contract represents a renewal of a deep and long-standing relationship between Equinor and Capgemini.

The extended agreement will see Capgemini and Equinor work together to shape the areas in scope of the new contract, including modernizing its SAP and other IT solutions, enabling a move to the cloud and implementing new ways of working according to agile principles and a cloud-based operations model.

Capgemini was awarded the extension because of its strong delivery performance through a robust, scalable global IT delivery model. Both Equinor and Capgemini will work closely together to unleash innovations and value-adding services over the coming years.

“We are delighted to reaffirm our strong relationship with Equinor and look forward to accompanying them on their continued digital transformation journey. Technological developments are set to evolve at a rapid pace and Capgemini will continue to be an innovative and committed business partner to Equinor,” says Jens Middborg, Managing Director of Capgemini in Norway.

du renews its trust in Atos with 5-year contract to accelerate its IT modernization and digitalization

13 June 2021

Atos announces that it has renewed its contract with **du**, from **Emirates Integrated Telecommunications Company (EITC)**, to strengthen their long-standing collaboration dating back to 2012 and accelerate du's digital objectives in the areas of application modernization and digitalization. As a strategic partner, Atos will help transform du's current operating model towards agile ways of working over the next five years, creating additional business value, boosting efficiency, enhancing time to market, increasing quality of deliverables, and improving overall service efficiency.

Atos will support the telecom giant in its vision of becoming a digital powerhouse, transforming current applications development and strengthening its service excellence and maintenance (ADM) delivery model. This will help achieve agility, reduce cost of ownership, and enhance operational efficiency in competitive environments.

As part of the new contract, Atos will also provide business adoption solutions to help du immediately embark on executing its target reference architecture to achieve its successful application modernization journey, with a scalable and sustainable transformation methodology. The overall focus is to improve customer satisfaction, enhance user experience, increase digital enablement, and introduce enhanced operational efficiencies through increased automation.

"We are proud to support du's transformation around application development and maintenance for the next 5 years and extend our unique, long-lasting partnership to achieve du's vision of transforming into a completely agile organization. Atos will ensure the best-in-class service delivery model for all applications in the scope," said **Nouridine Bihmane, Head of Growing Markets and Head of Decarbonization Business Line at Atos**.

Fahad Al Hassawi, CEO at EITC, commented: *"Application modernization and digitalization represents the next phase as du continues to pursue its digital transformation and 5G deployment agenda. From the outset, we identified that an operation of this magnitude required insights and expertise from a reliable partner with the capabilities and toolsets to improve the speed to market of new applications and support growth and operational excellence. As such, we are delighted to be continuing our association with our valued partners at Atos, whose expertise and dedication has, and will continue to be valuable du."*

Hexagon's R-evolution launches its renewable energy project portfolio with a focus on digitalising solar production

15 June 2021

Hexagon AB, a global leader in sensor, software and autonomous solutions, today announced the first of R-evolution's investments, which aim to reduce carbon emissions by ramping up renewable energy efficiencies and output. The acquisition of a 40-hectare site (equivalent to 60 football fields) in Archidona, Spain, marks R-evolution's initial plans—to digitalise solar energy production. Launched in mid-February, R-evolution is Hexagon's business venture focused on reinventing how industry addresses complex environmental challenges—profitably.

Located just North of Málaga airport, the acquisition includes a newly constructed, 8.24 megawatt-peak (MWp) photovoltaic (PV) solar park, which uses PV cells to convert the sun's energy into electricity. Site expansion plans already underway involve doubling the park's peak capacity to 16.44 MWp—

enough to power all the households of Archidona every year (a population of over 8 thousand) and the equivalent of offsetting 8,400 tonnes of CO2 equivalents per annum.

The completed solar park will house 40,000 bifacial (double-sided) panels mounted on horizontal axis trackers, which together enable energy absorption from both sides and automatic tracking of the sun to increase efficiency and output. R-evolution will operate and expand the park's efficiency further by putting data to work through the use of Hexagon's sensor hardware and software monitoring solutions. Hexagon's visualisation platforms combined with ground and mobile sensor solutions will create a Smart Digital Reality of the facility that can be actively, remotely and autonomously monitored to aid inspections, quickly detect panel anomalies, improve targeted maintenance, and more.

"The site will serve as an exploratory innovation hub for leveraging Hexagon and partner technologies in the solar production ecosystem. It's an excellent opportunity for R-evolution to gain first-hand experience working with world-leading industry partners," says Hexagon President and CEO **Ola Rollén**. "Additionally, the ground-up construction expansion will provide an even bigger opportunity to apply Hexagon's data-centric solutions—from planning and design through build and operation—essentially digitalising solar production from start to finish."

"This is the launch of a much greater vision for R-evolution," continued Rollén. "We plan to expand its renewable energy project portfolio to new PV and wind sites with innovative storage capacity, expanding Hexagon's technology leverage in renewable energy projects while generating cash flow for future waves of R-evolution investments."

Light & Strong Deploys Plataine's AI-based Solution for Digital Manufacturing

16 June 2021

Light & Strong, a manufacturer of advanced composite parts for the aerospace and defense industry, deployed Plataine's AI and IIoT based software to optimize and automate its operations. The new solution will deliver significant reductions in material waste, as well as improved quality assurance and faster production times. The company is a wholly owned subsidiary of India's Lohia Group.

The Plataine solution Light & Strong deployed, uses AI algorithms and IIoT sensors to deliver significant material savings by reducing waste and ensuring better utilization of material remnants and short rolls. Additionally, the automation of inventory management, as well as material condition monitoring, reduces human error and frees up the valuable time of skilled workers for other production tasks. The technology will integrate seamlessly with Light & Strong's existing systems to deliver advanced and automated material and inventory management across the facility – monitoring all composite material automatically in real-time from the moment it enters the factory, moving in and out of freezer units, delivering significant benefits to operations.

Plataine's AI-based software streamlines the entire monitoring process and selects optimal materials autonomously. The system's dashboard gives full visibility of all available material rolls, including their defrosting status, and the exposure time left (ETL) on each roll or remnant. It is also aware of all production variables on the shop floor, therefore, it automatically calculates 'in and out' of freezer times and selects the most appropriate material for the job.

The system also analyzes the production schedule to spot opportunities to use up material remnants, further optimizing material yield – and it has the capability to manage thousands of production jobs at a time if needed. Additionally, Plataine's software maintain a Digital Thread – a fully digital record of the entire production process. This means that if a material batch is later found to have been defective, it is possible to instantly identify which kits were affected and remove them from production, slashing the

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cost of poor quality (COPQ) at Light & Strong, and ensuring they are always audit-ready.

Uri Orbach, CEO of Light & Strong says: “We chose Plataine’s solution to reduce material waste in our facility to zero. Plataine’s technology will save us a significant amount of time and money annually. The solution helps facilitate and shorten production procedures, improves quality control, and allows precise, automated calculation of material shelf-life and expiration. Our production employees love the technology, and after they had tried it were adamant that Light & Strong should adopt it. The system was up and running within one month and we now look forward to further cooperation with Plataine in the future: the next step is to implement their solution in our facility in India.”

Avner Ben-Bassat, President and CEO of Plataine, adds: “Light & Strong are a trusted supplier for the Aerospace and Defense industry’s most demanding clients. We are excited to provide our innovative cloud-based software to support their operations and maintain their competitiveness in the market. The Plataine solution will help Light & Strong automate their production processes, eliminate paperwork and reach higher levels of efficiency.”

Online Outdoor Retailer Backcountry Steps Up to Centric

14 June 2021

Backcountry, the outdoor gear company, has selected Centric Software®’s Product Lifecycle Management (PLM) solution for emerging brands, Centric SMB. 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.

Based in Park City, Utah, steps from the Wasatch mountains, Backcountry was founded in 1996 as an online retailer of outdoor gear and apparel. They offer high-performance apparel and gear for camping, trail running, mountain biking, alpine and Nordic skiing, mountaineering, backpacking, and more.

The company has enjoyed strong, consistent growth over the past two decades. In recent years, they have turned their focus to in-house brands. They decided to upgrade current systems to set the foundation for planned future growth.

Colleen Burns, Director of Sourcing, Owned Brands says, “Backcountry is looking to grow our owned brands and we need a solution that can grow with us. We are currently using a system that works well for start-ups but were looking for something that can handle more bandwidth.”

Not all PLM solutions are created equal. After an on-again-off-again evaluation of Centric, Backcountry realized that their needs had changed and were ready to embrace Centric PLM. Says Burns, “Based on market research, demos of Centric PLM, and professional recommendations, we decided to select Centric SMB as it fits our requirements now and into the future.”

The team that manages the owned brands business will benefit from improved collaboration, reduced data entry errors and an overall improvement in workstream flow. Centric’s reporting capabilities will also be a benefit. “We are expecting to gain efficiencies in tech pack maintenance and overall business reporting,” says Burns.

Burns concludes, “We are just beginning to work with Centric and are excited to begin our journey together.”

Chris Groves, President, and CEO of Centric Software says, “We are looking forward to our partnership with Backcountry, a solid and respected company. With the popularity of outdoor activities, they are well-positioned for continued growth and we are glad to be along for the ride.”

TCS Helps Alcatel-Lucent Enterprise Digitally Transform Customer Experience

11 June 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions organization, announced that it has designed and delivered a key customer experience transformation program for Alcatel-Lucent Enterprise (ALE), a leading provider of communications, networking, and cloud solutions tailored to customers' industries, to drive improved sales velocity and revenue growth.

TCS has been ALE's growth and transformation partner for several years and has contributed to many of its strategic initiatives such as co-creating a next generation unified communication platform and digitally transforming its IT landscape across the business value chain. To accelerate its next wave of growth, ALE wanted to redefine and enrich the customer and partner experience to build long lasting relationships.

The company partnered with TCS to redesign its customer engagement processes across the value chain and reinvent its engagement with more than 2,800 global business partners. TCS helped the company digitally transform B2B customer engagement processes across all touch points and across the customer journey from market to lead, lead to order, and service to success using Salesforce Sales Cloud™, Community Cloud™, Service Cloud™ and Salesforce Lightning™. The reimagined customer-centric approach has allowed ALE to serve customers better and deliver consistent, enhanced experiences, leading to significant improvement in sales velocity and revenue growth.

"This is a strategic initiative to drive the next wave of growth for ALE, therefore it is critical for us to bring a partner who comes with a deep understanding of our business model, an extensive experience in end-to-end services from design to delivery of customer experience transformation and proven expertise in Salesforce technology," said **Jean-Pierre Roullin, Head of IT, ALE**. *"TCS is a long-term partner for ALE and has led several transformation projects. Being one of the largest global Salesforce partners, TCS brought us a unique business transformation approach enabling agility by accommodating the changing business needs and delivering this program under tight schedules."*

"We leveraged our deep contextual knowledge of ALE's business, our vast experience in digital customer experience transformation, and our expertise in Salesforce technology to build a highly customer-centric, automated digital platform for their partners and salespersons," said **V Rajanna, Global Head, Technology Business Unit, TCS**. *"We delivered significant business outcomes in terms of sales velocity and customer-partner experience through this strategically important transformation, which further solidifies our decade-long partnership."*

Univé extends transformation collaboration with Atos including hybrid cloud solution

15 June 2021

Univé has extended its agreement for the management of its digital infrastructure with Atos for five years in support of the digital transformation of Univé, including transition to a **new hybrid cloud platform**.

Atos has worked in partnership with Univé, a leading Dutch home and motor insurance provider, since 2009 and through the newly extended collaboration the hybrid cloud solution will deliver Univé a platform to support and facilitate innovation at scale in a secure environment. This approach is expected to increase agility, operational effectiveness and ultimately, augment customer experience while simultaneously protecting business critical processes.

Atos will remain responsible for security, compliance and chain management services for Univé,

continuing to provide deep expertise in order to optimize the insurer's critical processes translating to more efficient services to its millions of customers.

Frank Dijkstra, CIO of Univé, said *"A reliable IT infrastructure, the continuity of our services and security are our top priorities and this is what we have experienced with Atos over the past ten years. Atos acts as a strategic partner and collaborates with us on existing services as well as on innovations. These are fundamental reasons for us to continue to work together for the next five years."* *"The extension of this agreement offers us the opportunity to intensify and expand our positive cooperation with solutions that enable Univé – a loyal customer for many years - to respond to new developments and opportunities in the insurance market"*, says **Peter 't Jong, Head of Atos in The Netherlands**. *"With our hybrid cloud solution, we continue to modernize and optimize Univé core operations, accelerate its transformation, increase operational effectiveness, and digitally enable our valued customer."*

Virgin Atlantic Partners with TCS to Power Recovery and Transformation-led Growth

11 June 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions organization, announced that it has expanded its strategic partnership with Virgin Atlantic, one of the UK's leading airlines, to help the latter embark on a new phase of recovery and growth.

The enhanced partnership builds on a 17-year relationship between the two organisations and will see TCS take exclusive responsibility for end-to-end operational management and digital transformation. This includes technology operations, where TCS will enable Virgin Atlantic to leverage the best of Microsoft Azure through a series of technology and business transformation initiatives. In addition, TCS will build innovative digital solutions with Cloud First guiding principles to help Virgin improve technology resilience, agility, and performance in its purpose-led transformation.

In keeping with TCS' purpose of building better futures using collective knowledge and innovation, the expanded engagement will utilise the contextual knowledge and expertise of an integrated team consisting of TCS and Virgin Atlantic's people to run and transform the airline's end-to-end technology operations. It will see over 70 of Virgin Atlantic's technology team transfer to TCS, bringing together diverse talent within one integrated team.

"From the outset of our working relationship, TCS' deep-rooted expertise in the airline industry and innovative approach to digital solutions has consistently helped us transform the modern-day flight experience. As we emerge from a period of great challenge and transition, our strong foundations and belief in our partnership with TCS remains integral to our strategy for future transformation," said **Ash Jokhoo, Chief Information & Data Officer, Virgin Atlantic**.

"The travel and hospitality industry is leveraging digital innovations to reimagine the experience for consumers looking forward to a positive return to air travel post the pandemic. We are pleased to partner with Virgin Atlantic to drive their digital transformation and power their next chapter of growth," said **Arun Pradeep, Business Head, Travel & Hospitality – Europe & UK, TCS**. *"We warmly welcome Virgin Atlantic's employees into TCS, where they will see diverse opportunities for learning and career growth."*

WELLE Kicks Off Full-Scale Digital Transformation Journey with Infor

15 June 2021

Infor, the industry cloud company, announced that WELLE Environmental Group has selected Infor as its digital transformation partner to help develop an ERP-based information management system leveraging Infor LN in an effort to reduce production and maintenance costs, boost profits and enhance competitiveness.

Getting a digital jump on the competition

In 2020, WELLE laid out a new strategy, bringing together digital technology and industry development in a bid to achieve strong results in the digitalization of production and enterprise management. As WELLE entered a new phase of growth in 2020, it sought to get an economic and competitive edge by mounting an innovation-driven digital transformation with Infor as its strategic business partner. The company was confident Infor's robust, purpose-built ERP solution would allow it to:

- Digitally-connect the entire project lifecycle from marketing and sales to design and procurement
- Better manage costs, digitally manage the supply chain, and standardize project management processes from beginning to end
- Reduce energy consumption, energy costs and carbon emissions

Why Infor?

There is a large number of enterprises engaged in the environmental protection industry in China. However, this market is relatively small and homogenized, and enterprises urgently need to reduce costs and increase efficiency through digital transformation to hone their competitive edge.

Enterprises such as WELLE have long been seen as engineering companies by those outside the industry. However, WELLE is working to change its corporate positioning to become a comprehensive technology company that provides products and services. Through this process, WELLE is seeking to better connect its business operations and finances, while optimizing and standardizing its processes, thereby empowering its industry partners and strengthening its capabilities. It wants to leverage digital capacities to set itself apart from the competition, and to help its clients create more value.

WELLE selected Infor as its digital transformation partner due to Infor's deep industry experience and a proven track record of successful deployments.

"Digitalization is the future of the environmental protection industry, and WELLE's digital operations management system is currently deployed across more than 50 projects," said Li Yao, vice president of WELLE Environmental Technology Group Limited. "We are pleased to have chosen Infor as our partner in our digital journey. Infor not only fully understands the uniqueness of the environmental protection industry, its industry-specific solutions will also help us digitalize our processes and standardize management on a single system with agility and ease."

Protecting the environment and our future

Given recent calls from Chinese leadership to ramp up energy conservation and environmental protection efforts, enterprises that specialize in this field, such as WELLE, are faced with both enormous challenges and opportunities moving forward. With this strategic partnership with Infor, WELLE is looking to promote digital, intelligent solutions spanning ERP, HR, finance, marketing, project management and more, to accelerate the development of a data management system and unify management. This will help WELLE reduce overhead while increasing efficiency, and revolutionize management with the creation of a digital management platform, and ultimately enhance value for

customers.

“The successful partnership between Infor and WELLE is a reflection of Infor's deep commitment to vertical markets and environmental responsibility,” said Becky Xie, Infor vice president and managing director for Greater China and Korea. “With China’s carbon-neutral and peak-carbon goals set, the low carbon and environmental protection industries will be playing an imperative role in the country’s green transformation. We are delighted to work with WELLE, a leader in the environmental protection industry, to build an ERP-based information management system to enhance its competitiveness, while helping China and the world move toward a greener future through technological innovation and Infor’s industry-specific solutions finely-tuned in the cloud.”

Wipro Expands Partnership with Levi Strauss & Co. to Support Digital Commerce

15 June 2021

Wipro Limited, a leading global information technology, consulting and business process services company, announced it has extended its partnership with Levi Strauss & Co., one of the world’s largest brand-name apparel companies and a global leader in jeanswear.

As a part of this multi-year engagement, Wipro will help optimize the customer and user experience across all channels. With more than 20 years of experience in retail, Wipro will provide Global IT support services across Levi Strauss & Co.’s consumer digital technology space, including eCommerce, B2B Commerce, Consumer Data Hub, Omni Order Management, Retail Store Infrastructure, Retail Store applications, Point of Sale, and Global Retail Concierge.

Kartik Kumar, Vice President, Global Brand and Commercial Technology, Levi Strauss & Co., said, “We’ve consistently found value working with Wipro and look forward to our expanded partnership. Wipro’s ability to offer global delivery capabilities and integrated and scalable services make them the right partner for us to elevate the consumer experience and mitigate business risk.”

Srini Pallia, CEO - Americas, Wipro Limited, said, “Levi Strauss & Co. has a strong vision for the innovative ways technology can deliver business growth and strengthen a brand. We are honored to have been part of that journey so far, and we’re excited to begin this next chapter in our partnership.”

A new AI-driven retail tool from Wipro will help Levi Strauss & Co. identify, reconcile, and prevent inconsistencies across its B2B, B2C and retail-store landscape. Wipro will support this UX innovation and other elements of the expanded partnership from its industry-leading centers in Europe, North America and India.

Yuanfan Drives Digital Transformation with Centric PLM

16 June 2021

Shanghai Yuanfan Fashion Women’s Clothing Co., Ltd. (Yuanfan) has selected Centric Software’s Product Lifecycle Management (PLM) solution for emerging enterprises, Centric SMB. 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.

Established in 2000, Yuanfan is engaged in R&D, manufacturing, marketing, logistics and staff wellbeing. Yuanfan has established a sales network of nearly 300 points of sale across China, and currently operates two modern production bases in Zhejiang Province.

Yuanfan regards structure and standardization of product information as key goals. “We recognize that

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many leading apparel companies have achieved digitalized product development and production with the successful implementation of Centric PLM,” says Mr. Liu, Chairman of the Board at Yuanfan. “Centric Software’s extensive experience, customer portfolio, engagement in the global apparel industry and knowledge of industry best practices compelled Yuanfan to choose Centric as a partner.”

Yuanfan selected Centric SMB, the SaaS PLM solution for emerging brands, to lay a solid foundation for development by improving efficiency and standardizing internal processes with an eye to innovation and full-spectrum future plans.

“Online collaboration is the trend of the future,” says Mr. Xiong Weixian, Assistant to the General Manager at Yuanfan. “The entire apparel industry shows an increasingly higher demand for quick decision making based on up-to-date, accurate, shared information. Agility and working pro-actively are necessities. The implementation of Centric PLM is an opportunity to optimize our end-to-end product development chain.”

Centric SMB will enable Yuanfan to address critical pain points by streamlining R&D and work tasks, tracking progress and structuring product categories for quick response. Yuanfan also expects to reduce communication costs, enhance managerial control, boost visibility to give employees a greater sense of their role in the organization and consolidate data to empower digital decision-making.

“We are delighted that Yuanfan has selected Centric SMB to power their digital transformation,” says Chris Groves, President and CEO of Centric Software. “We look forward to working closely with Yuanfan to actively optimize the products, processes and people that are driving their future success.”

Product News

Ansys Multiphysics Solutions Achieve Certification for TSMC’s N3 and N4 Process Technologies

15 June 2021

Ansys achieved certification of its cutting-edge multiphysics signoff solutions for TSMC’s advanced N3 and N4 process technologies. This enables joint customers to meet critical power, thermal and reliability standards for highly sophisticated artificial intelligence/machine learning, 5G, high-performance computing (HPC), networking and autonomous vehicle chips.

The certification of Ansys RedHawk-SC for TSMC N3 and N4 process technologies includes power network extraction, power integrity and reliability, signal electromigration (EM), thermal reliability analysis for self-heat, thermal-aware EM and statistical EM budgeting. Redhawk-SC will analyze very large 3nm network designs by using elastic compute, big-data analytics and high capacity of its underlying Ansys® SeaScape™ infrastructure. Totem is similarly certified for transistor-level custom designs. The predictive accuracy of Redhawk-SC and Totem have also been verified through TSMC’s certification.

“As our long-standing ecosystem partner, Ansys has been making continuous efforts to help our mutual customers maximize the benefits of TSMC’s industry-leading process technologies,” said Suk Lee, vice president of the Design Infrastructure Management Division at TSMC. “We look forward to our continued partnership with Ansys to address critical customer challenges in power and performance and enable next-generation silicon designs for 5G, AI, HPC, networking, and automotive applications.”

“To best serve our customers’ needs, it is essential that we collaborate closely with TSMC on the leading edge of silicon technology for design solutions enablement,” said John Lee, vice president and

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general manager at Ansys. “This collaboration with TSMC makes the signoff fidelity of our Ansys multiphysics simulation platform possible and Ansys remains committed to powering the best user experience for our joint customers.”

Cloud-native Altair® SmartWorks™ Empowers Enterprises to Make Data-driven Decisions

14 June 2021

Altair, a global technology company providing solutions in simulation, high-performance computing (HPC), and artificial intelligence (AI) announced the release of Altair SmartWorks, its next-generation, cloud-native platform to empower augmented, data-driven decision making.

SmartWorks harnesses the full power of AI, analytics, and the Internet of Things (IoT) to help organizations improve and ensure production quality, develop connected product lines, optimize maintenance schedules, and implement recurring revenue models. It also allows companies to customize marketing analytics, automate financial systems, and more.

“SmartWorks will disrupt the way businesses innovate and make decisions by making it easy to leverage AI and IoT in automation and analytics,” said James R. Scapa, founder and chief executive officer, Altair. “For organizations strategizing their digital transformation efforts, SmartWorks is a future-proof accelerator and launchpad. It will help companies accelerate, innovate, and deliver.”

The code to low-code to no-code environment means everyone can use it. This allows organizations to more effectively collaborate, generate and share data-driven insights, develop AI-augmented analytics, and create scalable, secure IoT/analytics applications faster and with smaller teams.

SmartWorks is built to overcome enterprise-grade challenges. It is inherently cloud-native but can be deployed on premises; enables organizations to govern access to data, analytics, and automation; and is built to be highly scalable and performant from day one, with the best in underlying technology components. SmartWorks provides a collaborative environment and is extensible and future-proof, designed to work with the analytics engines of today and tomorrow. By making analytics, IoT, and AI accessible for every user, SmartWorks accelerates innovation in every department across the enterprise.

SmartWorks gives organizations end-to-end data analytics capabilities by integrating the deep feature set of Altair® Monarch® and Altair® Knowledge Studio® with new, cloud-native and targeted capabilities including:

- Connecting to diverse databases, data sources, spreadsheets, big data, IoT, and more
- Storing data in performant, specialized databases
- Exploring data trends and spotting anomalies
- Transforming data to fit specific applications
- Training and evaluating AI models
- Operationalizing machine learning models at scale, from resource constrained (edge) to resource abundant (cloud) environments
- Developing custom analytics or end-user applications
- Augmenting processes with automation, in the cloud, or at the edge
- Controlling end-user access to data

SmartWorks is accessible via Altair Units, Altair’s patented, subscription-based licensing model, which

allows organizations to pay only for what their employees need, when they need it.

DELTEK AND AIA ANNOUNCE A NEW SOLUTION FOR ARCHITECTS TO BUILD BETTER PROJECTS

16 June 2021

Deltek, the leading global provider of software and solutions for project-based businesses, together with AIA, announced that it will deliver a new solution to the AEC industry this September, called Deltek Specpoint. The solution is an all-in-one specification and design automation tool that will be the new home of AIA MasterSpec®. Specpoint will help architects and engineers reduce risks and improve project outcomes with the combination of its innovative approach to authoring specifications and the industry proven content provided via MasterSpec.

Deltek and AIA have a history of partnering and providing leadership in the architecture and building design industry with MasterSpec, a product created by The AIA for its members. The two organizations have worked together to enable the delivery of MasterSpec and software solutions that position architects with the best possible tools available for specifying building products and materials.

Recognizing the need for architecture and engineering firms to increase project efficiencies, Deltek and AIA have teamed up to deliver comprehensive online building product research and selection content, combined with a streamlined specification design and publishing tool.

Deltek Specpoint, home of AIA MasterSpec®, is a cloud-based software solution that will revolutionize how product manufacturers and architects and engineers collaborate. Users will be empowered to intelligently research and select products, efficiently write specs and produce project manuals to deliver successful projects.

“The strong partnership between AIA and Deltek has elevated the importance of specifications as a strategic asset in the architect’s design process,” said AIA EVP/Chief Executive Officer Robert Ivy, FAIA. “We’re now seeing the partnership take on a more revolutionary approach with the launch of Specpoint. This application offers architects a better pathway to bring their designs into reality.”

“For decades, Deltek has been working closely with architecture, engineering and construction firms to deliver the most comprehensive software solutions. Together with AIA, we are looking to the future and empowering those companies on their digital transformation journey,” said Mike Corkery, President and CEO at Deltek. “We are very excited to continue our partnership with AIA and bring the power of Specpoint to market.”

The AIA Conference on Architecture – A’21 – kicks off June 17 and will feature a preview of Deltek Specpoint from 10:00-10:30 a.m. ET in the Deltek virtual booth.

Hexagon automates complex 6-axis production of large, heavy parts to improve operational efficiency

14 June 2021

New computer-aided-manufacturing (CAM) technology introduced today by Hexagon’s Manufacturing Intelligence division makes it possible to efficiently use complex 6-axis milling machine tools to produce large parts for a variety of industries and applications. The specialist programming tools provide accurate simulation and generate efficient 6-axis toolpaths to ensure that the advanced machinery can be used to its full potential for increased productivity.

The ability to machine components of any size in a single operation increases efficiency, but it is

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especially beneficial when machining large parts because it eliminates the need for the labour-intensive repositioning of heavy and cumbersome workpieces. Ideal for cutting large components, 6-axis machine tools are often used to produce parts that can measure three metres or larger in diameter, including jet-engine containment cases that ensure passenger safety or parts for the energy and marine industries.

The new tools introduced in Hexagon's EDGE CAM software focus on 6-axis machines equipped with two rotary axes on the head and one rotary table, where this sixth axis enables milling tools to machine all sides of a large part, including areas that are otherwise impossible to reach without repositioning workpieces. The new dedicated 6-axis tools provide greater toolpath control and more accurate simulation of processes, reducing the need for expert intervention on the shop floor, improving the utilisation of advanced machinery, and avoiding the risk of costly damage.

“The ability to perform seamless ‘one-and-done’ operations with 6-axis machinery enables manufacturers to produce massive and often quite challenging components without the burden of underutilised machinery or over-reliance on expert intervention,” said Miguel Johann, Product and market manager, Hexagon's Manufacturing Intelligence division. “You may have the most sophisticated machinery in the world, but without software that can harness its strengths, it can be very difficult – If not impossible – to reap its true potential.”

EDGE CAM improvements also provide greater flexibility for 5-axis milling by offering tools that allow computer-numerical-control (CNC) programmers to select the level of automation they prefer when creating toolpaths. Using these tools, CNC programmers can choose to automate toolpath generation, manually create all toolpaths, or generate toolpaths using a combination of automated and manual tools. The ability to customise programming preferences increases control over exactly how parts are machined, helping users cut programming time on tasks that are simple to automate and making it easier to work more closely with complex toolpaths when needed.

Productivity is also improved with rough grooving operation optimisation that eliminates unnecessary machine movement, resulting in a reduction in cycle time of up to 60 percent. When enabled, the configuration ensures that the system will recognize the shape of irregular stock when needed. By taking the true shape of stock into account, the software helps users to avoid the generation of surplus toolpaths that lead to unproductive ‘air cutting’ when the program is sent to the machine tool.

EDGE CAM now makes it easier to execute helical toolpaths, offering manufacturers tighter and more efficient machining than is offered by the ramp approach, and opportunities to extend tool life with smoother and less damaging operations. Users need only define a minimum helix value for roughing operations, then the software ensures parts are cut using a helical tool pattern and the toolpath will not revert to a ramp approach. Computer performance optimisations also now significantly reduce programming time, generating roughing toolpaths two to three times faster than previous software for both wireframe and solid models.

Waveform turning ensures that cutting tools maintain constant engagement with material, as well as a constant chip load to extend tool life, but can result in long NC code programs. A new option reduces the amount of numerical control (NC) code generated by up to 75 percent by converting line segments into fitted arcs that require less NC code to program. Users benefit from smoother waveform toolpaths and therefore machining, and faster executed code that is also shorter so that it runs effectively on older machine tools.

Interoperability with Hexagon's CAM portfolio benefits EDGE CAM users working with 3-axis milling operations. They can now test and optimise programs in Hexagon's NCSIMUL Essential machining simulation software. Full machining assemblies, including tooling data, are imported directly into

NCSIMUL Essential, where the programmer can dynamically interact with toolpath, identify code being simulated, interrogate and measure workpieces, and compare and analyse stock.

IMAGINiT Technologies Releases Powerful New Utilities for Autodesk Revit, Civil 3D and Vault 2022 Software

15 June 2021

IMAGINiT Technologies now offers more than 75 utilities that extend the capabilities of Autodesk® Revit, Civil 3D and Vault 2022 software.

The new Utilities enable teams to improve both productivity and accuracy by removing redundancies and rework, as well as by reducing errors associated with manual updates and changes. As a longstanding Autodesk Authorized Developer, IMAGINiT's dedicated team of software developers rigorously beta test the Utilities to ensure the highest quality user experience.

“For more than a dozen years, our software development team has been listening to customer challenges we encounter in the field, to student feedback from our training courses and to the technical issues resolved by our support center,” says Bill Zavadil, president, IMAGINiT Technologies. “Our unique combination of software development expertise supported by real-world insights from both our customers and application engineers, enables us to transform these challenges into purpose-built tools that give our customers a distinct competitive advantage.”

All IMAGINiT Utilities run directly inside the Autodesk software eliminating tedious and time-consuming tasks and boosting productivity. And to further minimize downtime, all utilities now include a direct link to IMAGINiT's popular online education portal, ProductivityNOW, where subscribers can quickly find answers to their toughest questions.

IMAGINiT is launching new tools in each of the following three collections of Utilities.

IMAGINiT Utilities for Revit

More than 40 unique IMAGINiT Utilities for Revit now fully support Autodesk Revit versions from 2018 through 2022. In response to customer requests, IMAGINiT is also including the most popular tools from their previously-retired Scan to BIM software to help teams work more efficiently with point clouds in Revit. These new tools dramatically reduce time spent on tedious tasks, allowing teams to use their time more effectively.

To learn more about IMAGINiT Utilities for Revit, register now to reserve your spot for a free webinar on June 22, 2021 at 1PM Eastern.

IMAGINiT Utilities for Civil 3D

The IMAGINiT Utilities for Civil 3D include three new Utilities designed to maximize team productivity by accelerating processes through automation, making critical data easy to extract and simplifying complex workflows. Each of the 17 Utilities fully support Autodesk Civil 3D software versions 2019 through 2022 allowing more users access to the full power of these productivity tools.

To learn more about how teams using Civil 3D can become more productive by minimizing tedious and time-consuming software tasks, register now for the free webinar on June 23, 2021 at 1PM Eastern.

IMAGINiT Utilities for Vault Client

More than a dozen IMAGINiT Utilities for Vault Client now fully support the Autodesk Vault 2022 software release. Each of these Utilities are designed with the sole purpose to improve management processes, automate workflows and provide access to critical data.

IMAGINiT Utilities Availability

Available in standalone or network versions, IMAGINiT Utilities are complimentary to clients who have an active Autodesk subscription through IMAGINiT. Otherwise, companies may purchase and download individual IMAGINiT Utilities directly from the IMAGINiT eStore.

Infosys Finacle Announces Digital Banking SaaS offering for Urban Cooperative Banks in India

17 June 2021

Infosys Finacle, part of EdgeVerve Systems, a wholly owned subsidiary of Infosys, announced its Digital Banking SaaS (Software-as-a-Service) offering designed as an accessible solution to help Indian Urban Cooperative Banks (UCBs) to modernize their business and operations. Designed specifically for the UCB segment, the platform has already seen adoption by three leading UCBs in India - Vidya Sahakari Bank, Urban Co-operative Bank, Bareilly and Zoroastrian Co-operative Bank. The cost-effective SaaS offering combines the comprehensive functional spread of the industry-leading Finacle solution suite, with complementary solutions and capabilities from Finacle business partners, Saraswat Infotech Pvt Ltd (SIPL) and Best of Breed Software Solutions (BBSSL), to help UCBs reduce cost, drive operational efficiencies, and deliver world-class customer experiences.

Highlights:

- Delivered as a subscription, the end-to-end digital banking solution suite includes Finacle Core Banking and complementary solutions from SIPL, with an option to adopt additional solutions like ATM switch, mobile banking, internet banking and more.
- With end-to-end managed services, UCBs will benefit from an opex model of spending for their technology transformation, ensuring that banks only pay for what they use without significant upfront investments.
- Finacle's in-built product factory and the easy elasticity of Cloud migration, along with robust localized functionality and regulatory compliance requirements will enable UCBs to rapidly innovate, roll-out products and services on-demand to meet the evolving needs of their members.
- Best of Breed Software Solutions (BBSSL), a proven Finacle implementation partner, will drive an accelerated and efficient implementation of the SaaS offering.

Vidyadhar Anaskar, Chairman, Vidya Sahakari Bank Ltd, and Maharashtra Urban Cooperative Banks Federation, and Vice President, National Federation of Urban Cooperative Banks & Credit Societies LTD (NAFCUB), said, "Urban Cooperative Banks (UCBs) have immense potential waiting to be harnessed. The UCBs' geographic and demographic reach within the urban and rural populace is unmatched, not to mention the richness of the banking relationship with their customers. At Vidya Bank, we are looking at leveraging this opportunity, to leapfrog into the future with a modern technology platform as a key strategic asset. With Infosys Finacle, we are able to fully embrace our digital-first vision and we look forward to differentiating ourselves with a winning combination of a strong community presence and tech-powered, innovative, contextual, banking products."

Venkatramana Gosavi, Senior Vice President & Global Head of Sales, Infosys Finacle, said, "For over two decades, Finacle has been a strong partner to financial institutions in India in their transformation journey. Today, the UCB landscape is being reshaped by several forces in the new normal – rapidly changing customer behavior, new agile competitors, and evolving regulations. With our relentless focus on innovation, we are pleased to power the next phase of growth for UCBs in the

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country with our accessible, SaaS offerings, supported by our partners. This is a new step in our commitment to help UCBs retain the customer trust that they have built over the years and to build a resilient organization for the future. I am delighted to welcome our early adopters - Vidya Bank, Urban Co-operative Bank, Bareilly and Zoroastrian Co-operative Bank - to the growing community of UCBs powered by Finacle.”

Dr. Devadatta Chandgadkar, CEO & Company Secretary, Saraswat Infotech Ltd, said, “We are excited to announce this strategic partnership with Infosys Finacle, the market-leading provider of banking technology. Continued investment in cutting-edge technology is vital for cooperative banks to counter the heightened competitive and regulatory pressures. A SaaS-based, digital transformation solution is a cost-effective way to modernize and expand the business, while providing a world-class banking experience to their members. Together with Infosys Finacle, we will help UCBs take a generation leap with their business transformation.”

K-Compare and K-Display 3.2 Updates from Kubotek

8 June 2021

Kubotek3D, a leading supply chain software provider, announced the 3.2 release of the Kubotek K-Compare and K-Display software products. This release provides updates to CATIA and Siemens CAD file translators, user interface improvements, and several new functions. The new releases are available for customers to download immediately.

Updated Translators and Entity List

The new releases provide the ability for users to open the latest versions of both CATIA and Siemens NX part, assembly, drawing, and lightweight 3D files.

The user interface has been improved to sort different types of annotation and view entities into separate folders in the file contents list. Saved and captured views in the new list format better match the structure used in the originating CAD software. This is an important first step for users to review the contents of the CAD file and adjust the display for better visualization.

K-Display Duplicate Parts and Features

K-Display View and K-Display Convert products now provide an option which automatically discovers sets of geometrically identical 3D bodies. This capability can save time and potential errors when working with large assemblies which have been saved into a single CAD file.

The basic feature discovery capabilities of these products have also been enhanced in release 3.2 to detect patterns of features such as standard holes, fillets, and chamfers. This information speeds up tasks such as planning machining operations because it allows users to quickly see which areas can be cut with the same tool.

Medidata Becomes First Company to Offer End-to-End, Unified, Secure Platform for Decentralization of Clinical Trials

15 June 2021

Medidata, a Dassault Systèmes company, announced the launch of the Medidata Decentralized Clinical Trials (DCT) Program, the most comprehensive set of unified, secure technologies that enable full decentralization across the clinical trial continuum. For the first time ever, drug, vaccine, and medical device developers (sponsors) and contract research organizations (CROs) can take advantage of the only platform offering on the market which combines:

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- Technology and workflows to virtualize patient participation
- Tools that facilitate sponsor oversight of patient safety and data quality
- Direct-to-patient services, including facilitation of delivery of study drugs to the home

The Medidata DCT Program captures participant data remotely from anywhere, at any time. It aggregates and transforms that data, monitors the data to identify quality issues to mitigate risk and ensure patient safety, and runs powerful analytics to draw new insights leading to better outcomes for patients, researchers, sites, sponsors, and CROs.

“The life science industry has seen accelerating interest and adoption of decentralized trial technology in the wake of the COVID-19 pandemic,” said Anthony Costello, president, patient cloud at Medidata.

“Sponsors and CROs are increasingly turning to decentralized trial models in an effort to bring increased efficiency, security, and accessibility to the clinical research process.”

Through a range of capabilities on a common platform that can be individually turned “on” or “off” in various combinations using the Trial Dial concept, the Medidata DCT Program provides the highest level of customization of decentralizing solutions based on study protocol design. This allows study sponsors to adjust and choose everything from traditional onsite trials, to fully decentralized models, and every hybrid trial design in between.

The Medidata DCT Program revolutionizes the paradigm of sponsor study oversight by supporting sponsors and CROs to easily adopt risk-based approaches to study execution, rather than historically reactionary and inefficient on-site practices. Embedded capabilities for risk identification, monitoring, and mitigation allow for truly digital oversight, where physical and virtual interaction with sites can be optimized while maintaining patient safety and data quality. The Medidata DCT Program also allows for powerful workflows driven from patient-centric data, such as shipping investigational product directly to the patient and automated dosage adjustments.

“We are very proud to say that, as a trusted partner to the life science sector for more than 20 years, Medidata is now the only company providing a full suite of virtual capabilities to enable complete trial decentralization, encompassing both patient and site interactions,” added Costello. “The DCT Program marks an important evolution in Medidata’s vision for how we can better serve patients and customers, by accelerating research and bringing novel therapies to market in record time.”

To date, Medidata has applied its decentralizing technologies across more than 44,000 clinical sites around the world in multiple languages involving more than 600,000 patients with a wide array of illnesses. Nearly 350 sponsors and CROs have trusted Medidata to handle the increasing speed and volume of electronically sourced patient data generated by modern trials. The single platform minimizes the opportunity for data discrepancies and transfer lags, which can lead to security concerns and increased risk of trial disruption.

According to Gartner, a leading research and advisory company, “Life science CIOs advancing healthcare and life science digital optimization and modernization should... establish a technology strategy by prioritizing digital trial solutions that combine wearables, mobile apps, IoT and advanced data analytics. This will enable a truly patient-centric and decentralized approach to clinical research.”¹

The COVID-19 crisis emphasized the pivotal role of technology in accelerating safe clinical trial development. In fact, Medidata technology helped to bring a COVID-19 vaccine through the full clinical trial life cycle in under a year. For this effort, the vaccine developer used a suite of Medidata technologies, including Rave EDC (electronic data capture); eCOA (electronic clinical outcomes assessment), and Detect (centralized statistical monitoring)—these tools allowed study teams to course-

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correct before trial quality and timing were affected by potential risks.

Regulatory agencies around the world have begun embracing remote technology solutions, especially remote monitoring, electronic informed consent (eConsent), telemedicine, and direct shipment of investigational products to patients. Specifically, the United States Food & Drug Administration (FDA) is expected to issue a draft guidance regarding decentralized clinical trials this year, with special emphasis on endpoint analysis, data quality and control, and the appropriate use of eConsent. As a pioneer in decentralizing the clinical trial process, Medidata is primed to support the industry in the adoption and best use of these innovative new technologies.

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.

Siemens announces new JEDEC industry standard for electronics cooling simulation

15 June 2021

Siemens Digital Industries Software announced the establishment of JEP181—a neutral file, XML-based standard from the JEDEC Solid State Technology Association, which is the global leader in standards development for the microelectronics industry. The JEP181 standard simplifies thermal model data sharing between suppliers and end-users in a single file format called ECXML (Electronics Cooling eXtensible Markup Language).

The new standard was created to meet a significant challenge for electronics manufacturers: as increasingly powerful processors allow companies to pack more performance and functionality into their designs, the effective management of heat dissipation and other thermal factors has become essential to the successful design of their next-generation electronics products. Advanced electronics cooling simulation technologies enable the creation of highly accurate thermal models of new product designs. But the absence of a uniform format for the exchange of thermal simulation data throughout supply chains has created unnecessary duplication of effort and the potential introduction of errors into the stream.

Proposed through the JEDEC JC15 committee, the new JEDEC JEP181 standard simplifies thermal model data sharing. With this universal thermal model sharing standard, electronics manufacturers can reduce the time required to simulate and validate their thermal models.

“The JEP181 standard from JEDEC benefits thermal design engineers by providing wider availability of the key data necessary to validate the thermal performance of today’s advanced designs,” stated Ghislain Kaiser, senior director, Intel Corp. “This standardized format will allow more interoperability between engineering teams, leading to substantial time and cost savings by removing design barriers previously common in thermal engineering.”

Thermal model data availability and sharing is one of the key limiting factors in capitalizing on the benefits of thermal simulation throughout the product design process. Countless hours spent on mining product data sheets for thermal information, or re-implementing 2D engineering drawings within thermal simulation tools, can now be replaced by seamlessly importing commercial 3D simulation tools from software suppliers. The JEP181 standard is ideal for emerging technologies and trends such as miniaturization, 2.5D and 3D semiconductor packaging, and 5G technology-- all of which demand increased power dissipation density.

“As a leader in industrial software solutions, our contribution to the new JEP181 standard can help drive the digitalization of design data to reduce both time and errors for today’s innovative electronics

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products,” stated Jean-Claude Ercolanelli senior vice president of Simulation and Test Solutions, Siemens Digital Industries Software. “Enabling a seamless digitalized software flow can radically increase the efficiency and accuracy of thermal simulation and thus, enhance the performance and reliability of digital twin prototypes and manufactured products.”

Teknic publishes its CAD models of servo motion control components on TraceParts.com

10 June 2021

Teknic, Inc., a manufacturer of servo motion control components, has partnered with TraceParts to publish its 3D product catalog.

Founded in 1985, Teknic manufactures a wide range of servo motion control components. Their products include integrated servo systems, brushless servo motors, servo drives, motion controllers, and power supplies.

By partnering with TraceParts to publish the Teknic 3D content catalog, we will be able to increase our brand awareness, and our customers can now save time by inserting our product data as native 3D models directly into their designs.

said Aaron Burlew, OEM Applications Engineer at Teknic

Once configured, their product CAD models can be immediately downloaded in more than sixty (60) engineering design (CAD) formats, enabling designers to streamline and validate their product selections by placing them digitally into their designs.

TraceParts is thrilled to be working with Teknic to digitize and deliver their products as 3D product data, including the supplier and part number information required to complete the digital thread. TraceParts helps Teknic to be reliably spec'd in and purchased through a seamless digital customer experience.

said Rob Zesch, President of TraceParts America

Trimble and Doosan North America Announce Factory-Installed Machine Control Solution for Doosan Crawler Excavators

17 June 2021

Trimble and Doosan Infracore North America announced that Doosan will offer the Trimble® Earthworks Grade Control Platform for Excavators as an optional factory-installed machine control solution for the North American market. Trimble Earthworks is a grade control solution designed to make grading more accurate, faster and easier in a range of applications, including residential and commercial sites, trenches, embankments, ditches and finished slope work.

Doosan will offer a 2D machine control factory-installed option that includes a 10-inch Android™ tablet display running the Trimble Earthworks software application. This option includes rugged Trimble hardware, designed and tested for the harsh conditions found on construction sites.

"We're excited to partner with Trimble because it will help expand our Doosan excavator technology offerings and boost our customers' productivity," said Jaek Kim, Doosan's director of Product Management. "Doosan crawler excavator customers can enhance their trenching accuracy with the increased technology, contributing to an improved ROI. And our dealers can now offer this directly from the factory to our customers."

"Trimble and Doosan are working together to make it easier for contractors to benefit from construction

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technology," said Tom Austin, OEM business development manager for Trimble Civil Construction. "Our mutual customers will benefit from the collaboration between Doosan and Trimble with improved productivity, less down time and faster ROI."

Excavator Automatics

With Trimble Earthworks, contractors can now take advantage of integrated 2D grade control with automatics for excavators, allowing operators to create smooth, flat or sloped surfaces more easily. When the excavator is placed in Autos mode, the operator controls the stick, and Trimble Earthworks controls the boom and bucket to stay on grade, reducing overcut and increasing production. By automating excavator operation, Trimble Earthworks allows operators to achieve grade consistently, with high accuracy and in less time. Customers should check with their local Doosan equipment dealer and confirm if this option is available for their preferred model.

Upgrade to 3D

Contractors can work with their Doosan dealer to upgrade their 2D system to 3D through a local SITECH® dealer. SITECH is Trimble's global distribution network and local Doosan dealer technology partner, providing installation services, personalized training and local technical support for Trimble construction technology.

Availability

Factory-installed Trimble machine control for Doosan crawler excavators is now available to order in North America from the Doosan dealer network.

Wipro collaborates with FEV to open Innovation Lab for developing Software Defined Vehicles

15 June 2021

Wipro Limited, a leading global information technology, consulting and business process services company, announced a strategic partnership with Aachen, Germany headquartered FEV, a leading global engineering provider, to jointly develop and market world-class solutions for **Software Defined Vehicles ("SDV")**. The two organizations have jointly set up an innovation lab, which will develop automotive use cases, engineer a scalable software, electrical/electronic architecture and develop system features. With cloud and connectivity platforms becoming a part of every new automobile, the industrialization of SDV through this Innovation Lab will enable new and improved experiences for every driver and passenger.

The innovation lab brings together the best of senior technologists, along with engineers, developers, architects, and researchers from Wipro and FEV. Together, they will focus on research, product development, solutions, and roadmaps enabling go-to-market for global customers. The partnership will benefit from advancing individual technical capabilities and research goals besides commercialization of the jointly developed services and products.

Thomas Muller, CTO – Engineering and R&D Services, Wipro Limited said, "We are excited to collaborate with FEV, one of the most respected names in the automotive industry, to jointly develop innovative solutions for Software Defined Vehicles. This is a significant step towards strengthening our services in the automotive and mobility related markets globally, and being at the forefront of these transformative technologies and experiences."

Dr. Thomas Hülshorst, Global Vice President Intelligent Mobility & Software FEV said, "We're excited to work with Wipro and believe that this collaboration combines the world-class IT and software

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capabilities of Wipro with FEV's dedicated automotive engineering and domain expertise to create breakthrough solutions and products for Software-Defined Vehicles. By leveraging such innovative competences, we seek to accelerate the product development activities and develop significant competitive advantage.”

Wipro enables Zero Cost Transformation with Oracle Cloud Infrastructure

14 June 2021

Wipro Limited, a leading global information technology, consulting and business process services company, announced it is collaborating with Oracle to launch Wipro Zero Cost Transformation, a new offering that helps organizations migrate to the cloud. Wipro is a member of Oracle PartnerNetwork (OPN).

As enterprises seek to generate value from the cloud, their journey is often hindered by excessive costs, ineffective implementations and slow processes. With Wipro's Zero Cost Transformation, companies can migrate their workloads to Oracle Cloud Infrastructure (OCI) with lower cost, shift from a Capital expenditures (CapEx) to Operating expenses (OpEx) model, and benefit from application and infrastructure support provided under a managed-services framework.

Zero Cost Transformation eliminates the challenge of dealing with multiple service providers for cloud migration and support. It also provides a seamless and risk-mitigated migration, as Wipro is an Oracle Managed Service Expertise partner and has increased its Oracle Cloud certifications consultants by 400% in less than three years.

The new offering, delivered in collaboration with Oracle, provides organizations access to best-in-class enterprise security and technology innovation. Built on Wipro's six-step migration methodology and proprietary tools and accelerators, the solution enables a fast and secure migration to OCI with reduced total cost of ownership.

Harish Dwarkanhalli, President, Applications & Data, Wipro Limited said, “As the cloud takes on strategic importance, we are committed to making the transition as easy as possible for organizations worldwide. The launch of the Zero Cost Transformation offering for OCI is a testament to Wipro's partnership approach with customers. We look forward to developing further solutions with Oracle that empower companies to embrace the cloud quickly, effectively, and with an eye toward value.”

Doug Smith, Senior Vice President, Strategic Partnerships, Oracle said, “Zero Cost Transformation, a unique offering from Wipro, enables organizations to leverage the power of the cloud to meet rapidly changing market and business needs. We strongly believe that organizations that are invested in the Oracle on-premise landscape and are seeking the opportunities offered by the Oracle Cloud will benefit from this initiative.”

Phil Fersht, Founder and CEO, HFS Research said, “There is simply no option but to have a transformation plan to manage data and design processes in the cloud to keep companies operating effectively in the new reality. In this Work-from-Anywhere Economy, our global talent has to come together to create a borderless, completely digital business; this is the true environment for real digital transformation in action. The Wipro/Oracle partnership removes many of the cost, quality and time barriers those companies could experience and is a positive step forward to enable global enterprises to embrace their cloud future.”

Note: The Zero Cost Transformation offering is subject to certain terms and conditions.