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CIMdata News

Aerospace & Defense PLM Action Group Publishes Report on Their Future Vision for Global Collaboration

15 March 2022

Representatives of the Aerospace & Defense PLM Action Group (AD PAG) have published their future vision for supply chain collaboration. The position paper is the culmination of a year of effort by the team of domain experts from the seven-member companies and select Tier 1 suppliers.

According to Ken Versprille, Ph.D., Executive Consultant, CIMdata, who administers the Group, “Supply chain collaboration is undergoing an evolution supported by advancements in cloud-based technology. Aerospace and defense companies are looking to a future using these capabilities to improve their supply chain responsiveness.”

Since its founding in 2014, the AD PAG, administered by CIMdata, has sponsored research and jointly staffed projects on a diverse set of prioritized industry and technology topics. These topics include Model-Based Definition, Multiple-View Bill of Materials, PLM Technology Obsolescence Management, Global Collaboration, Model-Based Systems Engineering, and Digital Twin / Digital Thread. As an outcome of these investments, the Group has released a series of direction statements and position papers that are freely available for downloading from its website at www.ad-pag.com. Making these materials available is consistent with the Group’s mission to engage proactively within the PLM ecosystem and advocate for common direction and positions within the aerospace and defense industry on PLM-related topics of importance to the members.

To download the paper, visit <https://www.cimdata.com/en/aerospace-and-defense/publications/global-collaboration>

Siemens Provides Interactive Auditable Requirements Traceability: Accelerating development of complex automobiles - a CIMdata Commentary

17 March 2022

Key takeaways:

- A closed-loop requirements view through all phases of the product lifecycle—from design to manufacturing and including customer use—is critical so that an Automaker can learn, adapt, and adjust continually to stay ahead of its competition.
- Only a fully integrated solution—one that is and remains integrated through a product’s lifecycle across all disciplines—can enable the process revolution essential to establish and sustain an automaker in a leadership position for tomorrow.
- Reducing early physical prototypes with simulation by relating requirements with test results enables repeatable, traceable correlation of virtual to actual performance.
- Concurrently examining how a requirement is implemented as the product design evolves is essential to all stakeholders across different disciplines.
- Siemens Digital Industries Software Systems Digitalization solutions are designed to keep teams integrated, improve decision-making across the lifecycle, and keep the relevant requirements visible all the time.

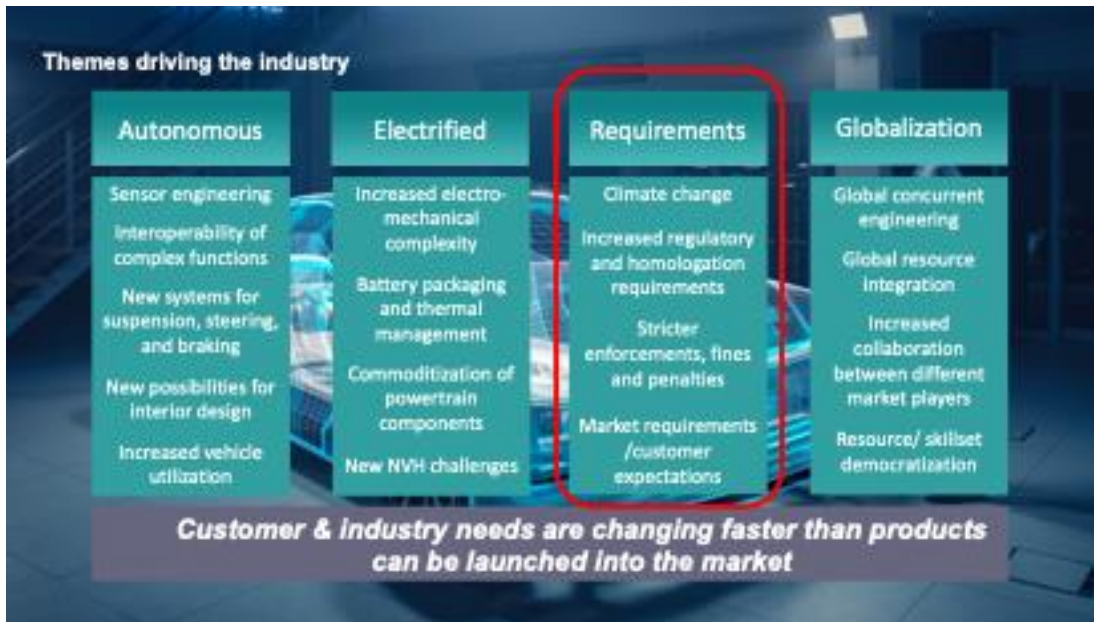
CIMdata’s definition of product lifecycle management (PLM) emphasizes the complete lifecycle of a

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product and all its related data, from requirements definition, through planning, development, supply chain participation, mass production, and actual performance in service including service, maintenance, and upgrades. Capturing, balancing, and viewing requirements in different contexts helps bridge disciplines allowing them to work more concurrently. Allowing more design options to be evaluated without delaying time to market. Having requirements managed in a central data repository managed with a PLM framework provides the stable backbone required for accelerated vehicle development.^[1]

In a recent CIMdata white paper^[2] covering Accelerated Product Development for automakers, we described the need for a broader view of collaborative engineering. In the white paper we identified two topics which are at the core of accelerating product development, namely auditable requirements traceability and continuous virtual verification and validation.

This commentary examines the needs of requirements management beyond product design and use. Consider the different ways requirements are viewed and the contexts which drive decision making. Understanding which requirements are mandatory and which are aspirational is important in commercial markets. Understanding how market changes are forcing requirements to change during development is another important risk which must be managed. Traceability is the capability to understand how a system and its components satisfy requirements. Being able to see the requirements relationships and influences easily makes them more comprehensive and auditable. What is needed is a solution which makes auditable and traceable requirements available all the time from any engineer—it is just the right information at the right time enabling the best decisions. Decisions improve when different contexts are evaluated. Figure 1 depicts the challenging scope of requirements for automakers competing with autonomous, electrified, and globalization themes.



*Figure 1—Competing Themes Driving Automakers
(Courtesy of Siemens)*

For example, performance and emissions requirements often conflict. Even customer demands for towing capacity versus range conflict. With the advent of electric motor propelled vehicles, even the landscape of product solutions is changing quickly. Supply chain shortages from microchips to raw material are constraining requirements which must be addressed in concert with market drivers. Therefore, examining requirements traceability and making it turnkey, i.e., auditable, so all product

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development stakeholders use the same basis even though they approach the challenges from different contexts, is needed.

Teams work better collaboratively when they share the same trustworthy requirements data pool. They are addressing enhancements or investigations from different expert contexts. Contexts for decision making are improved when the requirements are managed and related to product usage patterns, ideally from real customer experiences. Doing these concurrently speeds time to market.

Reporting requirements satisfaction and compliance historically happens just before a product is put into the market. But this report is often just an audit to confirm compliance to regulations. Regulatory compliance is best assured when it is visible from the inception of a new product. Having the audit insights always visible from the product inception so that product decisions are made with compliance in mind is essential.

Managing requirements and their relationships, connected to performance results as they occur, provides all stakeholders higher confidence that a product will meet customer and government expectations.



Figure 2—Digitalization Enables Requirements Management in Real Time as Auditable Traceability (Courtesy of Siemens)

Figure 2 shows the focus for auditable requirements traceability. Note the summary points in the blue box: Digitalization is the solution which has:

- Integrated end-to-end toolchain, with an open architecture strategy
- Comprehensive multi-physics digital twin, using real-time data Insights
- Reduced physical verification testing with broader virtual testing
- Advanced intelligent automation, across disciplines

Digitalization not only makes engineering digital, but it will enable new types of businesses as processes and revenue models evolve. At the center of Digitalization is the need to manage requirements all the time.

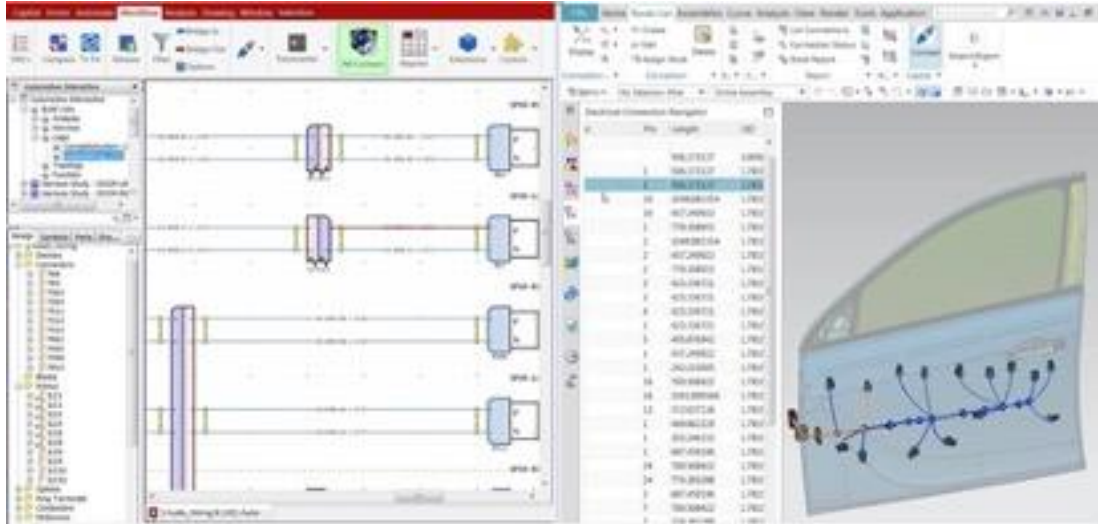
Auditable Requirements Traceability Improves Cross-Discipline Collaboration

Siemens' Accelerated Product Development Approach incorporates capabilities from their vast solution portfolio that enables requirements traceability to be done interactively. Doing this in real-time keeps requirements well connected and consistent. As shown in Figure 2, these requirements activities are best done continually rather than as book ends of the product development process as it has historically been done. These paradigms will enable process changes which the best automakers will take advantage of to

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lower time to market and development costs.

For example, Siemens' Integrated Electrical and Electronic Solutions[3] (aka Capital and related E/E tools) are connected to NX. The two contexts of a particular signal in the door of an automobile, see Figure 3, are highlighted in both windows. Both views provide a specific discipline context but use the same requirements data backbone.



*Figure 3—Orange Signal Viewed Simultaneously in Electrical Logic (Capital) and Mechanical Packaging (NX)
(Courtesy of Siemens)*

As the electrical engineer establishes the context of the signal by selecting it, in real time the mechanical door engineer sees where that signal is routed. Their electrical/mechanical collaboration is sharing the same signal context from different points of view. There are other views of heating and vibration as CAE models are applied and again the design performance characteristics can be examined simultaneously across both domains, shortening problem resolution time, and eliminating extra repair loops. Characteristics are related, sometimes directly and other times indirectly, to specific requirements. Having requirements which are simultaneously satisfied from both contexts yields a better design and a more efficient change process. This will lead to improvements in multi-discipline change processes—they can happen in hours instead of weeks.

Scenario based testing comes from empirical data, even after the vehicle is manufactured. These testing scenarios can define new contexts, and the best empirical data establish the appropriate digital twins. Requirements related to measures, the empirical data, provides the basis for traceability to usage. With traceability to usage and traceability to design elements, even if they are from different disciplines, the requirements are easier to audit regardless of the contextual view. Digital threads and comprehensive digital twins provide the backbone for effective auditable requirements traceability. Regulatory reporting becomes automatic as the product is approved for mass production. Updates to the regulatory reporting, as product usage upgrades are released, also become automated.

Concluding Remarks

Requirements management done continuously is a competitive advantage, improving cross-discipline contextual collaboration. Furthermore, a comprehensive digital twin, always accurate to the latest empirical discoveries and associated to product requirements, is possible. This is achieved by examining the data and traceability solution capabilities, making sure product developers are always using the

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correct set of requirements—even as requirements evolve during development. Siemens’ multi-domain information backbone which includes all product requirements and constraints, has been designed to continuously connect engineers by providing an accurate digital twin of the vehicle design, its manufacturing, and its use.

CIMdata recommends that automakers consider Siemens’ portfolio of solutions to accelerate their product development. Electrical and mechanical engineers can work together simultaneously on a design. With computers and their associated electronics being pervasive, a comprehensive, integrated yet heterogeneous, multi-disciplinary product development environment connected to all stakeholders for all disciplines is possible. Siemens’ APD solution set broadens requirements management capabilities enabling auditable traceability. Siemens’ advances in Quality Management,[4] Systems Engineering,[5] Simulation with Executable Digital Twins,[6] Connected Engineering,[7] Systems of Systems Frameworks,[8] and future concepts in the works can provide a rich set of capabilities that product designers will use to develop the next generation of vehicles. This is what happens when a leading solution provider builds on their strengths.

Continuous Virtual Verification and Validation is the final commentary in the APD solution story, and it will be published later in the Summer of 2022.

[1] Research for this commentary was partially supported by Siemens Digital Industries Software.

[2] See: Accelerating Product Development—Faster Decisions while Reducing Physical Prototypes. 2 March 2022. <https://www.cimdata.com/en/resources/complimentary-reports-research/white-papers>.

[3] <https://www.plm.automation.siemens.com/global/en/webinar/vehicle-electrification-integrated-ee-systems/104499>

[4] <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/16341-a-broad-approach-to-quality-management-commentary>

[5] See: Driving the Change for the Future of Automotive Development. 24 November 2020. <https://www.cimdata.com/en/resources/complimentary-reports-research/white-papers>

[6] <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/16725-siemens-making-the-digital-twin-executable-predictively-aligning-its-real-world-counterpart-highlight>

[7] <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/14887-connected-engineering-accelerates-innovation-commentary>

[8] <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/17304-siemens-broadens-mbse-to-engineer-beyond-individual-autonomous-vehicles-commentary>

The Multi-View BOM Value Potential – a CIMdata Blog post

16 March 2022

Written by [Cheryl Peck](#)

I recently spent some “quality” “Zoom” time with my colleague, Jim Roche, who is CIMdata’s A&D Practice Director. Jim was excited to talk about his upcoming presentation, The Multi-View BOM Value Potential, at the CIMdata PLM Market & Industry Forum, which takes place over the late March to early April time frame as a live event in North America and as virtual events in EMEA.

The first thing on the table in our discussion touched on the hype surrounding the Multi-view BOM

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For decades, the Digital Thread has been core to the PLM vision. The concept of linking multiple representations of a product, each tuned to the needs of various creators and consumers along the lifecycle, is powerful. With recent advances in PLM technology, enablement of the Digital Thread has become technically possible, even for industries producing complex products, such as automotive, aerospace, shipbuilding, military vehicles, and medical devices, where quality is imperative.

With all these advances in enabling technology, what do you see in industry? Are there any adopters?

Industry leaders are starting to implement multiple-view bill of materials (multi-view BOM) solutions and envision expanding them upstream and downstream throughout the product lifecycle. While the potential benefits of automatic reconciliation and synchronization across lifecycle views are many and substantial, and the prospect of providing autonomy to Manufacturing and Service Engineering to resolve production and customer service issues more quickly and efficiently is compelling, the journey is challenging.

So, there are some implementations, but how do you know what the benefits are and what the business value really is?

Since it is still early days, there is not much available in lessons learned or guidance from those leading the way. We at CIMdata will share several significant use cases at the upcoming CIMdata PLM Market & Industry Forum. The defined benefits that constitute the business value expected from these implementation investments will be shared. Time will tell whether we can realize these or other benefits, but as they stand, they represent the best thinking of those leading the way.

You have done a significant amount of research on Multi-view BOMS; what excites you the most?

CIMdata has been deeply involved in several of these pioneering efforts. With the knowledge and experience gained, we have reported the fundamental nature and value of the multi-view BOM approach over the past few years and key considerations and methods for successful planning and implementation. We have examined the potential benefits and risks of implementing this new solution to re-engineer and optimize core processes within a manufacturing enterprise.

Additionally, the capabilities of currently available commercial PLM solutions were verified in 2020 in a collaboration between several major PLM solution providers and members of the CIMdata administered Aerospace and Defense PLM Action Group (Group).

Tell me more about the A&D PLM Action Group

Formed in February of 2014, the Group had four charter members – Airbus, Boeing, Embraer, and Gulfstream. Over the years, the Group grew to eleven members and with industry consolidation currently stands at eight, with Rolls-Royce Engines, GE Aviation, Pratt & Whitney, and SAFRAN joining the founding four. The Group is an association of aerospace & defense companies within CIMdata's Community Program. The Group's mission is to function as a PLM advocacy group for setting the direction for the Aerospace & Defense industry on PLM-related topics that matter to the members; promoting common industry processes and practices between the members and with their supply chain partners; defining requirements for PLM-related capabilities; communicating with a unified voice to PLM solution providers; and sponsoring research on member-prioritized industry and technology topics.

You mentioned the A&D PLM Action Group verified commercial PLM solution multi-view BOM capabilities. What did they find?

Early work by the multi-view BOM project team explored the dichotomy between single BOM and

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multi-view BOM approaches, analyzed current state “pain points,” and, within this context, proposed an architectural solution with supporting architectural principles. The team subsequently developed a set of use cases that illustrate BOM Restructuring and Accountability requirements and collaborated with PLM software providers to perform benchmark demonstrations of these use cases on current and under development PLM solutions. The team evaluated the demonstrations and reported their findings in mid-2020. Their report concludes that the use cases are valid, and that commercial technology has matured to a level where the implementation of multi-view BOM management within an aerospace OEM is a practical possibility, albeit with caveats. This report and the predecessor position paper upon which the use cases were based are available at the A&D PLM Action Group’s website www.ad-pag.com.

The idea of members of the A&D industry and their supply chain partners, defining requirements for PLM-related capabilities, and then going a step further to communicate with a unified voice to PLM solution providers sounds impressive. Can you tell me more?

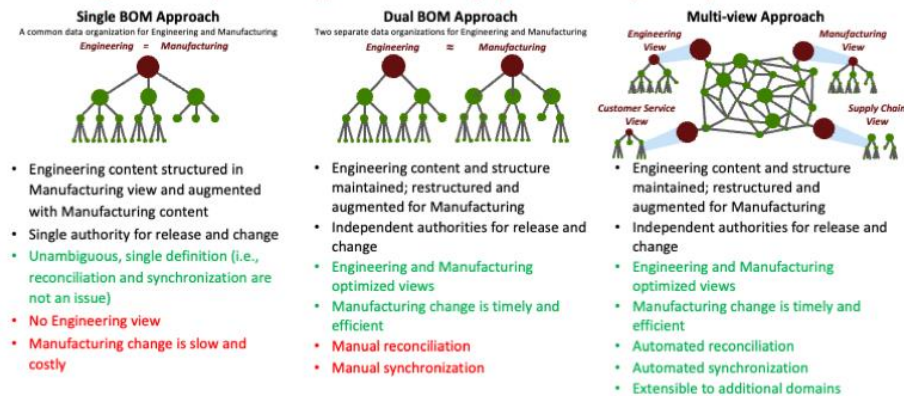
From the Group’s inception, members have consciously adopted the posture of collegial cooperation with PLM solution providers. They have followed a defined process for engagement at each of four stages in the progression of their project workstreams. PLM solution providers are informed when the Group decides to invest in a topic and invited to participate in initial research, review project team direction statements and position papers before finalization and publication, and, when appropriate, are invited to participate in project workshops and, in this case, benchmark demonstrations.

Thanks, Jim. I look forward to hearing your presentation at the end of March.

A look at the benefits associated with a multi-view BOM approach.

Multi-view BOM Solution

BOM Management Concepts – Three approaches to managing the transition of BOM definition



Acquisitions

GRAITEC, international BIM software developer, announces Agreement to Acquire Applied Software to Become World Leader of AEC and Manufacturing System Integration

14 March 2022

GRAITEC, an international BIM, Fabrication, and Design software developer for AEC, and Autodesk® Platinum Partner across Europe, Gold Partner in Canada and in the USA, is delighted

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to move forward with the acquisition of Applied Software.

Originally founded in 1982, Atlanta-based Applied Software is a historic Autodesk partner. With 130 employees located in more than 20 states, Applied Software has helped over 5,000 customers to digitize their processes in the construction and manufacturing space throughout the United States. Today, Applied Software is one of the largest American Autodesk Platinum Partners.

With the acquisition of Applied Software, the Gritec group consolidates its existing position in North America while taking on significant market share of the BIM market, but also combines operations with a best-in-class Autodesk Partner in the United States.

Together, Gritec and Applied Software aim to deliver more value to their customers combining their strong Autodesk expertise and the benefits of the Gritec software. Developed by more than 150 R&D engineers, Gritec software aims to complete the Autodesk ecosystem, especially for Architects, Structural Engineers and Steel and Rebar Manufacturers. One point of focus will be PowerPack – an innovative and result based set of productivity tools allowing customers to maximize their use of Revit, Advance Steel, Inventor and Vault. On a technical level, Applied Software customers will be able to leverage the proven expertise of the Gritec skilled technical team on Structural Steel and Rebar.

For both Gritec and Applied Software, today is more than just an acquisition. By becoming one of the largest Autodesk partners in the world and reinforcing its will to grow stronger, bigger and more global, Gritec is showing its commitment to growth to further support the needs of their clients. The financial details of the transaction were not disclosed.

Manuel Liedot, CEO of Gritec: *"For Gritec, Applied Software is a truly transforming and transformative acquisition. We are honored to associate our Gritec brand to such an outstanding company, and we believe our partnership with Applied Software will change drastically the scale and geographical footprint of the Gritec group. Tomorrow, we will expand our activity to be located 45% in North America and 55% in Europe. We are happy to welcome all customers and all employees from Applied Software, to strengthen our partnership with Autodesk and excited to continue the journey forward!"*

Richard Burroughs, CEO of Applied Software: *"I am excited to launch the next step of the Applied Software history by joining the global Gritec group. Gritec shares the same DNA of Applied Software – a strong technical focus to empower our clients and champion innovation. It was crucial for me that all of our team stay on board for this next step, and that we continue to serve our customers. Today, we have achieved this and have raised the level of global service for our clients for the next 40 years."*

Company News

Altium Launches Electronic Design Program For College And University Students

15 March 2022

Altium LLC announced that it has launched Altium Education, a free online curriculum and certification program for college and university students interested in engineering and electronics design. This hands-on course takes college students from the very basics of electronics to designing their first printed circuit board (PCB).

Altium Education is the next step in Altium's education initiative that makes learning electronics more accessible. In 2020, Altium introduced Upverter Education, a modular-based PCB design program created for high school students. With a focus on higher learning institutions, Altium Education has been

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developed for university and college students studying engineering and computer science.

Designed for virtual, hybrid, and physical classrooms, Altium Education's curriculum supplements engineering classes and offers professors the flexibility of incorporating it into their current lesson plans.

"Understanding prototyping skills is a necessary step for Electronics and Communications Engineering (ECE) students," said Siddharth Deliwala, Director, ESE Lab Programs, School of Engineering and Applied Science at the University of Pennsylvania. "Altium Education's course provides the perfect introduction to PCB design that I need to help prepare my students for advanced engineering courses. All of our engineering students should take this web-based curriculum."

The program features hands-on lessons focused on schematics, design layout, and manufacturing. Students will receive guided instruction that culminates in the completion of their own manufacturable PCB. To support professors and teachers, an educator's guide is provided for the course. A free license of Altium Designer, the industry's leading ECAD software, is included for any college and university student enrolled in the course.

Upon course completion, students will obtain a certificate signifying that they have successfully completed Altium's Education course covering the fundamentals of PCB design. This course broadens their skill set and helps prepare students for their entry into a professional engineering career.

"Our mission with Altium Education is to provide college-level curriculum and professional tools that introduces students to the art, science, and technology involved in the design of printed circuit boards," states Rea Callender, Vice President of Education. "Our hope with Altium Education is to build and expand the talent in the world of electronics design."

Altium Education is now available to college and university students and professors looking to supplement their engineering curriculum. Units can be taken consecutively or in order of interest within traditional university and college courses, such as Fundamentals of Electrical Engineering, Power Electronics, Robotics System Design, Alternative Energy, and Microwave Electronics.

Ansys Announces Financial Contribution in Support of Ukrainian Refugees After Previously Suspending Business Operations in Russia and Belarus

10 March 2022

In response to Russia's invasion of Ukraine, Ansys previously suspended all sales transactions and business development consulting activities in Russia and Belarus. Today, Ansys announced it will also make a financial contribution to Doctors Without Borders in support of Ukrainian refugees.

Ansys stands alongside the international community in condemning Russia's invasion of Ukraine and the horrific suffering and needless loss of life. Ansys continues to monitor the crisis and stands by employees who have family and friends affected by this tragedy.

Ansys remains committed to the actions of the global community in supporting an end to tragic events continuing to unfold in Ukraine. Ansys hopes for a rapid resolution to this crisis and a return to peace.

Bentley Systems Recognized as the Microsoft Asia Pacific Region Social Impact – Sustainability Changemaker Partner of the Year

17 March 2022

Bentley Systems, Incorporated, the *infrastructure engineering software* company, announced that it was recognized as the Microsoft Asia Pacific Region Social Impact – Sustainability Changemaker Partner of the Year 2021. The announcement was made at the Microsoft Singapore & Asia Pacific

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Partner of the Year Awards 2021 celebrations on February 18, 2022 at Marina Bay Sands Singapore.

The Microsoft Asia Pacific Partner of the Year Award 2021 celebrates and recognizes regional partners who are focused on customer and community success by delivering unique and differentiated solutions built on core technologies across the Microsoft Cloud platform. Additionally, the winner needs to demonstrate commitment to the Asia Pacific region and evidence exceptional customer experience across multiple markets in the region.

Bentley Systems was recognized for providing outstanding solutions and services in the Social Impact – Sustainability Changemaker Award category. The Sustainability Changemaker Partner of the Year Award recognizes a partner organization that excels at providing innovative and unique services or solutions based on Microsoft technologies that help customers solve challenges of sustainable digital transformation.

“We are honored to receive Microsoft’s Asia Pacific Region Social Impact Recognition – Sustainability Changemaker 2021 award. This is a testament to our users’ passion for sustainability and spirit of innovation empowered by our joint software solutions. Bentley’s mission is to empower our users to advance both the global economy and the environment for improved quality of life, so it is especially heartening to receive the recognition in this award category in Asia Pacific,” said Kaushik Chakraborty, vice president, Bentley Systems Asia Pacific.

“In Asia Pacific, we see each day our partners coming together—to build together, to innovate together—to empower not just our customers but also the communities we operate and live in. These partners replicate the impact they create across the region. Bentley Systems is one such leader of our partner ecosystem that is helping the region to emerge stronger from the pandemic with their innovation and dedication to purpose-driven technology. We are pleased to congratulate Bentley Systems as the Social Impact – Sustainability Changemaker Partner of the Year 2021,” said Vivek Puthucode, chief partner officer, Microsoft Asia Pacific.

Capgemini to discontinue its presence in Russia

11 March 2022

The current situation doesn’t allow Capgemini to ensure the business continuity of its service delivery from Russia to clients. Accordingly, the Group is exploring options to cease its presence in Russia and manage this process, while respecting the rights of its team members and in full compliance with applicable legislation.

We are now focused on supporting our Russian colleagues through this transition.

Capgemini currently services the needs of a very limited number of international brands who are present in the country. The Group does not work there directly for any Russian organizations or conduct any business development activities in Russia.

Digital Twin Consortium Appoints Thynkli Regional Branch Organizer

14 March 2022

The Digital Twin Consortium® today announced an agreement with Thynkli to become Regional Branch Organizer (RBO) in Canada. As RBO, Thynkli will facilitate and drive local Digital Twin Consortium engagements and activities with regional industry, government, and academic institutions on behalf of the consortium throughout Canada.

Based in Vancouver, Canada, Thynkli specializes in Digital twinning-as-a-service and operates in

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industries with complex business operations such as construction, energy, and logistics.

"We are excited about having Thynkli as the RBO in Canada," said Dan Isaacs, CTO, Digital Twin Consortium.

"Thynkli has an extensive and growing network of partners, companies, and associations with local government, industry, and academia to further the advancement of digital twin and enabling technologies."

"Digital twin application requires building blocks to overcome challenges and arrive to successful implementation, said Eman Kawas, Co-Founder Chief Growth Officer, Thynkli. "From breaking data silos to systems thinking, we use Digital twins to transform businesses today & accelerate growth."

RBOs will drive awareness and adoption of digital twins, developing and implementing use cases throughout the digital twin lifecycle. RBOs will conduct local Digital Twin Consortium events and joint promotional activities.

Dr. Dave Shook Receives Microsoft MVP Award

17 March 2022

Uptake, a leader in industrial intelligence software-as-a-service (SaaS), is pleased to share that Microsoft has named Chief Data Officer Dr. Dave Shook as a Most Valuable Professional (MVP). The MVP award recognizes his contributions to the Microsoft Azure technical community.

"The Microsoft MVP award is an incredible recognition of Dave's innovation in industrial data analytics and to the value of industrial intelligence enabled by Microsoft Azure," said Kayne Grau, Chief Executive Officer, Uptake. "I would like to congratulate Dave on this honor and his technical leadership in the field. His work to make industrial data available in the cloud for enterprise analytics is making a significant impact on digital transformation and sustainability."

The Microsoft Most Valuable Professional (MVP) honors technology leaders who share their knowledge and passion with their community over the previous year. MVPs make up a global community of technical experts and community leaders around the world who readily share their deep expertise in Microsoft products and services to help solve real-world problems. Above all, the recognition distinguishes MVPs for their willingness to help out peers in the industry in their work together across Microsoft platforms, products, and solutions.

Global Partnership Allows AVEVA and Alizent to Deliver Enhanced Industrial Asset Performance Management Solutions

16 March 2022

AVEVA, a global leader in industrial software driving digital transformation and sustainability, announced a global partnership with Alizent, a global leader in solutions enabling and accelerating the digital transformation of asset intensive industries.

Aware of the increasing complexity that future industrial environments will require, AVEVA and Alizent combine forces to empower industries such as energy, power, water, food and beverage, and metals and mining to transform critical asset maintenance operations. The partnership will provide customers with bespoke solutions having enhanced confidentiality and cybersecurity, increased operability, and with continuous evolution over the long term. Leveraging seamless Industrial AI powered data within the cloud, users will be able to connect, automate, monitor and optimize industrial assets, processes and operations.

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Kim Custeau, Senior Vice President, APM and MES, AVEVA said, “Customers across asset-intensive industries are seeking holistic, innovative and tailor-made digital solutions that enable them to transform current business and asset-management processes to drive improved productivity and profitability. The ambition behind our partnership with Alizent is to provide unmatched levels of integrated data, AI, and augmented analytics. As a result, our customers will be able to identify new opportunities to realize their current and future digitalization goals. “

Guaranteeing continuous operation to meet customers’ needs 24/7 while improving the performance of their production units is an everyday challenge for asset-intensive industries. To help them face this challenge, the AVEVA-Alizent partnership will provide an end-to-end asset lifecycle solution including data infrastructure, APM, and services. Consequently, key users will be able to anticipate, adapt and make the production flows of each of their units more reliable and therefore more available, while optimizing the performance of plant operations.

For customers, the strength of this partnership lies in superior global solution deployments that can be adapted to address regional and local needs with an end-to-end approach that supports all components in their operating environments. Alizent’s industrial expertise in global asset lifecycle capabilities benefits global customers that recently achieved energy consumption optimization and improved the efficiency of energy production units. By connecting teams across projects, AVEVA and Alizent will unlock higher levels of reliability and operational flexibility while harnessing the power of AVEVA’s AI-infused market-leading Asset Performance Management portfolio to model, predict and prescribe optimal performance for each asset. Enhancing production performance, adjusting production seamlessly and improving performance throughout the entire unit lifecycle will become the new standard for asset-intensive industries using solutions from the AVEVA-Alizent partnership.

François Gaudré, General Manager, Alizent, said “By harnessing the knowledge of our customers’ challenges, relying on AVEVA products and with over two decades experience in the PI System’s robust data infrastructure capabilities, Alizent’s extended partnership with AVEVA takes a new dimension to provide cutting-edge digital technologies that specialize in asset lifecycle solutions and add sustainable value to the reliability and efficiency of production units.”

L&T Technology Services establishes Digital Twin practice in collaboration with Microsoft and Bentley Systems

16 March 2022

L&T Technology Services Limited, a leading global pure-play engineering services company, announced that it has launched a next-generation IoT-based engineering practice on Digital Twins for the manufacturing and industrial sectors. LTTS has collaborated with Microsoft and Bentley Systems to establish a Center of Excellence (CoE) that will address and accelerate the Digital Twin and Digital Thread requirements of new-age manufacturing companies.

Microsoft Azure’s scalable and secure platform provides the tech backbone to support global organizations seeking innovative, cloud-based solutions. Azure Digital Twins uses IoT spatial intelligence to create a digital representation of physical environments, thereby gaining insight to drive better products, optimize operations and costs as well as create greater customer experiences.

By combining mechanical 3D simulation models with real control system logic, LTTS has been able to devise and create highly interconnected and dynamic digital twins for many manufacturers across the globe. The CoE, based in Chennai, India, will provide an opportunity for global customers to experience, experiment and build a digital replica of their physical entities in the Manufacturing,

CIMdata PLM Industry Summary

Automotive, Industrial & Consumer Products, Medical & Healthcare, Plant Engineering, and Aerospace segments, all of which are at the forefront of leveraging digital twin capabilities. It will utilize new-age digital engineering driven technologies such as AI & ML, Multiphysics Simulation, Data Analytics, and physical assets.

Bentley Systems, a leader in engineering software that supports organizations to design, build, and operate critical infrastructure assets, offers engineering applications across industries, such as roads, buildings, plants for the manufacturing sector. Bentley's iTwin platform provides an open, secure and scalable platform-as-a-services. The Bentley iTwin platform will serve as the foundation for LTTS to develop robust infrastructure digital twin solutions. Bentley is committed to the development of an ecosystem of software application providers developing solutions that are open and interoperable with both Bentley technology and third-party offerings.

Abhishek Sinha, Chief Operating Officer and Member of the Board at L&T Technology Services said, "Using simulation and digital twins, LTTS has been helping manufacturers infuse smartness in their critical day-to-day operations. With our engineering capabilities, we support companies to review, assess, and map the performance of their operational model and identify areas to improve efficiency and automation. The establishment of a dedicated Digital Twin practice in collaboration with Microsoft and Bentley Systems emphasizes our steadfast commitment to bridge the gap between virtual and physical worlds."

Venkat Krishnan, Executive Director, Global Partner Solutions, Microsoft India said, "We are pleased to collaborate with an engineering services leader like LTTS for their newly established Digital Twin Center of Excellence, utilizing Microsoft Azure along with Bentley Systems. This collaboration is important to the success of our joint vision of building intelligent enterprises and accelerating innovation, while reducing operating costs with advanced predictive monitoring and analytics."

Adam Klatzkin, Vice President, iTwin platform, at Bentley Systems said, "We are pleased to partner with LTTS as they build a digital twin practice with the Bentley iTwin platform at its core. In doing so, LTTS joins a growing ecosystem of developers building digital twin applications on the Bentley iTwin platform, showcasing what they have built, and offering professional services to support clients with their development efforts."

Lantek Italy moves into a new building

10 March 2022

A few weeks ago, the employees of Lantek Italia moved their offices to Roreto di Cherasco, 45 minutes south of Turin. The new building now has 1,200m², spread between 2 floors and a vast garden area.

The new facilities are designed with open, diaphanous and efficient spaces, to encourage collaboration between teams and to adapt more effectively to the new employee and customer needs.

The key driver behind the new facility is to provide the teams with more space in a smart building, as the new facilities triple the space of the previous offices and allow the Italian team to keep growing, as it has for the past 6 years.

The opening of this facility is just one more proof of the success of our software in Italy and of how the Italian market is currently in the midst of the digital transformation of the sheet metal sector.

Congratulazioni to the Lantek Italy team for their work!

Procore Expands into France to Continue Regional Growth Across Europe

15 March 2022

Procore Technologies, Inc., a leading global provider of construction management software, announces its launch in France as part of continued global expansion and growth.

The launch will advance the opportunity for Procore's unified, connected platform to enable owners, general contractors and specialty contractors to build smarter by accelerating collaboration, streamlining communication and providing real-time visibility into their project performance. It comes at a time of continued regional growth across EMEA following its launches in UKI and MENA in 2018 and 2021 respectively.

Procore has appointed Laurence Caron as Procore's Senior Director for France and Southern Europe to build regional operations with all customer touchpoints. Caron brings extensive experience working with SaaS businesses and helping organizations innovate.

"Construction professionals in France are accelerating their digital transformation efforts as they seek ways to optimize the performance of their businesses and collaboration on projects. Our launch in France gives us a unique opportunity to expand our one platform approach to an established construction market - but more importantly - to meet the needs of local customers who want to drive innovation while also controlling costs and improving productivity," says Laurence Caron, Senior Director, France and Southern Europe at Procore. "At Procore we live and breathe construction: it's our only focus. Our approach has always been to focus on and partner with the industry to understand their challenges and in return improve the lives of everyone in construction; we are excited to bring this to the fore in France so everyone can build smarter."

Procore provides a single unified and collaborative platform for construction, encompassing Project Management, Quality and Safety, Financials, Resource Management and Analytics. This includes the ability to integrate with hundreds of widely used applications through Procore's App Marketplace. Today, Procore is the world's most widely used construction management software with over 12,000 customers running in excess of 1 million projects around the world. Since its creation in 2002, Procore has been designed around a single idea: only when all people, all systems and all data work together on a single platform can we realize the full potential of construction technology.

"For the past 20 years, we have been working to connect everyone in construction on a global platform," said Tooley Courtemanche, Procore founder and CEO. "Procore is now used in over 150 countries, and many of our customers have projects running in France already. Formally expanding to France will enable Procore to be the best partner to construction leaders in this region, and across the globe."

To support the French construction industry, Procore will be a premier partner at **BIM World** (April 5-6; Paris, France). This event is a major trade show for professionals and communities using Building Information Modeling and digital technology in the service of construction, real estate and urban development. Laurence Caron will hold a keynote conference on April 5 at 12pm CET, focusing on Procore's all-in-one platform approach to support French construction projects, as well as a fireside chat with one of its customers, Ferroviail. Visitors will also be able to see live demos of the Procore platform.

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Propel Announces Eric Schrader as Chief Product Officer and Mitesh Kapadia as Vice President Professional Services

17 March 2022

Propel, creator of the Product 360 cloud solution, announced two key executive hires following record customer growth for the fiscal year end January 31, 2021. Eric Schrader joins as Chief Product Officer and Mitesh Kapadia joins as Vice President, Professional Services. The new hires join Propel as the company expands its roster of innovative technology, medical and life sciences, manufacturing, and consumer goods customers.

“Our customers have emerged from the pandemic, are focusing on growing revenue, and are strengthening their supply chain,” said Ray Hein, CEO of Propel. “We saw tremendous acceleration in new business in the second half of 2021, and it’s continuing in the first quarter of 2022. The addition of Eric and Mitesh will help Propel customers harmonize product and business processes to streamline their businesses and increase profits.”

Eric Schrader joins Propel as Chief Product Officer. With 25 years' experience in enterprise software, Schrader will lead Propel’s strategy for product and customer success. He previously held executive roles as Chief Customer Officer at Betterworks, and Vice President of Global Professional Services at Coupa Software. Schrader's experience scaling companies at Agile Software and Coupa has been recognized through his inclusion as a Customer Success Fellow at Sapphire Ventures, and as a Fellow in Stanford University's Distinguished Careers Institute from 2019-2020.

Mitesh Kapadia has been named VP of Professional Services. Kapadia will leverage his 20 years’ experience in deploying enterprise software at scale to meet the needs of Propel’s expanding customer base and to develop its partner ecosystem. He was previously Vice President of Professional Services and Partner Enablement at Stardog, and Head of a Global Center of Excellence at Reltio. Kapadia’s experience includes global supply chain operations at Motorola, and services delivery to several industry-leading brands. Kapadia began his career at Accenture.

“As a new investor in Propel with its Series C round we were impressed with Propel’s grasp of both current and future needs for product companies,” said Jared Smith, general partner, Ankona Capital. “Ray understands how to build and scale a dominant company, and strengthening the team is the first step in what will be another great year for Propel.”

Propel continues to expand across all target industry segments. Recent corporate highlights include:

- \$20 million in Series C financing - led by Salesforce Ventures, with participation from existing investors Norwest Venture Partners, Cloud Apps Capital Partners, Green D Ventures and TIFF, joined by new investor, Ankona Capital, a venture capital firm with experience in both supply chain and scaling enterprise B2B SaaS solutions.
- Introduction of Product 360 - the first pure cloud approach to address lingering deficiencies of traditional PLM, QMS, and commercialization tools.
- 2022 JMP Hot 100 list recognition - ranking the best privately held software companies based on financial growth, products and services, leadership, customers, and market potential. Propel was also named to the Hot 100 list in 2020.
- Propel named #77 on Deloitte Technology Fast 500™ – the 500 fastest-growing technology, media, telecommunications, life sciences, fintech, and energy tech companies in North America.
- Kirsten Allegri Williams, CMO of Optimizely and former CMO of SAP Success Factors and SAP Ariba, joined the Board of Directors.

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- Jared Smith, general partner at Ankona Capital and former CEO of Avetta, joined the Board of Directors.
- Jitterbit partnership - Jitterbit named Propel's preferred solution for ERP integrations catering to small, medium, and mid-market manufacturers, including NetSuite, Infor, JD Edwards, Microsoft Dynamics, and others.

PROS Deepens Visibility into Air Cargo Market Rates with TAC Index

17 March 2022

PROS[®], a market-leading provider of SaaS solutions optimizing shopping and selling experiences, announced an industry-first alliance with TAC Index, giving PROS customers a competitive edge with greater, more accurate and timely visibility into market air cargo rates to help them further optimize prices and maintain profit margins during periods of extreme global market volatility.

For many businesses, the cost of freight and air cargo can significantly impact profit margins, and rates are expected to continue to be volatile as supply chain issues persist and global economies recover¹. Timely and accurate insight into these costs allows companies to quickly and more frequently execute pricing adjustments across all channels, positioning them ahead of competitors and enabling them to drive revenue profitability.

“Accurate data regarding air cargo freight costs is invaluable to shippers in their strategic supply chain decisions,” said TAC Index Managing Director John Peyton Burnett. “We are thrilled to partner with PROS to directly deliver this intelligence to companies—from air cargo carriers to shippers to their customers, the manufacturers—so they can make agile business decisions quickly without sacrificing business priorities and objectives.”

TAC Freight data will feed seamlessly into the PROS Platform, including PROS Smart Price Optimization and Management and PROS Smart Configure Price Quote, allowing customers to track air cargo price volatility and seamlessly update prices across all channels to ensure their prices are optimized to maintain profit margin while remaining competitive.

“As the supply chain crisis persists, carriers, forwarders, and manufacturers that can leverage the greater visibility into market data by fueling AI algorithms to optimize rates, especially in times of extreme market volatility, will be more agile and better able to manage prices proactively, supporting revenue optimization and margin,” said PROS Regional Vice President of Transportation and Logistics Zeke Ziliak. “We are excited to be the first in the industry to use these data via TAC Index to help our customers optimize air cargo rates and execute the best pricing strategies quickly and at scale.”

PTC Appoints Amar Hanspal to Board of Directors

15 March 2022

PTC has appointed Amar Hanspal to its Board of Directors, effective April 1, 2022.

Hanspal brings more than 30 years of experience driving strategic and operational excellence through a combination of product expertise, strategic team leadership, and high-performance execution.

Throughout his career, Hanspal has driven innovation and digital transformation at a global scale. Most recently, Hanspal served as Chief Executive Officer of Bright Machines, which focuses on factory automation combining robotics, machine vision and machine learning software. As Chief Product Officer and then co-CEO at Autodesk, Hanspal was instrumental in transitioning the company from an on-premises technology and software licensing model to a SaaS-based products and subscription model.

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He also drove investment into new growth areas for the company, including software for construction and digital fabrication.

"With his experience and his level of achievement, Amar brings a depth of knowledge about our market and our business that will be a tremendous asset to our board," said James Heppelmann, President and CEO of PTC. "I welcome Amar to the PTC board and look forward to working with him."

"I've been impressed with the strength of PTC's products and the company's success transitioning to a recurring revenue model, and I'm enthusiastic about the SaaS transformation that is currently underway. I'm excited to work with the PTC board to help the company realize its full potential," said Hanspal.

Hanspal earned a bachelor's degree in mechanical engineering from Bombay University and a master's degree in mechanical engineering from State University of New York at Stony Brook. He has also completed the executive managerial program at Stanford University.

Wipro Joins Open Source Security Foundation

15 March 2022

Wipro Limited, a leading global information technology, consulting and business process services company, announced that it has joined the Open Source Security Foundation (OpenSSF) on the governing board to help address the growing threat to the software supply chain.

The OpenSSF is a cross-industry organization hosted at the Linux Foundation that brings together the world's most important open source security initiatives to help identify and fix security vulnerabilities in open source software and develop improved tooling, training, research, best practices, and vulnerability disclosure practices. In addition to developing and contributing best practices for secure coding and software components for the projects under the OpenSSF banner, Wipro's leadership and open source experts will join other members in setting direction through governance and working committees of the foundation.

"We are thrilled to now count Wipro as a key strategic partner in the OpenSSF community," said **Brian Behlendorf, General Manager, OpenSSF**. "With their massive global technology team building open source software, and their reach across so many critical sectors, they will be tremendously helpful in driving adoption for the specifications, systems, software and content coming from the OpenSSF. In fact, they are already participating!"

"We're excited to be a member of this important industry initiative and to work with our peers to help ensure the integrity of the global software supply chain", said **Andrew Aitken, Global Open Source Leader, Wipro Limited**. "With Board representation from our CTO, Subha Tatavarti, and subject matter experts engaged in all working groups and projects, Wipro is fully committed to helping the industry develop better methods, processes and tools to identify and remediate vulnerabilities. In addition, our goal is to improve and share secure coding best practices with the community to address the growing threat to our software supply chain."

Wipro's open source and cybersecurity experts currently contribute to the six key working groups and projects within OpenSSF, engaging with members of the community to build use cases and experience-based insights to expand the scope of future offerings. Among those are:

1. Sigstore project (comprised of Cosign, Rekor and Fulcio subprojects) expands current code signing capabilities to support a broader range of pipeline tools and incorporate automation for code signature validation as a standard practice. Wipro's contribution is to Cosign, where we are building automation scripts for use with popular CICD pipeline tooling to verify code signing of

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docker containers; Helm Charts, Tekton Bundles, and others, to ensure no tampering or updates were made post creation; and Rekor, where we'll provide documentation on the use of the Rekor APIs for retrieval of log data to provide appropriate metrics that will help make decisions on the trust, acceptance and validity of the signed metadata in the system.

2. SLSA project: is building a security framework, checklist of standards and controls to prevent tampering, improving integrity, and securing packages and infrastructure in projects. Wipro is identifying and testing processes and tools to increase the automation of software supply chain security standards and promote the adoption of the framework in the industry.

Wipro is also engaged in related external projects, including OpenChain (ISO Standard for open source license compliance) and SPDX (ISO Standard for communicating SBOM information). Wipro's involvement in these projects, combined with its experience working with enterprises across all geographies and industries, brings valuable insights to OpenSSF working groups, especially around Best Practices and Vulnerability Disclosures.

Wipro Re-appraised at Maturity Level 5 in CMMI® Development V2.0

16 March 2022

Wipro Limited, a leading global information technology, consulting and business process services company, announced that it has been assessed at Level 5 in CMMI® for Development V2.0.

The appraisal identified salient strengths such as leadership commitment to quality and delivery excellence through various initiatives and adoption of multiple models, frameworks, and standards. In addition, the appraisal highlighted well established process ecosystems with deep measurement analytics employing statistical and quantitative models to stabilize, predict and multiply the capabilities to deliver value to its clients. The consistent emphasis on innovation which led Wipro to ingrain creativity as part of its organizational culture has been highlighted as well.

KK Raman, Partner, Business Excellence and Learning Services, KPMG in India, said “Wipro has been leveraging the CMMI model for a long time and has consistently identified improvement opportunities through internal and external evaluations & appraisals.”

Sanjeev Singh, Chief Operations Officer, Wipro Limited, said, “This appraisal affirms Wipro's commitment to deliver high-quality solutions, predictable delivery, superlative customer experience and a strong alignment of our processes with customer needs and business objectives. The CMMI journey helps us deliver high customer satisfaction and secures our market-leading position in quality.”

Dr. Hariprasad Reddy, Chief Quality Officer, Wipro Limited, said, “Flawless execution and predictable delivery are key aspects for customer delight. Various methodologies and frameworks coupled with CMMI are helping us to bring the culture of process optimization for delivering superior quality product and service to our customers.”

An appraisal at CMMI Maturity Level 5 indicates that an organization is performing at an “optimizing” level. An organization operating at this level continually improve their processes based on a quantitative understanding of its business objectives and performance and uses a quantitative approach to understand the variation inherent in the process and the causes of process outcomes to drive business performance. This appraisal validates Wipro's process capabilities and demonstrates the company's commitment to continuous improvement and robust governance for performance excellence.

Event News

Autodesk to Present at Upcoming Investor Conference

15 March 2022

Autodesk, Inc. announced its executives will present on Driving Growth with Sustainability in Architecture, Engineering, and Construction Design Solutions, March 29, 2022, 11:00AM Eastern Time. A live webcast and replay of the presentations will be available through Autodesk's Investor Relations Website. Please go to the Website 15 minutes early to register, download and install any necessary software. For more information, please call Autodesk Investor Relations at 415-507-6373.

Financial News

2021: Bechtle Again Highly Successful

18 March 2022

Despite the global supply bottlenecks, 2021 turned out to be another record year for Bechtle AG. The business volume went up by 7.3 per cent to €6,245.8 million, and revenue underwent significant increase of 5.1 per cent to €5,305.5 million. Bechtle was able to boost its earnings before taxes (EBT) by a disproportionately high rate of 18.4 per cent to €320.5 million. The EBT margin thus improved from 5.4 per cent to 6.0 per cent. As of 31 December 2021, Bechtle had 12,880 employees, 700 more than in the prior year.

In the reporting period, Bechtle recorded a 16-per-cent increase in incoming orders, and its orders on hand amounted to €1,804.6 million, a year-on-year increase of 80 per cent. "In view of the difficult framework conditions, we are very pleased with our figures for the fiscal year 2021. At the same time, however, a glance at the significant growth in incoming orders and orders on hand reveals what would have been possible if we had not be hampered by the global supply problems on the IT market," explains Dr. Thomas Olemotz, Chairman of the Executive Board of Bechtle AG.

Very Significant Earnings Increase in System House Segment

In 2021, we further expanded the service share in the IT System House & Managed Services segment. Both industrial customers and public-sector clients appreciated Bechtle as a partner especially in the field of digital transformation. In the fiscal year 2021, the segment revenue went up by 0.4 per cent to €3,394.8 million. The impact of the supply delays was particularly severe in this area, especially in the high-volume project business and in connection with framework agreements. Nevertheless, Bechtle was able to push up its EBIT in this segment by a remarkable 18.3 per cent to €212.2 million. Besides the said positive performance of our service business, special effects and cost savings due to the coronavirus pandemic had a positive effect on the earnings. The EBIT margin improved from 5.3 per cent to 6.3 per cent.

Growth Driver: E-Commerce

In the IT E-Commerce segment, the revenue in the fiscal year 2021 climbed by 14.5 per cent to €1,910.7 million. In this area, it was easier to overcome supply difficulties by offering customers alternative products. Moreover, thanks to its higher stock levels, Bechtle was able to supply goods when many competitors were not. Thus, we were able to gain numerous new customers in this segment. Growth was achieved in all 14 national markets of the Bechtle Group. The performance of our companies in Germany, France and Eastern Europe was especially strong. Segment EBIT increased by

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16.4 per cent to €113.5 million. The EBIT margin was 5.9 per cent, after 5.8 per cent in the prior year.

Cash Flow Remains at High Level

Despite the high stock levels, the cash flow from operating activities amounted to €284.5 million, a high level similar to that of the prior year. This continuity was only possible thanks to our successful cash flow and working capital management. The free cash flow of €218.6 million was even higher than in the prior year (€204.1 million). The working capital merely rose by 6.3 per cent; the relation to the business volume dropped slightly, from 11.2 per cent in the prior year to 11.1 per cent in the year under review. For the first time since 2017, the liquidity of the Bechtle Group (€431.8 million) surpassed the financial liabilities (€345.5 million), i.e. on a de-facto basis, Bechtle is free of debt.

Twelfth Dividend Increase in a Row

In view of this strong business performance and the comfortable liquidity situation, the Executive Board and Supervisory Board of Bechtle AG propose a dividend increase to €0.55 per share. This would mean a year-on-year increase of 22.2 per cent (prior year: €0.45 per share) and would represent the 12th increase in a row. Measured on the basis of the consolidated earnings after taxes, the dividend payout ratio would thus amount to 29.9 per cent (prior year: 29.4 per cent).

Proposal of New Auditors

Apart from the dividend increase, the Supervisory Board has decided to propose Deloitte GmbH Wirtschaftsprüfungsgesellschaft to be elected as auditors at the Annual General Meeting on 2 June 2022. The change comes before the mandatory rotation according to law would apply.

Positive Outlook Despite Uncertainties

Although the macroeconomic situation in early 2022 was generally positive, the picture is tainted by two factors that are causing uncertainty: the war in Ukraine, whose consequences for the macroeconomy are unpredictable, and the global IT supply difficulties, whose further course remains a closed book. Bechtle AG currently expects the bottlenecks to be clearly noticeable at least in the first half of the year. From summer, the situation could gradually relax. Nevertheless, customers' willingness to invest remains high. The will and the necessity to invest in IT in the course of the digital transformation continue unabated. All in all and despite the said uncertainties, the Executive Board is confident that in this fiscal year, Bechtle AG will again perform well. Revenue and earnings are to achieve significant growth, and we intend to keep the EBT margin at a high level.

“Going by the record high of our orders on hand and our customers' ongoing strong willingness to invest, you would expect our forecast for 2022 to be fully positive. Yet, making reliable predictions has seldom been as difficult as it is right now. The war in Ukraine in particular has created great uncertainty with regard to the economic development. Moreover, the IT market is still encumbered by various supply chain issues. Against this backdrop, we consider our forecast to be ambitious, but nevertheless realistic,” says Dr. Thomas Olemotz.

Bechtle KPIs 2021

		2021	2020	+/-
Business volume	€k	6,245,794	5,819,243	+7.3%
Revenue	€k	5,305,489	5,050,271 ¹	+5.1%

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Domestic	€k	3,354,639	3,260,012 ¹	+2.9%
Abroad	€k	1,950,850	1,790,259 ¹	+9.0%
IT System House	€k	3,394,793	3,381,306 ¹	+0.4%
IT E-Commerce	€k	1,910,696	1,668,965 ¹	+14.5%
EBIT	€k	325,721	276,955	+17.6%
IT System House	€k	212,237	179,451	+18.3%
IT E-Commerce	€k	113,484	97,504	+16.4%
EBIT margin	%	6.1	5.5 ¹	
EBT	€k	320,500	270,705	+18.4%
EBT margin	%	6.0	5.4 ¹	
Earnings after taxes	€k	231,446	192,547	+20.2%
Earnings per share	€	1.84	1.53 ²	+20.2%

¹Prior-year figure adjusted

²Adapted to share split

		31.12.2021	31.12.2020	+/-
Cash flow from operating activities	€k	284,492	317,453 ¹	-10.4%
Liquidity ²	€k	431,751	403,173	+7.1%
Equity ratio	%	44.8	43.2	
Employees		12,880	12,180	+5.7%

¹Prior-year figure adjusted

²Including time deposits and securities

Accenture Reports Very Strong Second-Quarter Results and Raises Revenue and EPS Outlook for Fiscal 2022

17 March 2022

Accenture reported financial results for the second quarter of fiscal 2022, ended Feb. 28, 2022, with revenues of \$15.0 billion, an increase of 24% in U.S. dollars and 28% in local currency over the same

period last year.

Click to download [Q2 FY22 and Q2 FY22 YTD](#) earnings infographics.

Accenture to Host Conference Call Tomorrow, March 17, to Discuss Second-Quarter Fiscal Year 2022 Results

16 March 2022

Accenture will host a conference call at 8:00 a.m. EDT tomorrow, March 17, to discuss its second-quarter fiscal year 2022 financial results. A news release containing these results will be issued before the call.

To participate, please dial +1 (877) 692-8955 [+1 (234) 720-6979 outside the United States, Puerto Rico and Canada] and enter access code 6450548 approximately 15 minutes before the scheduled start of the call. The conference call will also be accessible live on the Investor Relations section of the Accenture Web site.

A replay of the conference call will be available online at www.accenture.com beginning at 11:00 a.m. EDT on Thursday, March 17, 2022. The replay will also be available via telephone by dialing +1 (866) 207-1041 [+1 (402) 970-0847 outside the United States, Puerto Rico and Canada] and entering access code 6300496 from 11:00 a.m. EDT Thursday, March 17 through Wednesday, June 22, 2022.

DELTEK EXTENDS ITS LEADERSHIP IN THE GOVERNMENT CONTRACTING INDUSTRY AS SMALL BUSINESS DRIVES RECORD GROWTH IN 2021

15 March 2022

Deltek, the leading global provider of software and solutions for project-based businesses, highlighted several key factors that contributed to its record growth in 2021, including momentum with its Deltek Costpoint solution within the government contracting industry and in particular, small businesses. In 2021, Deltek saw an influx amongst small business customers, citing a nearly 20% increase in its SMB business since 2020 – with its Costpoint solution accounting for nearly a third of all new SMB deals.

Deltek Costpoint is the industry’s leading solution that delivers more innovation and greater intelligence through an all-in-one system across the project lifecycle for government contractors. It centralizes the management of projects, people and finances, and scales seamlessly as needs grow, enabling small to enterprise size businesses to win new clients, manage project profitability and improve client satisfaction at every stage. Additionally, the integrated cloud offering enables the secure storage of data and is consistently enhanced to meet the most up-to-date governmental and agency cybersecurity compliance standards.

Costpoint customers have applauded the solution on G2, a peer review platform, ranking it a High Performer for small businesses and a Leader among other ERP solutions. One SMB Costpoint user commented that Costpoint is, “the only accounting ERP that a company needs.”

Deltek’s latest release, Costpoint 8.1, is now available

With record growth in 2021, Deltek has been preparing to address customer needs for 2022 and beyond. Last week, Deltek’s latest release of its flagship solution for government contractors was made available to all existing and new customers – Costpoint 8.1. With this release, Deltek is showcasing new capabilities in Costpoint purposefully designed to help project-based teams work better together and enabling a path to digital transformation for its customers with greater automation leveraged throughout the project delivery lifecycle.

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With more small and mid-sized firms adopting Costpoint, several enhancements were purposely designed to ensure users could learn Costpoint faster than ever. Deltek worked closely with its customer community for feedback, leading to several of the key features of the Costpoint 8.1 release, including:

- **Expanded capabilities with Digital Customer Relationship Management (CRM)** – This expanded module gives project-based businesses a way to automate more of their pre-award activities and boost their business development team’s effectiveness with time-saving capabilities. Some of those new innovations include voice commands for leads and contacts, enhanced integration with GovWin IQ, new opportunity assessments and CMMC Level tracking.
- **Easier Time & Expense Tracking** – Deltek has improved the mobile and desktop user experience to feature offline time entry for employees on the go, automatic overtime calculations, interactive voice time entry and enhanced receipt capture.
- **Simplified Navigation of Everyday Processes** – Costpoint 8.1 usability enhancements provide noticeable improvements for everyday users. Navigation Banners, for instance, will simplify daily functions for new users by guiding them through core tasks, requiring fewer clicks and reducing human error.
- **Smarter Professional Services Automation (PSA)** – Deltek has included a new employee requisition integration between Costpoint and Deltek Talent Management to help contractors fill resource gaps more quickly, ultimately getting people in the door, and billable faster.
- **Enhanced Source to Pay & Manufacturing** – New capabilities in Costpoint’s Supplier Portal are designed to enhance collaboration with suppliers and help procurement and manufacturing managers proactively take action on purchase and manufacturing orders, DPAS (Defense Priorities & Allocations System) ratings, shipments and invoices – all from one centralized location.

"For nearly forty years, Deltek has been rooted in government contracting – and no one knows the industry better than our deep bench of experts. Our customers have trusted our solutions as the gold standard that helps them power their project success," said Warren Linscott, Chief Product Officer at Deltek. "As part of our commitment to Deltek Project Nation, we continue to focus on making project-based businesses even more successful and never stop improving upon our solutions. As we grow and evolve our business, we are continuing to invest in purposeful innovation to support government contractor’s need for speed, agility and competitive differentiation initiatives."

Oracle Announces Fiscal 2022 Third Quarter Financial Results

10 March 2022

Oracle Corporation announced fiscal 2022 Q3 results. Total quarterly revenues were up 4% year-over-year in USD and up 7% in constant currency to \$10.5 billion. Cloud services and license support revenues were up 5% in USD and up 8% in constant currency to \$7.6 billion. Cloud license and on-premise license revenues were up 1% in USD and up 4% in constant currency to \$1.3 billion.

Q3 GAAP operating income was \$3.8 billion, down 1% in USD and up 3% in constant currency. Non-GAAP operating income was \$4.8 billion, up 1% in USD and up 4% in constant currency. GAAP operating margin was 36%, and non-GAAP operating margin was 46%. GAAP net income was \$2.3 billion, and non-GAAP net income was \$3.1 billion.

Q3 GAAP earnings per share was \$0.84 while non-GAAP earnings per share was \$1.13, down 3% in USD and up 1% in constant currency. Q3 earnings per share was lowered by \$0.05 primarily because of

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a decline in the share price of revolutionary gene sequencing company Oxford Nanopore, and an operating loss at Ampere, the maker of the world's fastest ARM Server Chips. We remain confident that our investments in these two cutting-edge technology companies will deliver very strong returns for Oracle.

Short-term deferred revenues were \$7.9 billion. Operating cash flow was \$10.4 billion during the trailing twelve months.

“In Q3, Oracle delivered over 7% constant currency revenue growth—our highest quarterly organic revenue growth rate since we began our transition to the cloud,” said Oracle CEO, Safra Catz. “This strong top line growth was coupled with a solid non-GAAP constant currency operating profit growth of 4%, but the big story is that our overall revenue growth is being driven by both our rapidly growing Cloud Infrastructure and Cloud Applications businesses. Q3 Cloud Infrastructure revenue was up 47% in constant currency. Q3 Cloud Applications growth was led by Fusion ERP, which was up 35% in constant currency and NetSuite ERP which was up 29% in constant currency. Total Cloud revenue which includes Cloud Infrastructure and Cloud Applications is now over \$11 billion a year.”

“In Q3, Oracle completed development of the multi-cloud version of our MySQL HeatWave open-source database,” said Oracle Chairman and CTO, Larry Ellison. “The MySQL HeatWave database is already running in the Oracle Gen2 Cloud. In a few weeks, MySQL HeatWave will also be available in the Amazon Cloud and the Microsoft Azure Cloud. MySQL HeatWave was designed to compete with Amazon's version of MySQL called Aurora, Snowflake and other popular cloud databases. What customer and database analysts are saying about Oracle's new MySQL HeatWave database is simply astonishing. Here are a couple of examples of what the database analysts are saying.”

“Oracle have shown AWS, Snowflake and other database providers how to design and architect a True MySQL Cloud Database. Customers can expect MySQL HeatWave to perform about 7 times faster than Amazon Redshift or Snowflake at 2-5 times lower cost. The benefits over Amazon Aurora are even greater.”

The following is an approved quote from the database analysts at Wikibon:

“We believe that the technology underlying MySQL HeatWave is an inflection point in database design and architecture. The MySQL HeatWave technology is by far the best in the market now, and we believe that the MySQL HeatWave competitive advantage is sustainable for at least three years. We also believe customers will demand that AWS provide similar converged functionality as HeatWave.”

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 April 8, 2022, with a payment date of April 21, 2022.

Sandvik AB Annual Report 2021

14 March 2022

The Sandvik AB Annual Report 2021 is from today available at our website <https://www.annualreport.sandvik/en/2021>

The Annual Report has been printed in a limited edition and will be distributed to shareholders that have ordered the report. The Annual Report is available, and can be ordered, at home.sandvik.com/investors

Xometry Reports Fourth Quarter and Full Year 2021 Results

17 March 2022

Xometry, Inc., a leading global AI enabled digital manufacturing marketplace, reported financial results for the fourth quarter ended December 31, 2021.

“In Q4 2021, Xometry continued to demonstrate strong growth across the board with accelerated demand from our larger customers. Our AI-driven platform gets smarter with each new data point leading to record gross margin,” said Randy Altschuler, Xometry’s CEO. “Although we are still in the early innings of the secular digitization of the manufacturing industry, Xometry has become the digital marketplace connecting buyers with sellers to unleash limitless product innovation.”

Fourth Quarter Financial Highlights

- Total revenue for the fourth quarter 2021 was \$67.1 million an increase of 77% year-over-year.
- Excluding Thomas, Xometry Q4 2021 revenue grew 66% year-over-year from \$38.0 million as of December 31, 2020 to \$63.0 million as of December 31, 2021. Thomas revenue from the date of acquisition on December 9, 2021 was \$4.1 million.
- Total gross profit for the fourth quarter 2021 was \$20.9 million an increase of 121% year-over-year.
- Excluding Thomas, Xometry gross profit increased 83% year-over-year to \$17.3 million as of December 31, 2021, as compared to \$9.5 million as of December 31, 2020.
- Excluding Thomas, Xometry gross profit margin improved to 27.5% as of December 31, 2021 from 25.0% as of December 31, 2020.
- Active Buyers increased 49% from 18,846 as of December 31, 2020 to 28,130 as of December 31, 2021 (excluding Thomas).
- Accounts with Last Twelve-Months Spend of at least \$50,000 increased 80% from 389 as of December 31, 2020 to 701 as of December 31, 2021 (excluding Thomas).
- Percentage of Revenue from Existing Accounts was 95%, consistent with the prior quarter (excluding Thomas).
- Net loss was \$23.9 million for the quarter, an increase of \$13.7 million year-over-year, and Adjusted EBITDA was negative \$11.9 million for the quarter, reflecting an increase of \$5.3 million year-over-year. Net loss for Q4 2021 includes \$5.7 million of transaction costs, \$2.6 million of stock-based compensation expense and \$1.1 million of expense for charitable contributions.
- Cash and cash equivalents and marketable securities were \$116.7 million as of December 31, 2021. On February 10, 2022, Xometry completed a Convertible Senior Note offering, raising \$278.9 million in net proceeds.

Fourth Quarter Business Highlights

- The number of Active Sellers grew significantly, increasing 43% year-over-year from 1,410 to 2,010.
- Released version 2.0 of the Xometry app for Autodesk Fusion 360, a leading CAD design platform. Version 2.0 displays design for manufacturing feedback directly into the CAD environment and is available in Europe in multiple languages.
- On November 1, acquired Big Blue Saw. Utilizing the data and know-how from Big Blue Saw,

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we launched a new sheet cutting process with instant pricing for over 50 materials later in the quarter.

- On November 5, acquired FactoryFour. The cloud-based software will integrate seamlessly with the Xometry marketplace and Thomasnet.com platform, providing suppliers a one-stop view into all their orders.
- On December 9, acquired Thomas, a leader in product sourcing, supplier selection and digital marketing solutions. The acquisition of Thomas is expected to rapidly expand Xometry's buyer and seller bases, significantly enhancing Xometry's global digital marketplace for manufacturers. Xometry also expects to leverage Thomas' marketing and data services to deliver an unmatched suite of end-to-end services for sellers with additional fintech and digital marketing products.

Full Year Financial Highlights

- Total revenue for the full year 2021 was \$218.3 million an increase of 54% year-over-year.
- Excluding Thomas, Xometry revenue for the full year 2021 grew 52% year-over-year from \$141.4 million as of December 31, 2020 to \$214.2 million as of December 31, 2021.
- Total gross profit for the full year 2021 was \$57.1 million, an increase of 72% year-over-year. Gross profit margin improved to 26.2% for year ended December 31, 2021 from 23.5% for the year ended December 31, 2020.
- Excluding Thomas, Xometry's gross profit margin improved to 25.0% for the year ended December 31, 2021 from 23.5% for the year ended December 31, 2020.
- Net loss was \$61.4 million for the full year 2021, an increase of \$30.3 million year-over-year, and Adjusted EBITDA was negative \$39.8 million for the full year 2021, reflecting an increase of \$16.3 million year-over-year. Net loss for the full year 2021 includes \$7.4 million of stock-based compensation expense, \$5.7 million of transaction costs and \$2.2 million of expense for charitable contributions.

Full Year Business Highlights

- Xometry expanded our portfolio of fintech products for sellers including Instant Pay. These products help sellers improve their cash flow and more deeply engage with the marketplace.
- Completed punchout integrations with SAP Ariba and Coupa enabling customers to order from Xometry directly from their ERP systems.
- Successfully completed our Initial Public Offering (IPO) on June 30, 2021 raising \$325 million.
- Rapidly expanded in Europe including localized offerings in new countries.
- Revamped our supplies offering with a new ecommerce storefront.
- Xometry's Donor Advised Fund (DAF) embraced the Pledge 1% movement, committing to donate the pledged amount of our equity over time to support charitable organizations.

Financial Summary

(In thousands, except per share amounts)

For the Three Months Ended December 31,			For the Year Ended December 31,		
2021	2020	% Change	2021	2020	% Change

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	(unaudited)				(unaudited)			
Revenue	\$ 67,098	\$ 37,980	77	%	\$ 218,336	\$ 141,406	54	%
Gross profit	20,937	9,479	121	%	57,141	33,286	72	%
Net loss	(23,907)	(10,178)	135	%	(61,381)	(31,085)	97	%
EPS—basic and diluted	(0.53)	(1.34)	(60)	%	(2.33)	(5.32)	(56)	%
Adjusted EBITDA (Non-GAAP) ⁽¹⁾	(11,854)	(6,590)	80	%	(39,757)	(23,498)	69	%

(1) These non-GAAP financial measures, and reasons why we believe these non-GAAP financial measures are useful, are described below and reconciled to their most directly comparable GAAP measures in the accompanying tables.

Key Operating Metrics⁽²⁾:

	As of December 31,		
	2021	2020	% Change
Active Buyers ⁽³⁾	28,130	18,846	49 %
Percentage of Revenue from Existing Accounts ⁽³⁾	95 %	95 %	— %
Accounts with Last Twelve-Months Spend of at Least \$50,000 ⁽³⁾	701	389	80 %

(2) These key operating metrics are for Xometry (excluding any impacts from Thomas).

(3) Amounts shown for Active Buyers and Accounts with Last Twelve-Months Spend of at Least \$50,000 are as of December 31, 2021 and 2020, and Percentage of Revenue from Existing Accounts is presented for the quarters ended December 31, 2021 and 2020.

Subsequent to Fourth Quarter 2021

On February 4, 2022, the Company completed a private offering of \$250 million aggregate principal amount of 1.00% Convertible Senior Notes due 2027 (the “Initial Notes”). The Initial Notes were issued pursuant to an indenture, dated February 4, 2022 (the “Indenture”), between the Company and U.S. Bank Trust Company, National Association, as trustee.

On February 10, 2022, the Company issued an additional \$37.5 million aggregate principal amount of its 1.00% Convertible Senior Notes due 2027 (the “Additional Notes”) to the initial purchasers named in the purchase agreement. The issuance of the Additional Notes was pursuant to the initial purchasers’ exercise in full of their 13-day option to purchase Additional Notes granted in the original offering of \$250 million aggregate principal amount of 1.00% Convertible Senior Notes due 2027. The proceeds from the Initial Notes and the Additional Notes (collectively referred to as the “Notes”) are expected to

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be used for working capital and other general corporate purposes. The Company may also use a portion of the net proceeds for acquisitions of, or strategic investments in, complementary businesses, products, services, or technologies. However, the Company does not have agreements or commitments with respect to any such acquisition or strategic investment at this time. The Notes are general unsecured obligations of the Company and will mature on February 1, 2027, unless earlier converted, redeemed or repurchased. Interest on the Notes will accrue at a rate of 1.00% per year from February 4, 2022 and will be payable semiannually in arrears on February 1 and August 1 of each year, beginning on August 1, 2022. In connection with the Notes offering, the Company received net cash proceeds of approximately \$278.9 million, after deducting the initial purchasers discounts and commissions.

Financial Guidance and Outlook:

	Q1 2022		FY 2022	
	(in millions)			
	Low	High	Low	High
Revenue	\$ 81.0	\$ 82.0	\$ 390.0	\$ 400.0
Adjusted EBITDA	\$ (13.5)	\$ (12.5)	\$ (36.0)	\$ (32.0)

Conference Call

The Company will discuss its fourth quarter and full year 2021 financial results during a teleconference on 3/17/2022, at 5:00 PM ET/2:00 PM PT. The conference call can be accessed in the U.S. at 877-313-2061 or outside the U.S. at 470-495-9537 with the conference ID# 7397803. A live audio webcast of the call will also be available simultaneously at investors.xometry.com. Following completion of the call, a recorded replay of the teleconference will be available in the investor relations section of Xometry's website. The earnings webcast presentation will be archived within the Investor Relations section of Xometry's website.

Implementation Investments

CONTACT Software is technology partner of AI Marketplace for mid-sized companies

15 March 2022

The AI Marketplace makes it easier for small and medium-sized enterprises to implement AI applications. For this purpose, the platform connects them with AI providers and experts who offer the suitable solution portfolio. The marketplace's webshop, where AI applications and services can be traded, is based on CONTACT Elements.

Artificial intelligence (AI) offers great potential in product development. Manufacturing companies can use AI applications to deploy their development capacities more efficiently, shorten development times and reduce manufacturing costs. However, many small and medium-sized enterprises (SMEs) lack the experts to integrate AI applications into the product development process. Led by the Heinz Nixdorf Institute, the AI Marketplace offers an ecosystem that makes AI more accessible for SMEs.

The AI Marketplace is expanded step by step. The first stage is an intelligent matching process: based on the competence profiles of AI developers and experts, manufacturing companies find the solution providers that best meet their requirements. In the second expansion stage, the AI Marketplace includes a protected data space where companies can share development and test data. AI developers can use this

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information to train their applications and adapt them to the requirements of real-life applications.

The third expansion stage enables participants to trade applications and services directly on the AI Marketplace. For this purpose, a trading platform and webshop were implemented with CONTACT Elements. "Companies can purchase AI solutions directly and conclude contracts with the providers via an e-commerce system," explains Dr. Nicole Göckel, IoT Consultant at CONTACT and project manager at the AI Marketplace. A fourth expansion stage will add an AI toolkit that allows companies to build AI applications customized to their needs.

Among the 20 project partners are renowned industrial and consulting companies as well as research institutions. The AI Marketplace is funded by the German Federal Ministry for Economic Affairs and Climate Action (BMWK).

Foodex Group Opts for Infor as Part of Global IT Overhaul

14 March 2022

Infor, the industry cloud company, announced that Foodex Group, a Japanese food importer and distributor, has selected Infor CloudSuite Distribution Enterprise, a cloud ERP platform with prebuilt capabilities for food and beverage distributors. Foodex Group has chosen a "One Infor" approach, entrusting the vendor with the entire project through a mission of consulting, support and services delivered in SaaS mode throughout the project.

Foodex was created in Paris in 1992 by a team of gastronomy enthusiasts who wanted to share the treasures of Japanese cuisine with European consumers. Over the years, Foodex has expanded in Europe (notably between 2001 and 2019) by creating or acquiring distribution subsidiaries. At the same time, Foodex was acquired in 2010 by the Japanese group Takara Shuzô International, the leader and historical producer of saké in Japan, and opened a tasting and training space in Paris in 2015, the Atelier du Saké. Since 2018, Foodex has also expanded its export activities with deliveries throughout Europe, constantly growing and hiring new staff. The group's 350 employees now supply more than 10,000 customers with more than 2,500 references in line with market trends and needs: restaurants, grocery shops and agribusinesses specialising in Japanese, Asian and fusion food.

Adeline Colinet, Foodex's IT project director, says: "Having worked for years in a Microsoft environment, we had planned to remain consistent with our initial choices. However, meeting the Infor team and discovering a solution that is entirely dedicated to our business in terms of functionality, led us to reconsider our position."

Multi-site, multi-company, multi-currency and multi-lingual, Infor's CloudSuite, covers the main needs of large international food distributors as standard, from omnichannel sales and order management, through purchasing, inventory and supply management, financial management, and associated analytical reporting with the implementation of the Infor Birst BI module.

"The functional richness of the solution, its standard adaptation to our business specificities, its fully integrated approach within a single interface, as well as its advantages in terms of agility, scalability and speed of deployment, were particularly attractive to us," Colinet continues. "Deployed in a multi-tenant cloud environment — running on Amazon Web Services — will allow us to outsource our maintenance and upgrade processes to Infor's teams, allowing our users to focus on higher value-added tasks."

Selected Foodex key users, assisted by a team of Infor consultants, meticulously evaluated the solution in approximately 10 workshops that were organized during a 6-month evaluation period. Foodex management made a final decision for Infor CloudSuite Distribution Enterprise at the end of 2021. At the same time, Infor's management team has become the sponsor and guarantor of the success of the

project, by engaging three of its executive managers at the highest level. While a project team is being set up at Foodex, the solution is expected to be rolled out in two stages beginning in April 2022.

Frédéric Russo, Infor SVP for international sales, concludes: "The excellent collaboration between our teams and those of Foodex from the start of the project was a real factor in accelerating their decision to trust us. Our knowledge of the sector, our international multi-country and multi-site approach based on a single solution available on AWS in the multi-tenant cloud, as well as our ability to harmonise and implement processes for reporting results, subsidiary by subsidiary, in order to consolidate and optimise the budget development plan, all made the difference."

Global Beauty Company Shiseido to Implement Dassault Systèmes' Manufacturing Solutions Worldwide as Consumers Push for Skincare and Wellness

17 March 2022

Dassault Systèmes announced that Shiseido Company, Limited, a 150-year-old global beauty company operating in 120 countries, signed a multiyear licensing agreement to implement Dassault Systèmes' manufacturing operations management solutions across major Shiseido production sites globally. In response to consumer trends toward greater skincare and wellness during the COVID-19 pandemic, Shiseido aims to be able to establish more efficient production systems that resonate with consumers and drive brand loyalty.

Shiseido's implementation of Dassault Systèmes' "Perfect Production" industry solution experience, which leverages DELMIA Apriso applications and is based on the 3DEXPERIENCE platform, will support Shiseido's "Win 2023 and Beyond" business transformation growth strategy by enabling it to focus on improving factory productivity and reducing costs.

"Perfect Production" including DELMIA Apriso will enable Shiseido to unify and standardize its manufacturing operations management and best practices across major production sites such as ones in Japan, Europe, the U.S. and other countries. In a single collaborative virtual environment, Shiseido can improve end-to-end planning and optimize its operations. This will increase operational performance and productivity, profitability, and allow manufacturing issues to be resolved without affecting product quality. By improving production flexibility across multiple geographies, Shiseido will be able to accurately assign production resources, maintain product quality, and satisfy both global and local demand for its products.

"The pandemic has shown us that consumers are prioritizing their skincare and wellness routines. By 2030, we want to become a global leader as a personal beauty and wellness company helping people realize their unique beauty and wellness throughout their lives," said Atsunori Takano, Executive Officer, CITO, Shiseido. "We expect that Dassault Systèmes' leading position in the cosmetics sector and the value its technology can bring to our manufacturing will bolster our growth strategy."

"The consumer shift towards wellness is accelerating globally, and leading beauty players will need to deliver innovative new products to market faster than ever before," said Philippe Loeb, Vice President, Consumer Packaged Goods & Retail Industry, Dassault Systèmes. "The 3DEXPERIENCE platform provides global manufacturers like Shiseido with a real-time virtual manufacturing environment. This delivers the agility to do more with their existing factories and accelerate all aspects of manufacturing to expand their portfolio of personal beauty and wellness products for their customers."

Life is Better at Beach House Group as Centric PLM™ Speeds Time to Market

15 March 2022

Beach House Group, the brand accelerator company, has selected Centric Software®'s Product Lifecycle Management (PLM) solution. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Based out of El Segundo, CA, Beach House Group is self-described as brand incubators and white space hunters that seek out voids in the market. They create thoughtful products and bold strategies that deliver on the needs of today's consumer. The brands, like Béis Travel, Pattern Beauty, and Moon Oral Care, are represented by strong influencers. The company's expertise spans from brand and product development to design and procurement services.

Donna Moore, Vice President of Operations and Supply Chain explains, "We do soup to nuts. So, we start the brand, design and develop the product, work with co-manufacturers, manufacture the product, market it, and then distribute it. We're in most of the major retailers and each of the sites has their own, very strong, DTC business."

The company conducted a thorough search for a PLM solution. Moore says, "We really sought to go with best in class. We had a team of 10 selection committee members with different cross-functional team representatives from the brands. We evaluated the leading PLM software companies; went through product demos, talked to references. We scored each vendor based on specific criteria. In the end, Centric was the unanimous winner and the highest rated across all 10 selection team members."

The benefits Beach House expects from PLM are numerous. Moore says, "Our project goals are the elimination of manual duplicate efforts, reduction in data errors, to have a document repository for all of our regulatory/compliance documentation, ingredient lists, and 'no-no' list. We're looking forward to improved calendar and workflow management, automatic costing capabilities, and what-if margin analysis. We anticipate improvement of collaboration among the product development and cross-functional teams." She concludes, "With the ERP integration, we'll be able to just push the product information to ERP."

Chris Groves, President and CEO of Centric Software says, "This is an exciting partnership for us. Beach House Group is the type of innovative company that we love working with, and we are looking forward to seeing what they accomplish in the years to come."

Lincoln Harris Selects Honeywell Forge SaaS Solution To Help Lower Costs And Improve Occupant Experience

16 March 2022

Honeywell announced that Lincoln Harris, a full-service commercial real estate firm in North Carolina, has implemented Honeywell Forge enterprise performance management software-as-a-service to drive digital transformation.

Lincoln Harris first implemented Honeywell Forge at the SIX50 building at Legacy Union in Charlotte, N.C. Another Charlotte site developed and managed by the company at Legacy Union includes Honeywell's new global corporate headquarters at 855 South Mint Street. Lincoln Harris uses Honeywell Forge Predictive Maintenance at the sites to reduce operating costs and improve building resilience by analyzing and optimizing systems maintenance. The solution recommends early and

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proactive actions based on live and historical data to avoid costly, unnecessary changes and reduce unplanned, reactive work on their building systems. Proactive actions can help reduce energy usage from unnecessary maintenance visits, improving the overall environmental impact of the building.

"As a premium provider in real estate development and building management, we look to provide value-added services that optimize operating costs and enable our customers to thrive in their workplace," said Patrick Stark, vice president of sustainability at Lincoln Harris. "Honeywell Forge helps us to improve the occupant experience by better addressing maintenance issues while reducing costs and becoming more sustainable."

With a broad real estate portfolio stretching across multiple cities, Lincoln Harris can use Honeywell Forge as a scalable solution to pull thousands of building maintenance data points across multiple properties proactively into one dashboard and receive real-time analysis of building performance. Honeywell Forge Predictive Maintenance uses a proactive maintenance process of curated recommendations to improve how its assets are maintained.

"Lincoln Harris has embraced digital transformation and sees the value of having a system of record for each building to meet its operational efficiency and sustainability targets while growing its real estate portfolio," said Usman Shuja, vice president and general manager of Connected Buildings for Honeywell. "Insights from Honeywell Forge continue to help Lincoln Harris better manage its buildings while enabling the company to deliver a quality occupant experience, help lower operational costs and address maintenance problems before they become costly issues."

Honeywell Forge is a purpose-built SaaS solution on a native edge-to-cloud, data-driven architecture designed to accelerate digital transformation of operations.

Société Générale's GEFA BANK Taps DXC Technology in Journey to Public Cloud

17 March 2022

GEFA BANK, a leading financing partner for German SMEs and subsidiary of Société Générale, has selected DXC Technology for a ground-breaking digital transformation project. With the "G-Rocket" program, GEFA BANK and DXC Technology will migrate the bank's mission-critical applications and data from its existing data center to Microsoft's Azure cloud platform.

"By moving to the cloud, GEFA is modernizing its IT infrastructure and gaining a higher degree of flexibility and scalability," says Michael Quint, CIO of GEFA BANK. "Together with our partner DXC, we have developed a transformation program to prepare ourselves technologically, as well as organizationally, for the future of banking. DXC has implemented a flexible, end-to-end operating model based on the cloud compliance and security framework of our parent company."

In addition, DXC has put in place a training program with its partner Microsoft to prepare selected GEFA BANK experts for the future operation of the new cloud solution.

"DXC has many years of experience in the banking and capital markets industry. With cloud, the rate of transformation and innovation in this sector has accelerated exponentially," said Marc-Alexander Drews, Banking & Capital Markets Sales Executive at DXC. "Using our Cloud Right approach, we are not only supporting GEFA with their technology transition to the cloud, but also empowering their IT teams to realize its full potential."

With the move to the Azure cloud, GEFA BANK and DXC will systematically deploy the bank's application landscape to cloud-native services such as Azure Kubernetes Service (AKS). As a result of this containerization approach, GEFA BANK will reduce the time-to-market for new services and create

a modern development environment for innovative financial products.

"The G-Rocket program and the cloud migration of business-critical applications is a unique challenge. Based on our many years of positive collaboration, DXC is the right partner for this transformation," added Michael Quint.

Against this background, GEFA BANK and DXC have agreed to continue their cooperation until October 2027. The completion of the data center migration is planned for September 2022.

Spanish Environmental Services Company PreZero Selects DXC Technology to Reinvent Waste Recycling Business

16 March 2022

DXC Technology, a leading Fortune 500 global technology services provider, has been awarded a four-year contract by PreZero Group, a leading Spanish environmental services provider, which is part of Schwarz Group, Europe's largest retailer. DXC will help PreZero to transform its IT systems, enabling it to develop innovative approaches to waste recycling for over 15 million citizens across Spain and Portugal.

DXC will work with PreZero to build a modern digital platform to accelerate the development of innovative and sustainable waste recycling methods, helping them with their mission to protect the environment and create a sustainable value chain using an efficient, digitized, circular economy recycling system.

PreZero is the waste and recycling management expert for the Schwarz Group, the company behind Lidl, one of Europe's leading supermarket groups. Using a variety of environmental innovations, PreZero has a successful track record in converting waste into new products, directly contributing to the circular economy. For example, PreZero is one of the pioneers in using the larvae of black soldier flies to process food waste into high-protein animal feed. Elsewhere, PreZero is using AI-powered waste sorting technology and developing sustainable packaging solutions using plant fibers as an alternative to wood pulp in paper and cardboard packaging.

DXC will help PreZero to modernize and reconfigure the legacy IT estate that it inherited through the acquisition of Ferrovial's environmental business in Spain and Portugal. By moving its operations to the cloud and introducing the latest automation and security technologies, PreZero will benefit from improved business continuity, decreased risk and increased flexibility to support its growth. DXC will also support the PreZero's 17,000 employees with modern workplace services, helping to improve workforce productivity and collaboration.

"With DXC's decades of IT industry expertise, it is a trusted partner for us in our journey to the cloud and next chapter of growth," said Francisco Gimeno, Director of Digital Transformation at PreZero Spain. "We are counting on them to implement, advance and automate our IT estate and enable us to drive innovation in the waste management industry."

"We are delighted to be selected as the trusted technology partner for PreZero Spain and are excited to support their goal of building a more sustainable future," said Alfonso García Muriel, Business Director of DXC Technology Spain. "With this new agreement, we will build on our ten-year cooperation with PreZero Spain's predecessor, Ferrovial Services (Cespa). We have a deep understanding of the complexities of merging the IT infrastructures of two companies and we will work closely with PreZero to build a new, modern IT foundation that will support their ambitious business and environmental goals."

Speira Partners with Wipro for Scalable IT Solutions

14 March 2022

Wipro Limited, a leading global information technology, consulting and business process services company, announced that Speira, a leading global aluminium rolling and recycling company, has chosen Wipro as their technology partner.

Speira was formed in 2021 when Norsk Hydro Group entered into an agreement to sell its Rolling business to KPS Capital Partners. Speira operates seven manufacturing facilities and an R&D center across Germany and Norway. Over the next five years, Wipro will work to strengthen the technology infrastructure and cybersecurity requirements of Speira as it embarks on a journey guided by a three-pronged focus centered on sustainability, innovation, and new product development.

“Reliable security solutions are becoming increasingly important in today’s business environment. Wipro provides a secure environment for internal employees and plant workers that is scalable and equipped for growth,” said **Hans Petter Larsen CIO, Speira**.

“Wipro understands the importance of cloud security, particularly within the industrial sector, and has the perfect blend of expertise and experience to support the complex needs of one of the leading global aluminium manufacturers. Speira, operating globally, requires a fast-acting and reliable partner to both secure and expand its cloud capabilities within our five-year-long partnership. During this time, Wipro will develop solutions that solidify Speira’s cloud infrastructure and accelerate growth. This is the first step towards a broad strategic partnership between the two companies,” said **Vinay Firake, Senior Vice President & Managing Director – Nordics, Wipro Limited**.

Speira’s journey, supported by technology solutions from Wipro, builds on more than one century of aluminium rolling and recycling experience and technical expertise.

TCS Partners with WWF-Singapore to Launch Augmented Reality Tiger Trail Exhibition in Singapore

14 March 2022

Tata Consultancy Services (TCS) announced it is the Official Solutions Partner for World Wide Fund for Nature Singapore’s (WWF-Singapore) AR-mazing Tiger Trail, a highly visual and gamified exhibition aimed at driving awareness and action on tiger conservation and sustainability.

The WWF-Singapore’s AR-mazing Tiger Trail, which is open now till April 9, comprises 33 life-sized tiger sculptures exhibited across different parts of Singapore, including iconic spots such as Gardens by the Bay and Sentosa. These sculptures are designed by more than 60 local and international artists, and seek to educate visitors about the debilitating impact on the tiger population in Asia caused by events such as climate change, poaching and deforestation.

Besides the physical exhibits, visitors can also experience a digital version of the trail by scanning a ‘QR’ code at the base of the sculptures. Powered by TCS, the digital trail is co-designed with WWF-Singapore and provides users with an Augmented Reality (AR) view of the tigers and their dwindling natural habitats, thereby amplifying the messages on nature and biodiversity.

R Raghunathan, Chief Executive Officer, WWF-Singapore, said: *“WWF-Singapore’s AR-mazing Tiger Trail was curated as a fun and creative way to ignite discussions and encourage education around the vital issues facing the wild tiger population today. We are delighted to work with TCS to create a digital version of the trail that is not only complementary of the physical trail, but will also allow visitors in Singapore and around the world to enjoy a more in-depth experience that is both interactive*

and informative.

I believe this will in turn make the global community more aware of the plight of tigers and enable more individuals to contribute to the cause of tiger conservation and protecting their habitats. Each one of us can make a difference.”

“TCS is proud to be the Official Solutions Partner of the WWF-Singapore’s AR-mazing Tiger Trail, especially as we have just welcomed the Lunar Year of this iconic animal. We are committed to creating a better and more sustainable future for the world through our knowledge and expertise in digital technology, and through this meaningful collaboration with WWF-Singapore, we are glad to play our part in helping WWF-Singapore realise its vision of having people live in harmony with nature,” said **Ameet Nivsarkar, Country Head, TCS Singapore.**

Michele Lemmens, Head of Business Sustainability and CTO, TCS Asia-Pacific, said: *“TCS believes in creating meaningful futures for all through relationships that endure, and our partnership with WWF-Singapore builds on the belief that when we combine our know-how and innovation mindset for the right causes, we can create impact and achieve amazing things together.”*

The University of Texas at Austin Looks to Oracle Cloud to Revamp Financial Aid Processes

14 March 2022

The University of Texas at Austin has selected Oracle Student Financial Planning (SFP) to make it easier for students to apply for and receive financial aid. Part of Oracle Student Cloud, the solution helps applicants navigate the process with step-by-step guidance and provides a personalized view of funding options to best inform borrowing decisions. It also gives administrators real-time eligibility insights to guide students and improve application completion rates.

“As an institution founded to advance the public good, UT Austin is deeply committed to making higher education accessible to all students who are academically qualified, regardless of their financial means to support social mobility,” said Brian Dixon, vice provost of enrollment management, UT Austin. *“Working alongside Oracle, we are committed to delivering an exceptional financial aid experience to our students and prospects throughout their academic journey.”*

Established in 1883, UT Austin is one of the nation’s top universities. The campus is home to approximately 50,000 students – 32,000 of whom are financial aid recipients. Currently, UT Austin uses a homegrown financial aid system to process and disburse student aid. In light of federally-mandated changes to financial aid processes and upcoming institutional initiatives, the university sought a new solution to streamline the aid experience for students and administrators. After a competitive review, UT Austin opted for Oracle Student Financial Planning due to its proven market success.

By automating approximately 90% of financial aid processes from beginning to end, Student Financial Planning will help UT Austin smooth and improve the entire financial aid process. This includes determining eligibility, packaging, and awarding aid, through to disbursements and reporting. Not only will this support students to more easily get the right financial aid for their needs, but will free administrators from manual tasks so they can rededicate time to more individualized student support.

“Financial aid is integral to attracting and retaining students, and equipping them with the resources necessary to realize their personal, professional, and academic goals,” said Vivian Wong, group vice president, higher education development, Oracle. *“UT Austin is dedicated to its core purpose—to transform lives for the benefit of society—and Oracle Student Financial Planning will be a key asset in contributing to that purpose.”*

Vivobarefoot Selects Centric PLM™ to Power its Regenerative Footwear Offering

17 March 2022

Vivobarefoot, the UK-based footwear developer and retailer, has selected Centric Software's Product Lifecycle Management (PLM) solution. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Founded in 2012 by two seventh-generation cobblers, Galahad and Asher Clark, Vivobarefoot is based on one simple insight – barefoot footwear is sustainable footwear. With an aspirational vision to reconnect people with nature, Vivobarefoot aims to go beyond sustainability and create truly regenerative footwear. “We’ve basically designed our footwear around the human foot and in our view, our products are the ultimate accessory for walking and running around the planet,” says Mark Bickell, Head of Technology at Vivobarefoot.

Vivobarefoot had impressive earnings of nearly £35 million in 2021, is forecasting £50 million in 2022, and has plans to achieve 20% average annual revenue growth. Nearly 85% of sales are through e-commerce channels. Vivobarefoot also has a flagship store in Covent Garden, franchise stores throughout Europe, and sells to distributors and wholesalers. Vivobarefoot is a B Corporation(™) Certified business for good, using the power of business to build a more inclusive and sustainable economy.

Bickell says lofty growth objectives and an intensive product recategorization process were the primary reasons behind their search for a Product Lifecycle Management (PLM) solution.

“I’ve been with the business for two years now and ever since I joined the company, there’s been a desire to get a PLM system in place,” states Bickell. “It became fairly clear to me, that you can’t grow a business to £50 million and beyond using Excel for your PLM. I don’t think the recategorization in the business could be successful without a full functioning PLM system.”

Bickell led a steering group through an intensive PLM vendor selection process. They chose Centric Software as a partner based on Centric’s track record of customer success, collaborative process, and out-of-the-box functionality. “We felt like Centric offered the best value proposition for the business,” says Bickell. “Some members of our steering group had worked with Centric in the past and we knew we’d be in good hands.”

Product, sourcing, and design teams will be the first users in phase one of the PLM deployment, with usage expanding to factories in phase two. Vivobarefoot expects to see massive time-savings across the organization with Centric PLM. “On an annual basis, we estimate time-savings of 30 days for our development team, 12 days for merchandizing, 10 days for our product teams, and 8 days for operations,” details Bickell.

Vivobarefoot experienced an explosion in their online sales at the beginning of the pandemic. “We are constantly looking for ways to improve the consumer journey and align in-store and e-commerce experiences,” says Bickell. “This is one of our biggest challenges, and we want to harness the power of Centric PLM to keep up with consumer demands.”

Centric PLM will also bolster their sustainability efforts. “We’ve got ambitions within the product side to make our footwear as sustainable as possible,” says Bickell. “I see a lot of potential development and options using PLM to achieve new levels of visibility and awareness across our value chain.”

“We are thrilled that Vivobarefoot has chosen Centric as a partner in their digital transformation

journey,” says Chris Groves, President and CEO of Centric Software. “We look forward to working with them to develop innovative, high-quality sustainable footwear and meet consumer demands.”

Product News

BIMsmith and Construction Specialties Partner to Provide BIM Tools for Building Professionals

15 March 2022

BIMsmith, the leading building product research platform for building professionals, and Construction Specialties, a leading manufacturer of wall protection, wall covering, handrails, crash rails, and corner guards, have partnered to provide a new suite of Building Information Modeling (BIM) resources to the architecture and design community.

The partnership involves the creation of digital product models for Construction Specialties. The new digital assets are custom-built to operate within Autodesk Revit, the leading BIM software platform. Representing key physical and performance data, the new models are pivotal to equipping architects, interior designers, engineers, and other professionals to design with products by Construction Specialties in their BIM projects.

As a result of the partnership, the Construction Specialties BIM Library is also now available to architects and designers worldwide on BIMsmith Market, the leading platform for building professionals to perform product research.

“For over 70 years, Construction Specialties has delivered products and services that make buildings better,” said Karen Narlis, Sales Operations Manager at Construction Specialties. “Our partnership with BIMsmith is just another way we can support building professionals, and we couldn’t be more excited.”

“Construction Specialties has a storied history of providing durable, long-lasting products to improve building solutions and benefit communities,” said Benjamin Glunz, CEO of BIMsmith. “As a major leader in architectural and engineered products, we are pleased to welcome them to the BIMsmith platform.”

Daily Task Planning Tool Empowers Mobile Construction Crews and Optimizes Work

10 March 2022

HammerTech, the Compliance, Risk and Safety software platform for construction, announces the release of a new mobile Pre Task Planner solution. The innovative mobile solution coaches crews through effective task planning for higher jobsite production, less re-work costs and improved hazard control to lower injuries and incidents—protecting insurance premiums.

The ongoing pursuit of higher production and margin protection while balancing growth is a top common construction industry goal.

The challenge is doing this while keeping teams safe and *without* adding processes and complexity.

HammerTech recognized there was the need for a field solution to connect daily plans with existing safety processes and trade partners—all in one place. HammerTech’s Control Tower technology makes field processes more valuable and shares real-time insights across organizations to lower injury and incident risk while improving productivity, the accuracy of cost and schedule forecasts, and ultimately improving profitability.

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Designed specifically for the North American construction market, the Pre Task Planner empowers crews with a simplified daily task planner that uses customizable templates and mobile access to Job Hazard Analysis, permits and equipment to improve coordination. Hazard control suggestions facilitate conversations and help supervisors get buy-in to the works plan to reduce incidents and potential claims by up to 35%.

“The release of the recent PTP module was a perfect fit for the HammerTech Compliance, Risk and Safety platform”, said Ron Babich, CRO of HammerTech.

“The ability for jobsites to collaborate around pre-task plans while connecting construction teams on a single platform avoid the pitfalls of point solutions while empowering the industry to leverage integrated Pre Task Planner insights across teams like project management and finance and tech stacks.”

Utilized by ENR Top 20 firms, the Pre Task Planner optimizes work plans and improves quality to reduce re-work costs. The key is to harness the expertise of trade partners who know their craft and work methods better than anyone else. Through flexible templates, task lists and virtual work zones, craft contribute to work plans stepping through the exact work method, materials required and location-specific considerations which improves production rates by up to 16%.

“HammerTech’s Pre Task Planner empowers trades with mobile jobsite information at their fingertips, including JHAs and permits. Mobile PTP's will improve conversations about hazard reduction and optimize work methods. Plus, we see conversations happening as frequently as we need them to. We expect to reduce injury risk significantly and improve productivity,” said Tim Hill, GSP, EHS Director, CRB Group.

HammerTech has worked closely with customers to understand and increase the value of their existing compliance, risk and safety processes. Taking the lessons from the field along with white-glove implementation, attention to customer success, and a highly customizable platform has created powerful synergy between technology and construction project stakeholders.

The result is better CRS transparency across every project and a foundation for continuous improvement that ultimately improves productivity and profits for HammerTech customers.

EON Reality Releases New Updates to EON-XR and EON Merged XR

10 March 2022

EON Reality, the international leader in Augmented and Virtual Reality-based knowledge and skills transfer for industry and education, announces a brand new update to two of its most-used flagship solutions, EON-XR and EON Merged XR. This release includes updates for iOS, Android, Windows and macOS.

One of the first major updates is that you can now browse, preview and import free Sketchfab models directly in the mobile app. This means that using 3D models and environments is now more seamless than ever before. Combined with faster browsing of experiences both on the web and in the apps, using EON-XR has never been smoother or easier.

We’ve also added some new UX features for a more intuitive experience, like the “Home” button resetting the default camera view on mobile and a new take on our tooltips. Additionally, we’ve implemented some new shortcut keys, and users can now preview the “Play” mode while editing their experience. 3D assessments now support single-mesh objects as well.

But perhaps the biggest additions come to EON Merged XR, which gets a complete facelift with the new update. Take a look at the video above to see the improvements, or continue reading below for a quick

written description.

Merged XR users will immediately notice that the application now launches in AR mode, where they can now interact with multiple 3D assets at once. From there, you'll see several new features, like six improved knowledge portals (3D Asset, Text, Images, Videos, PDFs, and Audio), four assessment portals (Quiz, Identify, Locate and 3D Assessment), major screen recording upgrades and more options both for creating and partaking in experiences. There are all new speech-to-text and text-to-speech features with better translation options and search functionality.

Speaking of searching, you'll be able to use AI to search for similar images and information based on an existing object within an experience. 3D recording also got a boost to feature full avatars rather than a floating laser pointer — although we'll have an additional update on avatars in the coming days.

Finally, the EON Marketplace will soon make its return to Merged XR, where users will be able to share and sell their created experiences for a price of their choosing. When a user completes an experience, they'll see the option to launch straight into the next option in a series and/or related content, meaning that creators can now publish entire sets of experiences to be enjoyed one after another instead of simply standalone options.

As for EON Spatial Meeting users, you'll find some new and improved localization options, and a whole lot more to come in the near future. As always, the new update also features a variety of bug fixes and small user-requested improvements. The latest version is live now, so stay tuned for the next big reveal.

Essig PLM Announces Launch of ProductCenter Nexa

15 March 2022

Essig PLM, a pioneer in the development and implementation of product lifecycle management software solutions, today announced the availability of its ProductCenter Nexa PLM application. ProductCenter Nexa delivers a CAD agnostic solution approach for product development that enables companies to manage complex products and processes by connecting resources and information.

With the addition of ProductCenter Nexa to its offering, Essig PLM leverages its extensive industry knowledge and delivers a reliable and scalable solution to facilitate the digital transformation initiatives of manufacturers worldwide. ProductCenter Nexa is a practical, cost-effective PLM solution with flexible license models that supports SMBs and global, multi-site organizations.

“We are very excited and proud to announce the release of ProductCenter Nexa. Our team has worked extremely hard,” said Joe Daly, CEO of Essig PLM. “We are committed to delivering software and service solutions that help companies manage and improve the design through manufacturing process. For small shops looking to gain control of product data and for manufacturers looking to implement PLM, ProductCenter Nexa is the answer.”

ProductCenter Nexa is easy to install, configure and use with out-of-the box features and capabilities that include:

- Document management
- Multi-CAD data management
- Configuration and BOM management
- Process management and automation
- Collaborative product development
- Bill of Information approach

KloudPLM Launches Industry's Most Comprehensive Product Lifecycle Management Platform

1 March 2022

KloudPLM announces the launch of its Cloud-First, PLM platform built on Salesforce.com, which allows organizations to streamline and automate their entire product development cycle.

KloudPLM is the industry's most modern, SaaS, Cloud First PLM, and a generation ahead of older, legacy PLM solutions. KloudPLM has the following unique differentiators:

Cloud-First – KloudPLM was built on the industry's #1 Cloud Platform, Salesforce. This has been trusted by over 150,000 customers globally and gives our customers infinite flexibility, scalability, reliability and security

- **Modular** – Customers can start with one module and adopt other modules as your business expands, broadens
- **Digital, Agile** – KloudPLM fully is a critical enabler for your Agile, Digital Transformation strategies
- **Configurable** – KloudPLM has pre-configured templates that can be further configured to meet your business process and goals
- **Rich Analytics** – KloudPLM provides comprehensive Reports, Dashboard, and KPIs (Key Performance Indicators) for you to manage your business pro-actively
- **Secure** – Salesforce platform has been trusted by leading Fortune 500 companies, Governments, Defense Departments globally and meets the highest security standards (like SOC2, GDPR, CCPA)
- **Cost-Effective** – Unlike proprietary, legacy products that involve expensive hardware, software, and professional services, KloudPLM is remarkably simple to install, use and manage.

“We are thrilled to team with Salesforce to deliver one of the most comprehensive Product Lifecycle Management solutions that combine Discrete, Process Manufacturing; Rich Analytics; Customer/Supplier Collaboration; Quality Management and Compliance. KloudPLM offers a fantastic solution that helps you to create the products of tomorrow,” Siddhartha Sudhir, Head, KloudPLM.

KloudPLM provides a Single, Secure Solution to Connect People, Systems, and Processes to help Organizations deliver Product Success. Achieve Speed, Security, and Flexibility through the entire Value Chain with KloudPLM

LiteBox3D 2022.1 Release Supports Two Major ISO Standards for 3D Data

18 March 2022

TECHNIA, the #1 knowledge leaders in PLM and Engineering, announced today the release of LiteBox3D version 2, which now supports the two major ISO standards for 3D engineering data: JT and STEP.

JT (Jupiter Tessellation) and STEP (Standard for the Exchange of Product Model Data) are categorized under the standards ISO 14306 & ISO 10303, respectively. With Lite3D, TECHNIA are establishing 3D as a fast and efficient, common corporate language, by providing all users easy access to complete 3D data – with the right quality and content.

This technology supports the MBE (Model-Based Enterprise) approach which replaces drawings with a

CIMdata PLM Industry Summary

single 3D model containing all relevant engineering and manufacturing details. This approach sets out to enhance productivity, reduce development risk, improve quality, and enhance collaboration.

LiteBox3D version 2 is released as part of the Lite3D product portfolio 2022.1 and is free for commercial and personal use.

“We continue to enhance the Lite3D product portfolio with strong focus on our customers. The support of STEP is the perfect complement to our existing solution and is a great fit with the 3DEXPERIENCE platform.”

Marcus Larsson

Director Software & Global Services | TECHNIA

“STEP AP242 is gaining popularity and companies are expressing increasing interest in the format. To meet the demand, we’ve initiated the development of our own ISO based STEP toolkit. We are proud to announce LiteBox3D as the first free viewer on the market supporting both industry standards.”

Arnd Feye

Department Manager Software R&D | TECHNIA

MachineWorks Ltd announces the release of MachineWorks 8.4

18 March 2022

MachineWorks Ltd, a leading supplier of software components to the engineering industry, is pleased to announce the release of MachineWorks 8.4.

Headline enhancements include:

- Computation of safe holder profiles
- Multiple simultaneous holder and tool collision checks
- Improved simulation performance through collision check buffering
- Extensions to design part comparison Render Query
- Enhanced analysis of intersect solids for bending simulation
- New sectioned stock view
- Application-defined swept volumes

Computation of safe holder profiles

Using this new method applications can determine the maximum safe profile which can be used to machine a particular toolpath without collisions. The resulting holder profile can then be compared with available holders in a tool library allowing the end-user to choose a holder they know will not cause collisions during the cutting process.

Multiple simultaneous holder and tool collision checks

A new function has been added to compute multiple simultaneous collision checks between tools and holders and/or stocks and fixtures, allowing fast determination of safe access limits with a particular holder or combination.

The function is internally multi-threaded to provide excellent performance for toolpath generation and optimisation algorithms, along with rapid path evaluation for CMM and Metrology inspection plans.

Improved simulation performance through collision check buffering

This new option allows computation of collision checking to be deferred until required by the host

application, greatly speeding up tool and holder collision checks in cases where no material is being removed.

As well as improving performance when used as part of an offline toolpath or verification engine, this option also significantly improves performance for CMM and Metrology inspection applications.

Extensions to design part comparison analysis

The MachineWorks Render Query APIs have been significantly extended, particularly with respect to analysing design part or target part comparison results.

The Render Query APIs provide an optimised mechanism to decouple the graphical simulation from the geometric simulation, allowing tight integration of MachineWorks to external graphics environments or use in distributed deployments such as public and private clouds.

- Cut numbers are now available in render query updates
- New APIs allow the Render Query analysis mesh to be serialised to disk.
- New filters are provided to specify which triangles are delivered by the Render Query update – for example triangles representing rest-material only
- A new API to provide direct export of analysis mesh distance information has been provided. This facilitates, for example, creation of polycurves representing boundaries between different material depths.

Enhanced analysis of intersect solids for bending simulation

New API functions have been added to split and recombine the solids of intersection created between the in-process stock and swept-volume during a cutting operation. This has particular relevance to determining clash-free tools for complex sheet metal bending operations.

New sectioned stock view

A new method of rendering sectioned views for turning simulations has been added that greatly improves performance.

Application-defined swept volumes

Although MachineWorks already supports generation of swept volumes for a very wide range of machining operations, there are cases where a client application may wish to generate and use their own. In MachineWorks 8.4 a new API has been added to directly support use of custom swept-volumes between static and dynamic solids for both material removal and collision detection, including in environments with forward kinematics where both stock and machine parts are moving.

This allows the unique polygonal-BREP Boolean engine at the heart of MachineWorks' and Polygonica to 'take over' when the geometric complexity of an in-process stock becomes too great for general-purpose CAD BREP engines to continue the simulation in a stable and performant manner. It also opens the door to innovative new uses of the MachineWorks engine beyond those that have been considered so far, including allowing end-users the flexibility to define swept volumes to support their own specific operations.

MathWorks Introduces Release 2022a of MATLAB and Simulink

15 March 2022

MathWorks introduced Release 2022a of the MATLAB and Simulink product families. Release 2022a (R2022a) offers hundreds of new and updated features and functions in MATLAB[®] and Simulink[®],

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along with five new products and 11 major updates. New capabilities in MATLAB include new apps and App Designer functions, graphics enhancements, and the ability to customize Live Editor tasks. Simulink updates enable users to streamline masking workflows with a new mask editor and accelerate simulation using a model reference local solver.

R2022a also introduces new products supporting wireless and industrial communications, as well as automated driving:

- **Bluetooth® Toolbox**

MathWorks Bluetooth® Toolbox provides standard-based tools to design, simulate, and verify Bluetooth communications systems. It supports test waveform generation, golden reference verification, and Bluetooth network modeling.

- **DSP HDL Toolbox**

DSP HDL Toolbox™ provides pre-verified, hardware-ready Simulink blocks and subsystems for developing signal processing applications such as wireless, radar, audio, and sensor processing. It includes templates for interfacing MATLAB and Simulink as well as reference examples.

- **Industrial Communication Toolbox**

Industrial Communication Toolbox™ provides access to live and historical industrial plant data directly from MATLAB and Simulink. Users can read, write, and log OPC Unified Architecture (UA) data from devices such as distributed control systems, supervisory control and data acquisition systems, and programmable logic controllers.

- **Wireless Testbench**

Wireless Testbench™ provides reference applications that are ready to run on off-the-shelf software-defined radio (SDR) hardware such as USRP™ using over-the-air signals for high-speed data transmit, capture, and spectrum monitoring.

- **RoadRunner Scenario**

RoadRunner Scenario™ is an interactive editor that lets you design scenarios for simulating and testing automated driving systems. Place vehicles and paths, define logic, and parameterize scenarios, then simulate the scenarios in the editor. Users can choose from built-in vehicle actors or design their own using MATLAB and Simulink, or CARLA.

In addition to the new products, R2022a includes major updates to MATLAB Compiler SDK, MATLAB Production Server, Robotics System Toolbox, Simulink Real-Time, and other products in the areas of signal processing, computational finance, and verification, validation and test. R2022a is available immediately worldwide.

Release Announcement of Drawing Validator Ver.2.3.4

14 March 2022

Elysium has released Drawing Validator Ver.2.3.4.

Key Enhancement

Changed support of CAD versions

CAD	Versions added in Ver.2.3.4	Supported Versions
Creo Parametric	8.0	3.0 – 8.0

NX	1980 Series	12 – 1980 Series
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Revit Issues Add-in – March 2022

14 March 2022

On March 14, 2022 Autodesk published a blog post about the newest updates to Autodesk Revit Issues Add-in. The new Overview panel provides a summary of issues and results from Model Coordination. To learn more read the full post on the Autodesk BIM 360 Release Notes blog.

<https://blogs.autodesk.com/bim360-release-notes/2022/03/14/revit-issues-add-in-march-2022/>

Rohde changes solution provider for digital product catalogs & now relies on 3D CAD models powered by CADENAS

18 March 2022

Free 3D CAD models of industrial and function handles facilitate design engineering

Rohde AG is now represented with a 3D CAD product catalog on the CADENAS download portals www.3DfindIT.com and www.PARTcommunity.com. Rohde's industrial and function handles for a wide range of applications can be downloaded free of charge in over 150 native and neutral CAD formats. The 3D CAD models and 3D PDFs are also available for download on www.rohde-technics.com in the product description section ("3D CAD" button).

"We liked the grouped presentation of our products in the search results on PARTcommunity and 3DfindIT.com right away," said a Rohde AG representative. The integration with many of the most popular CAD design solutions are a plus. "Our 250 handle series with about 4000 variants are thus always ready-to-use for engineers," says Rohde AG. "At Rohde, the production of handles and surface treatment takes place completely in-house, so an all-round solution for 3D data is a good match for us," they continue.

CADENAS solution scores with search functions & fast loading times

The CADENAS solution also scores in terms of product visibility: Eight helpful search functions for accurate results are available to the users of [3DfindIT.com](http://www.3DfindIT.com) and [PARTcommunity.com](http://www.PARTcommunity.com), so that Rohde's industrial handles can be found quickly online. Engineers thus save time during design activities thanks to the intelligent search and fast loading times of the 3D CAD models.

Scalable solution enables successive expansion of the portfolio

"CAD data is particularly helpful at the design stage of a system, especially with our products for automation technology, such as the function handles and switch housings. These innovative products should ultimately fit perfectly into the constructions of our customers. Here we offer standard products as well as application-specific solutions." Rohde's function handles are versatile helpers in automation processes. Depending on the model, they are equipped with various functional elements, e.g. finger scanner, digital display, emergency stop function and much more. Special designs are also possible.

The scalable 3D CAD product catalog by CADENAS gives Rohde a future-proof basis that can be successively expanded with important meta information and functions and thus adapted to the needs of customers. It is very easy to subsequently enrich the function handles with the associated CAE data such as key and connector information, for example.

Siemens' Analog FastSPICE certified for UMC's 28nm HPC^{U+} process technology

16 March 2022

Siemens Digital Industries Software today announced that its Analog FastSPICE (AFS) platform is now certified for United Microelectronics Corporation's (UMC) 28nm high-performance, low-power process technology. With this certification, customers using Siemens' AFS platform can now leverage the performance enhancement and power efficiency of UMC's proven 28HPC^{U+} process for their next-generation analog/mixed-signal designs.

"We continue to have a strong collaboration with UMC to provide comprehensive support for UMC's process technologies for our mutual customers," said Ravi Subramanian, senior vice president and general manager of IC Verification Solutions, Siemens Digital Industries Software. "Our Analog FastSPICE simulation technology complements UMC's 28HPC^{U+} processes by providing our mutual customers with a highly accurate, high-performance verification solution. We look forward to our continued partnership with UMC for a wide range of technology nodes."

Siemens' Analog FastSPICE platform provides leading-edge circuit verification for nanometer analog, radio frequency (RF), mixed-signal, memory and custom digital circuits. It delivers a unified platform with mixed-signal and variation-aware verification capabilities that have superior accuracy, performance, capacity and functionality.

"Verification using Siemens' AFS platform on UMC's production-ready 28HPC^{U+} process technology reduces the time for proof of analog, improves verification accuracy and accelerates the design process for our shared customers," said David Chen, senior division director of Technology Development at UMC. "We look forward to continuing our collaboration with Siemens to provide more design and verification tools for a variety of high-growth markets and applications."

UMC's 28HPC^{U+} platform offers a good balance between cost considerations and chip performance, and is well-suited for a range of applications requiring high-speed and low-power consumption, including integrated circuits (ICs) for Wi-Fi, digital TV and flash controllers applications. Compared to the company's 28nm technology, the high-performance, low-power 28HPC^{U+} platform can offer up to a 15 percent boost in performance.

Synopsys Streamlines Optical Product Development with New Interoperability Between CODE V and LightTools

14 March 2022

Synopsys, Inc. announced the availability of new and improved interoperability features between CODE V® and LightTools®, which enable designers to easily simulate optical systems that contain imaging and non-imaging components, thereby reducing product development time. Designers are able to leverage the industry-leading design, optimization and tolerancing capabilities of CODE V and LightTools to develop a broad range of optical systems with unparalleled speed and accuracy, from augmented reality headsets and head-up displays to smartphone optics and electro-optical imaging systems.

In the iterative design environment, CODE V surface-based models are automatically converted to solid models in LightTools for high-fidelity optical product simulations. Design updates are seamlessly maintained between the products, including all optical properties, receivers and sources. JOYA Team, an optical systems design and engineering firm, has used CODE V and LightTools to design augmented reality systems and tried an early version of the new interoperability between the products.

CIMdata PLM Industry Summary

"CODE V and LightTools each bring enormous value to optical system design, but the improved communication between them in this major software upgrade is a complete game changer," said Olga Resnik, co-founder of JOYA Team. "Design tasks have been simplified. The time required to optimize imaging and non-imaging aspects has been dramatically reduced. The software solutions from Synopsys enable our team to continue delivering next-generation optical innovations to the market."

Designers can also take advantage of advanced new modeling features in both products. For example, surface-based modeling in LightTools allows CAD geometries to be instantly ray traced as free-standing surfaces and as parts of solid geometry for more efficient, flexible optical system simulations. In CODE V and LightTools, improvements to diffractive surfaces and volume holographic optical elements support the development of holographic surfaces for head-up displays and AR/VR headsets. Automatic adjustments in CODE V to material indices for varying temperature and pressure conditions support advanced modeling of aerospace and defense systems.

Optical systems can be virtually prototyped with ultimate physical realism using the LightTools SmartStart Library, which provides an extensive database of measured material and optical property data. With the help of SmartStart Library assets, designers are able to make quick decisions about which materials to use in their optical systems to optimize product performance and realize cost savings.

"CODE V and LightTools are unique in the optical software industry, with intelligent modeling tools, optimization AI and fast, accurate tolerancing to reduce manufacturing costs," said Stuart David, vice president of Synopsys Optical Solutions. "Designers trust Synopsys optical solutions to handle the most challenging system requirements and help them deliver the best designs possible. The combination of CODE V and LightTools in an iterative design environment gives optical engineers tremendous power to innovate new systems and realize vast productivity gains."

The new Polarion Connector for Simulink® (Public Beta 2) is now available for download

10 March 2022

In a blog post published on March 10, 2022, Adrian Whitfield announces that the Polarion Connector for Simulink Public Beta 2 is available for download. Changes have been made to the UX- including rich text support, new automation options for clean-up, and new methods for linking projects. To read the full story visit the Siemens Blog. <https://blogs.sw.siemens.com/polarion/the-new-polarion-connector-for-simulink-public-beta-2-is-now-available-for-download/>

Vectorworks, Inc. Announces Release of Unity-based 3D Model Viewing Technology for Web and Mobile with Version 2022 Service Pack 3

16 March 2022

Global design and BIM software provider Vectorworks, Inc. has released its third service pack for the Vectorworks 2022 product line focused on improvements to Vectorworks Cloud Services for all design customers. Other highlights include new storage integrations with Vectorworks Cloud, updates to Datasmith file exchange for a direct link to Twinmotion and support for .glTF within the MVR export from Vectorworks Spotlight.

Significant Re-Engineering Gives Vectorworks Users a Better Experience on Cloud and Mobile Platforms

Key enhancements to Vectorworks Cloud Services include a new storage integration with OneDrive,

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improved integrations with Google Drive and a direct connection of the Nomad mobile app to the iOS Files App. Customers can access and process files directly from their preferred cloud storage solution, making it easier to work with existing file structures and saving time. Additionally, region-specific cloud storage will improve Cloud sync speeds and file upload and download speeds.

Customers will now also be able to use Redshift render styles when processing renderings of their files in the Vectorworks Cloud. Designers can take advantage of the latest LiDAR technology available with iOS devices when scanning and producing point clouds within their mobile devices.

“Implementing the Unity game engine as a platform for AR, 3D and web viewing of 3D models enables us to deliver a faster, more robust experience for anyone viewing and navigating 3D designs of any size on the web and through our mobile app, Nomad,” said Vectorworks Director of Product Technology Dave Donley. “We’re excited to bring these innovative updates to our users, providing them with amazing performance boosts for large, complex design models for better presentations and interactive experiences.”

Save More Time with The Twinmotion Direct Link in Vectorworks

In Vectorworks 2022 Service Pack 3 the process of synchronizing a 3D model between Vectorworks and Twinmotion is simplified using the Datasmith Direct Link tool. The new Auto Sync option immediately sends changes made to the 3D model in Vectorworks to Twinmotion, eliminating the export/import process. In addition to Auto Sync with Twinmotion, the Datasmith export now supports data and light information to be accessible in Unreal Engine editor for more data-rich and detailed models.

Stay On the Cutting Edge of Entertainment Project Workflows with .glTF Support

An update to the MVR workflow in Vectorworks Spotlight and Vision includes using the newest .glTF/.glb file format to both utilize the most up-to-date technology and to meet the latest DIN Spec 15800:2022 standards. This modernization will also broaden the adoption of the MVR file format for a wider opportunity for collaboration and easy project information exchange.

Service Pack 3 also includes several workflow enhancements for ConnectCAD, additional quality fixes for Vectorworks Spotlight and support for PosiStageNet (PSN) in Vision. All quality fixes are detailed in the tech bulletin.

This Service Pack is available as a downloadable update for all U.S. English-based versions of Vectorworks 2022, including Vectorworks Architect, Landmark, Spotlight, Fundamentals, Braceworks, ConnectCAD and Vision. To install, select “Check for Updates” from the Vectorworks menu (Mac) or Help menu (Windows).

What’s New in RapidAuthor 14.0.1

14 March 2022

On the Siemens Teamcenter blog Trish Laedtke outlines the RapidAuthor 14.0.1 for Teamcenter update. There are new parametric objects in the gallery, the 2D Image Editor has a new pen tool for creating curves, and styles have been updated and placed into four groups. To read all of the updates please go to the Siemens blog post. <https://blogs.sw.siemens.com/teamcenter/new-in-rapid-author/>