

## Contents

CIMdata News.....	4
Autodesk University 2023: Forging Ahead - a CIMdata Commentary.....	4
CIMdata Announces the Availability of its Annual PLM Status & Trends Survey.....	7
CIMdata’s Chairman, John MacKrell, to Present at Shipbuilding & Lifecycle Technology 4.08	
Synopsys Takes a Big Leap in the EDA Solutions Segment with Ansys Acquisition – a CIMdata Highlight .....	9
Acquisitions.....	10
ABB acquires R&D engineering company to further advance AI and software-driven automation .....	10
Accenture Expands Capabilities for Private Equity Clients with Acquisition of Impendi .....	10
Gamma Technologies Unveils Plans to Launch GammaTech Engineering (GTE), Acquires Powertech Engineering S.r.l., Accelerating Simulation Methods Development for Complex Systems .....	12
Kontron acquires majority stake in Katek SE and expands leading position in the IoT market .....	13
Sage enhances construction sector portfolio with the strategic acquisition of Bridgetown Software.....	14
Synopsys to Acquire Ansys, Creating a Leader in Silicon to Systems Design Solutions.....	15
Company News .....	18
AMETEK Executive Vice President and Chief Financial Officer William J. Burke to Retire... ..	18
AMETEK Promotes Dalip M. Puri to Executive Vice President and Chief Financial Officer.. ..	19
Atos reshapes management team and board to implement adjusted strategy .....	19
Bechtle Supervisory Board appoints Antje Leminsky to Executive Board.....	21
FARO Technologies Announces CFO Transition.....	22
HCLTech appoints Bhavani Balasubramanian as Independent Director .....	23
HCLTech collaborates with SAP to boost innovation and adoption of Generative AI.....	23
HCLTech organizes holistic wellbeing program for employees .....	24

IFS announces winners of the 2023 Partner of the Year Awards .....	25
IFS appoints Stephanie Poore as new Managing Director for UK and Ireland .....	27
Management News from Kontron Electronics: Fabian Kutteneuler is new Head of Sales	28
Nemetschek Group Invests in US-based Financial Automation Platform Briq.....	29
Netskope Names Christian Apostolou to Lead U.S. Federal Sales and Kiersten Todt as a CxO Advisor .....	30
Rockwell Automation Releases 2023 Sustainability Report Outlining Progress and Outcomes.....	32
SAP Evolves Executive Board to Maximize Innovation Adoption and Customer Value in the Cloud .....	33
Siemens & Salesforce team up to accelerate servitization and drive manufacturing profitability.....	34
Event News .....	35
Cynclly brings the future of spaces for living to KBIS 2024 .....	35
Keysight Spotlights Solutions Enabling Better AI Infrastructure at DesignCon 2024 .....	36
Velo3D to Present at the 26th Annual Needham Growth Conference .....	38
Financial News .....	38
AECOM announces planned dates for first quarter fiscal 2024 earnings results and conference call.....	38
AMETEK Announces Fourth Quarter 2023 Earnings Call and Webcasted Investor Conference Call Information.....	38
Blackline Safety Hits \$100M Milestone in Annual Revenue.....	39
HCLTech delivers a stellar quarter with strong performance across Services and Software41	
IBM to Announce Fourth-Quarter 2023 Financial Results.....	42
Informatica To Report Fourth Quarter and Fiscal Year 2023 Financial Results on February 14, 2024 .....	43
Invitation to presentation of Addnode Group’s Year-end Report January – December 2023 .....	43
L&T Technology Services reports double-digit growth in revenue and profit in Q3FY24 ....	43
LTIMindtree delivers 3.5% YoY USD revenue growth.....	44
Rockwell Automation to Report First Quarter Fiscal 2024 Results .....	46
Implementation Investments .....	47

ALBERTSONS MEDIA COLLECTIVE SELECTS CAPGEMINI AS ITS GLOBAL AGENCY PARTNER FOR MEDIA PLANNING, MEDIA OPERATIONS AND CONTENT CREATION .....	47
BBM Partners with Centric Software to Power Full-Chain Digitalization .....	48
Fancom selects Sopheon to drive InnovationOps .....	48
HATCH Collective Streamlines Product Development with DeSL PLM.....	49
Hunkemöller Finds Perfect Fit with RISE with SAP .....	50
Kratos Defense & Security Solutions to Leverage the Most Advanced Metal AM Solution Available with the Purchase of a Velo3D Sapphire Printer .....	51
Ratier-Figeac Selects iBase-t to Digitally Transform Manufacturing Operations .....	52
REJOOL adopts Siemens Xcelerator for development of hydrogen compressors .....	53
TCS and Macquarie University launch new Australian research hub to guide organisations in their net-zero journeys .....	54
UnionBank Selects Informatica’s AI-Powered Intelligent MDM Solution to Elevate Customer Experience in the Cloud .....	55
Wild Foods Chooses Centric PLM for Rapid International Expansion .....	56
Product News.....	57
CAD VCL Multiplatform 15.0.5 released .....	57
Cadence Unveils New Palladium Z2 Apps with Industry’s First 4-State Emulation and Mixed-Signal Modeling to Accelerate SoC Verification .....	57
Connecting 2D and 3D workflows through Allplan Cloud services .....	58
EPLAN Data Portal Update 01 January 2024 .....	59
Hexagon's R-evolution launches Green Cubes: a digital revolution for rainforest conservation .....	61
IMAGINiT Technologies Offers New Self-Paced Training for Autodesk and Spatial Business Systems Software.....	62
Matterport Introduces High Density Scanning Precision For Its Flagship Pro3 Camera .....	63
Netskope NewEdge Expansion Continues to Enable Unprecedented Network and Security Transformation .....	64
Novus Nexus Unveils CAENexus Version 2.6, Improving Ease-of Use and Adding Automatic Report Creation.....	65
Siemens innovates Sinamics S210 servo drive system with new hardware and software for an even larger range of applications .....	66
TCS strengthens AI readiness, launches new AI Experience Zone.....	67

## CIMdata News

### *Autodesk University 2023: Forging Ahead - a CIMdata Commentary*

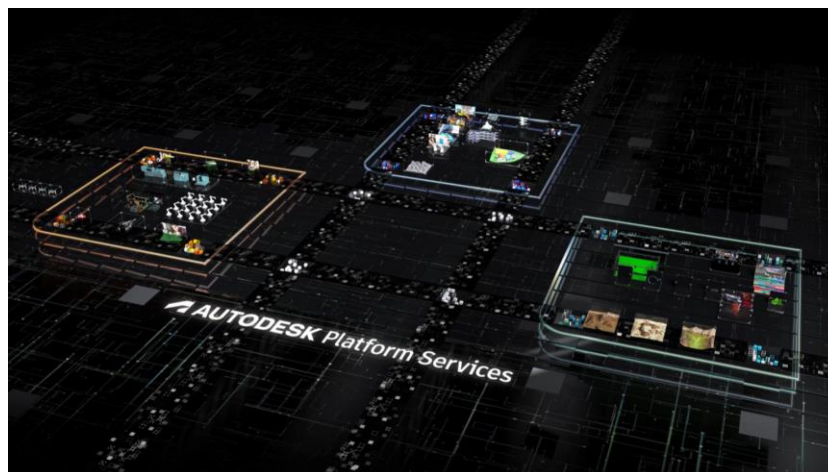
19 January 2024

#### *Key Takeaways*

- Autodesk University returned to Las Vegas for the first time since 2019, with over 12,000 attendees in person and many more connecting worldwide.
- Their industry-focused cloud offerings—Autodesk Fusion, Autodesk Forma, and Autodesk Flow—continue to evolve through organic development, partnership, and acquisition.
- Autodesk AI, a new branding for the company, highlights their past, present, and future with artificial intelligence.

CIMdata had the pleasure of attending Autodesk University 2023 (AU) on November 12-16, 2023.<sup>[1]</sup> The city was abuzz with preparations for the first Formula 1 event run in Las Vegas just following AU and the meeting halls were too, with excited participants glad that AU was back in its long-time venue at The Venetian. Autodesk claimed in-person attendance of 12,000, with many more connecting virtually. (Since many sessions were recorded, the company is sure to get many more “eyes” on the content after the event.)

At last year’s AU, Mr. Andrew Anagnost, Autodesk’s President and CEO, announced the culmination of their Forge initiative, three industry-specific cloud platforms as shown in Figure 1: Autodesk Fusion for their Design & Manufacturing segment; Autodesk Forma for Architecture, Engineering, and Construction; and Autodesk Flow for Media & Entertainment.<sup>[2]</sup> Underpinning all three industry platforms is Autodesk Platform Services (APS), as shown in Figure 2.<sup>[3]</sup> From left to right, the figure shows Autodesk Fusion, Autodesk Forma, and Autodesk Flow.



*Figure 1—Autodesk Cloud Portfolios for Each Business Focus  
(Courtesy of Autodesk)*

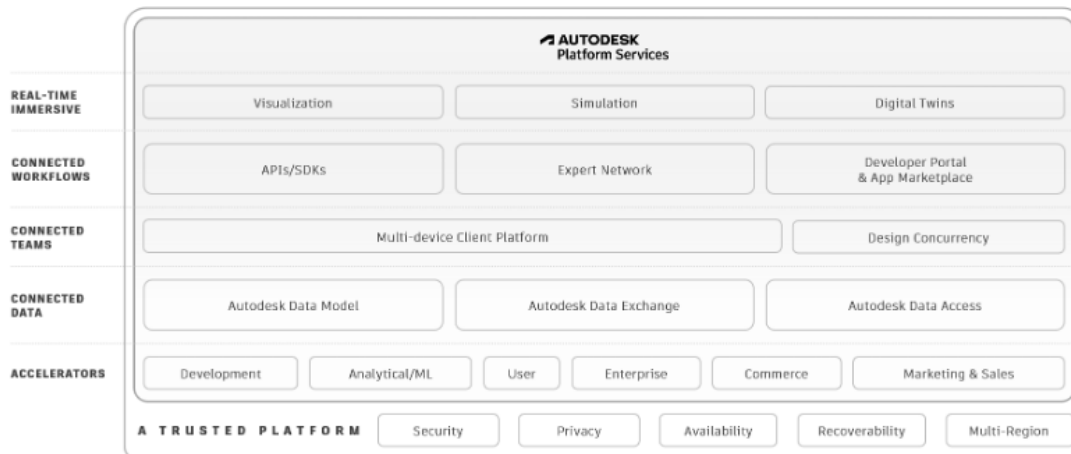


Figure 2—Autodesk Platform Services Span Cloud Instances  
 (Courtesy of Autodesk)

In this year’s keynote, Mr. Anagnost highlighted the evolution of the platform, and their available solutions, with able assistance from his senior leaders. His remarks, entitled “The Future of Work,” emphasized that workplaces changed a lot, particularly due to COVID-19, but we are far from done. Not surprisingly, Mr. Anagnost claimed artificial intelligence (AI) has arrived, a common refrain from almost every conference CIMdata attended in 2023. In Autodesk’s case, they have applied AI for as long or longer than most players in the product lifecycle management (PLM) market as tracked by CIMdata. AI has long helped improve the user experience (UX) of computer-aided design (CAD) solutions at Autodesk and their leading competitors. Autodesk has also been an early advocate of generative design, which uses AI to help evaluate myriads of design alternatives to help designers choose the best solution to their design challenges. In part to acknowledge their embrace of AI, Mr. Anagnost announced Autodesk AI, which they later admitted was more branding than product (e.g., there is no stock keeping unit (SKU) for Autodesk AI). But CIMdata thinks this is important because their AI skills are considerable and with all of the buzz in the market, it is important for customers and prospects to know that Autodesk is working the problem. Joining Mr. Anagnost on stage, Mr. Jeff Kinder, Executive Vice President (EVP) of Design & Manufacturing, announced the acquisition of BlankAI, which will augment their existing capabilities in generative AI for industrial designers.<sup>[4]</sup>

CIMdata has long spoken about the importance of smart, connected products in virtually every manufacturing segment. Ansys is a long-time Autodesk partner and last year the two companies announced a partnership around signal integrity assessment. To expand Autodesk’s support for smart, connected products, Mr. Kinder announced a new partnership with Cadence, connecting their printed circuit board (PCB) design capabilities with Fusion 360. While Autodesk’s sweet spot is mid-market manufacturers, all manufacturers face these same design electronics challenges and CIMdata applauds Autodesk’s move here.

Last year, Prodsmart joined the Autodesk family, adding capabilities to optimize manufacturing processes.<sup>[5]</sup> Figure 3, an image from a PLM Summit presentation at AU, shows how FlexSim

expanded Autodesk’s Design & Make coverage in manufacturing. At AU this year, Mr. Kinder discussed their acquisition of FlexSim, which occurred just prior to AU. [6] FlexSim adds factory (discrete event) simulation and operational efficiency analysis to Autodesk’s existing portfolio, which will extend this picture even further.

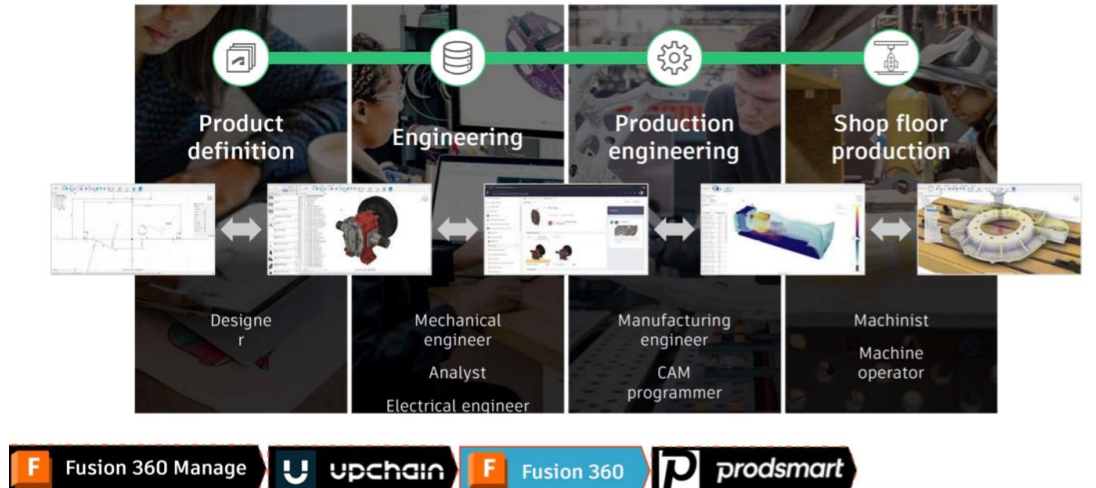


Figure 3—Solutions for the Product Development Process  
 (Courtesy of Team D3)

Autodesk’s largest segment, AEC, has seen some controversy in recent years around their flagship Revit offering. Ms. Amy Bunszel, EVP of AEC Design Solutions, confirmed that Autodesk Forma is not “Revit in a browser.” She claimed that Forma is “AI-powered” design that starts planning with your end results in mind. Spacemaker, a 2020 Autodesk acquisition, enabled this goal-based planning using a generative design approach, only this time for AEC. Their ambitious Forma roadmap will, over time, encompass the whole Building Information Modeling (BIM) process, with integral support from Revit and Autodesk Construction Cloud (ACC). During her remarks, Ms. Bunszel announced a new Rhino3D integration, which got a hearty response from the crowd. Users can bring Forma data on terrain and surrounding buildings into Rhino3D, and Rhino3D geometry can be used in Forma. According to Mr. Bunszel, Forma reimagines BIM. CIMdata agrees that these offerings are a big change for the BIM crowd but Autodesk’s results to date suggest there is strong interest in their approach. Another key message in AEC is the importance of Autodesk Docs, a document management capability native to ACC, as a backbone for support of that segment. Getting control of data in large AEC projects is critical so CIMdata can understand the importance of Autodesk Docs. At the same time, document management has been readily available in manufacturing for over 20 years, just another indicator of how far the application of digital solutions in AEC trails other industries. But, of course, this is a huge business opportunity for Autodesk.

During AU each year, Autodesk schedules Q&A sessions for the media and analysts in attendance. These invitation-only sessions often amplify topics only touched upon in the Keynote sessions. Mr. Derrek Cooper, Vice President of Cloud Data & PLM for Autodesk, reiterated an important point: Autodesk Fusion is a model for Autodesk Flow and Forma. The

application of digital technology in manufacturing predates its use in those other industries. Media & Entertainment has embraced digital technology, and offerings like Flow, so CIMdata expects rapid progress in that segment. AEC is coming around and Autodesk is well positioned with Forma and ACC. One question that often comes up is: will Autodesk look to migrate Autodesk Inventor users to Fusion? Mr. Stephen Hooper, VP of Design & Manufacturing Product Development stated that it is more about complementary workflows. We saw this with generative design, for example, where the cloud powered generative design, with outputs moving seamlessly from Fusion to Inventor. At the same time, Autodesk is instrumenting Fusion to rapidly identify areas where users have problems. This will help them enhance those complementary workflows. Autodesk is also building up its computer-aided manufacturing (CAM) offerings leveraging the cloud, linking the PowerMill core into Fusion, and with their partnership with CloudNC.<sup>[7]</sup>

This commentary only touches on a fraction of AU 2023 content. In fact, AU included a separate PLM Summit track, focused only on that topic. Unfortunately, many of its sessions conflicted with other AU sessions that were also important. CIMdata hopes to get access to the PLM Summit materials to better understand what transpired. But the sessions attended illustrated just how far Autodesk has come in their cloud vision, and recent acquisitions and partnerships are helping to both broaden and deepen their coverage of key workflows and capabilities in each business segment. APS provides a foundation and the company promises to extend learnings from one industry into the others. This approach has worked well in PLM more generally and with the breadth of Autodesk's customer base it could prove very powerful. They are indeed forging ahead in a very strong position across all of their business segments and, with an expanded emphasis on AI the possibilities are endless.

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

[2] See <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/19822-autodesk-university-2022-forging-their-cloud-future-commentary> for CIMdata's coverage of Autodesk University 2022.

[3] Graphic from Raji Arasu presentation at Autodesk Investor Day, March 22, 2023.

[4] <https://blogs.autodesk.com/design-studio/2023/11/02/welcome-to-blankai/>.

[5] <https://adsknews.autodesk.com/en/news/connected-factory-momentum-2-22/>.

[6] <https://www.flexsim.com/news/autodesk-signs-definitive-agreement-to-acquire-flexsim/>.

[7] <https://www.cloudnc.com/blog/%20cloudnc-series-b-funding-lockheed-martin>.

## *CIMdata Announces the Availability of its Annual PLM Status & Trends Survey*

16 January 2024

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the launch of its annual PLM Status & Trends survey.

This eagerly awaited survey, now in its sixth year, is intended for PLM practitioners with experience implementing and using PLM strategies and enabling technologies. The goal is to deepen the collective understanding of the status, drivers, and preconditions for companies to achieve value from their investment in PLM.

We want to understand the following from the respondents:

- Where your company is on its PLM journey.
- Where your company is going on its PLM journey.
- The business objectives that are motivating your company's PLM journey.
- PLM challenges - things that may put your PLM program at risk.

Responses are confidential and are not attributable to any one person or company. Survey participants will receive a summary of CIMdata's analysis and insight and will be entered into a drawing to receive an Amazon.com gift card.

The survey is available at <https://www.esurveyspro.com/Survey.aspx?id=f79b0220-c02b-4923-80e8-c66fe29da3c9>.

## *CIMdata's Chairman, John MacKrell, to Present at Shipbuilding & Lifecycle Technology 4.0*

17 January 2024

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that its Chairman, John MacKrell, will be featured as a speaker at the upcoming Shipbuilding & Lifecycle Technology 4.0 event. The event will take place virtually on January 26 and February 9.

As the shipbuilding industry is undergoing and embracing change, the systems used to design, build, and operate vessels must adapt accordingly. Some changes involve moving from drawing and paper-based processes to a much more digital world, a need to design ships as systems of systems, and others. These activities require that ship design and build organizations consider digitalizing their operations. As in other industries, business needs are driving change and collaboration throughout the value chain. Digital twins and the digital threads of information are needed to support modern design, build, and operations.

John MacKrell's presentation, Digitalize Ship Design and Build to Improve Business, will introduce the practical applications of digitalization across industries and show why it is critical to the success of shipbuilders navigating this transformative landscape.

The Shipbuilding & Lifecycle Technology 4.0 event offers complimentary attendance to all shipowners, ship operators/managers, and shipyard employees. For further details and to secure your attendance, please visit <https://www.tech40.net/slt>.

Plan to join CIMdata's presentation and learn how to chart your course to a digitally empowered future for shipbuilding.



## *Synopsys Takes a Big Leap in the EDA Solutions Segment with Ansys Acquisition – a CIMdata Highlight*

16 January 2024

*Electronics industry solution provider consolidating solutions across “silicon-to-systems” and “systems-to-silicon” development*

On Tuesday, January 16, 2024, Synopsys, Inc. (NASDAQ: SNPS) announced its intention to acquire Ansys, Inc. (NASDAQ: ANSS). Ansys, Inc. is the undisputed market share leader in the multiphysics simulation and analysis (S&A) solutions segment.

While Synopsys, Inc. is a leader in the EDA segment, the acquisition of Ansys will provide Synopsys with a significant advancement in its portfolio for EDA applications, especially in the simulation and analysis space. The companies in a joint press call estimated the total available market for the combined company to be \$28B. This gives a lot of room for future growth of the combined entity from their current combined revenue of ~\$8.3B. While an acquisition of this magnitude was not anticipated, it underlines the trend towards “smart” and “intelligent” features in products and IIoT services across a broad range of industry segments. This is creating a huge demand for electronics systems and custom silicon. The trend has helped both companies achieve double-digit revenue growth and significant profit margins. Both companies have been working as partners for some time and Ansys’ technology has been used by Synopsys customers as part of the overall EDA workflow. Ansys has a diversified simulation and analysis portfolio ranging from fluids, structural, optics, optimization, digital twins, and systems simulation serving many industries outside the electronics and semiconductor industries. Some of the Ansys applications are also used in the electronic design automation domain (EDA). Also of note is that Synopsys has a significant presence in the optic/photronics design and simulation domain via a previous acquisition of Optical Research Associates. This merger will solidify the combined companies’ leadership in this area.

The challenge now is that Synopsys and Ansys leadership will need to ensure that Ansys customers are given confidence about continued innovation and investment in the Ansys suite of EDA and multi-physics simulation and analysis applications. Various sources are reporting that this was a multi-party race, and many other parties were considered by the Ansys board of directors before agreeing to go with Synopsys due to a long-term partnership and perceived synergy.

CIMdata views this as a continuation of the trend in convergence of mechanical design and electronics systems design domains, particularly in the strategic role of simulation and analysis applications in developing electronics systems and customized semiconductor chips. The acquisition of Ansys by Synopsys is unique from the point of view of the amount of capital involved but the fundamental premise of the transaction is the same. We believe that this development may lead to further consolidation of the market and smaller rivals of Ansys will receive significant attention. CIMdata expects that this trend will continue with the ever-expanding need for smart products and interconnected systems in the world of Industry 4.0, and simulation driven systems engineering processes such as MBSE.

## Acquisitions

### *ABB acquires R&D engineering company to further advance AI and software-driven automation*

18 January 2024

ABB announced it has agreed to acquire a majority of software service provider Meshmind to expand its research and development capabilities in AI, Industrial IoT and machine vision. Through this acquisition ABB will integrate engineering talent, AI and software knowledge to form a new global R&D hub to further accelerate the development of innovative automation solutions within its Machine Automation division (B&R).

“AI-powered robotics and automation have the power to transform industries, providing businesses with greater flexibility and intelligence amidst critical global trends and workforce challenges,” said Sami Atiya, President, ABB Robotics and Discrete Automation Business Area. “Through this acquisition, we will further accelerate the development of our software and AI-powered solutions to make automation more adaptive and accessible, enabling businesses of all sizes to become more resilient.”

The integration of Meshmind’s approximately 50 employees will expand collaboration with B&R teams in a range of R&D projects, including deep learning vision systems, AI-enabled engineering tools, and IoT app development, from their office in Sarajevo, Bosnia, which will serve as B&R’s new global hub for AI and software development. Financial details of the transaction that is expected to close in Q1 2024 were not disclosed.

“This acquisition builds on our successful relationship with Meshmind to establish a new global R&D hub for B&R,” said Machine Automation Division President Joerg Theis. “As part of our wider ecosystem that includes universities, partners and start-ups, this latest investment will strengthen our capacity and expertise to create solutions that make our customers' lives easier, helping them shape the future of their industries.”

The investment coincides with ABB’s recent acquisition of Sevensense, a leading provider of AI-enabled 3D vision navigation technology for autonomous mobile robots (AMRs). Together, they emphasize ABB and B&R’s strategic investment focus on innovative AI and software solutions to deliver value for its customers through the most productive and efficient technology.

### *Accenture Expands Capabilities for Private Equity Clients with Acquisition of Impendi*

17 January 2024

Accenture has acquired Impendi, a sourcing and procurement services provider with a focus on private equity clients, expanding a critical capability to Accenture’s growing offerings for this industry.

Impendi helps private equity companies make sourcing and procurement decisions that increase their profitability and improve the bottom line of their portfolio companies. The firm’s

procurement analytics offering allows clients to track spend, identify opportunities for savings and cash release, and improve supplier diversity across their portfolio, as well as conduct due diligence and investment research – leading to faster time to value with their investments.

Accenture has been significantly expanding its private equity capabilities and senior talent in the past year to address growing demand from private equity investors.

“We’ve been focused on adapting Accenture’s leading industry and technology expertise into repeatable solutions tailored to the needs and prioritized levers of private equity portfolio company executives, investment professionals and operating partners,” said Jay Scanlan, global lead of Accenture’s Private Equity group. “Impendi will help us accelerate that mission with their innovative sourcing and procurement solutions, proven advisory, execution and analytics services for the private equity industry from due diligence to value creation and value delivery.”

Accenture’s capabilities for private equity clients span advisory, analytics, digital, growth, operations and technology, including rapid IT diagnostics, cloud migration and managed services like cyber security. Additionally, the private equity group focuses on acquiring better assets more effectively, reducing operational complexity, realizing margin expansion and revenue growth and managing risk more comprehensively. They are designed to drive end-to-end outcomes identified in investment theses and to help produce better returns on investment and sustained growth.

“By joining our Sourcing and Procurement practice, Impendi can help bring the full breadth of our third-party cost reduction and procurement transformation capabilities – from advisory to technology and managed services – to private equity clients and their portfolio companies,” added Jack Azagury, group chief executive for Strategy & Consulting at Accenture. “This move is part of our continued investment to serve our private equity clients and enables us to further expand the Sourcing and Procurement practice while building capabilities that help our clients on their path of continuous reinvention and to realize value at pace.”

Headquartered in New York, Impendi was founded in 2014 and has approximately 130 sourcing and procurement professionals in the U.S. and India. Beyond leading private equity firms, its clients include companies in the financial and professional services, manufacturing, consumer goods and technology industries.

Nathan MacCarter, managing partner and CEO of Impendi, commented: “Leaders in private equity and other industries trust Impendi for our knowledge of strategic sourcing, expertise in spend categories and data-driven insights that help guide decision-making and enhance enterprise value. As part of Accenture, we will be able to capture even greater value for clients.”

Terms of the agreement were not disclosed.

## *Gamma Technologies Unveils Plans to Launch GammaTech Engineering (GTE), Acquires Powertech Engineering S.r.l., Accelerating Simulation Methods Development for Complex Systems*

18 January 2024

Gamma Technologies (GT), a global leader and innovator in multi-physics system simulation software, is pleased to announce the creation of an advanced methods team, GammaTech Engineering (GTE), and the acquisition of Powertech Engineering S.r.l (PWT), a leading services provider with deep computer-aided engineering (CAE) expertise, to enable industry innovators to develop and deploy advanced methods for complex systems critical to the successful transition towards a sustainable future. The viral adoption of an integrated multi-physics systems simulation centric approach, powered by GT software solutions, has led to an accelerated pace of new product development. GT's commitment to state-of-the-art CAE technologies has been reinforced by recent advancements in its GT-SUITE platform and key acquisitions for battery, e-motors, power electronics, and clean combustion technologies.

"GT has been quickly advancing the horizon of systems simulation technologies and extending its global footprint to provide trusted advisory support to our customers," stated Dimple Shah, GT's President and CEO. "To help achieve the goals of net zero ambitions, industry innovators need software partners to assist with new methods development, especially for those systems with higher degrees of complexity. To support this, we are very excited to welcome the talented experts of PWT and announce our investment in an advanced methods team, GTE. Along with our engineering services alliance partners, GTE will aspire to deliver validated and deployable methods to our customers."

"PWT has had a long-standing partnership with GT and their customers, and we are excited about the new possibilities to drive industry impact with our combined teams," said Enrico Pautasso, CEO of PWT. "The challenge ahead is to continue to translate the promise of advanced simulation technologies to product innovation and customer success. Collaborating closely with our customers and GT's R&D teams, we look forward to using the best-in-class systems simulation technologies and methods for applications that set new industry benchmarks."

"We are ready to bring our technology to all who can benefit from it," stated GT's CTO, Iakovos Papadimitriou. "GT-SUITE is a scalable, enterprise-level platform that provides users with actionable insights from product concept to final validation, thus enabling them to deliver higher quality products at reduced development times. With the establishment of the new GTE, and the addition of PWT, we will be able to provide our customers with invaluable guidance on proven best methodologies and practices and help them "fast track" product development and optimization."

"Joining forces with Gamma Technologies opens up new avenues for innovation and amplifies our capabilities to deliver cutting-edge advancements in computer-aided engineering," stated Emanuele Servetto, Managing Partner of PWT. "It aligns seamlessly with our commitment to

pushing the boundaries of simulation technologies, and we are eager to contribute to the development of transformative solutions that will shape the future of industries worldwide.”

## *Kontron acquires majority stake in Katek SE and expands leading position in the IoT market*

18 January 2024

**Kontron AG agreed to acquire around 60% of the shares in the listed company KATEK SE. The buyer is the wholly owned German subsidiary Kontron Acquisition GmbH, which is acquiring the shares from the previous Katek majority shareholder PRIMEPULSE SE. The purchase price per share is EUR 15.00 for a total of 8,587,138 shares. Subject to conditions precedent (antitrust law), the transaction is expected to be completed by March 2024. Kontron expects the acquisition to significantly strengthen its own portfolio of renewable “green” energy solutions and the aerospace segment.**

### **Katek – a pioneer in technology for renewable energy**

The Katek Group is a leading European electronics company that offers high-quality electronics and products in the fields of solar energy and e-mobility. With more than 3,200 employees, Katek generated estimated revenue of more than EUR 750 million in the 2023 financial year and has locations in Europe, Asia, and North America. Control electronics for photovoltaic systems and the rapidly growing area of intelligent charging solutions for electric vehicles are an important part of the product range. Along with its subsidiaries, Katek is one of the pioneers in renewable energy technology.

### **Expanding the high-quality portfolio with a focus on IoT and software**

The aim of the acquisition is to expand Kontron’s portfolio with smart solutions for renewable energies and other industries. To achieve this, Katek’s products are set to be upgraded with Kontron’s software expertise and IoT connectivity. This is expected to improve Katek’s gross margin by around 5% in the medium term. Based on the Kontron operating system (K-OS), the products will become much more secure, they will have firewall functionality and the capability to connect to complex grids, and can also be maintained remotely. The aim is to bring Katek solutions into the IoT world as quickly as possible. Additional synergy effects should arise both from the complementary product portfolios and the global market coverage. The merger expands Kontron’s “Software + Solutions” segment to include the future-oriented “GreenTec” division.

Hannes Niederhauser, CEO of Kontron AG: “With the acquisition of Katek SE, we are expanding our presence in the high-growth area of Clean Energy Solutions in a targeted manner and also strengthening the Aerospace division at Kontron with the Katek subsidiary NexTek. The clean energy sector holds considerable potential for the future. Upgrading with Kontron software will increase gross margins by around 5% in the medium term, thereby increasing profitability at Katek as well”.

### **Mandatory offer planned**

The completion of the share purchase agreement is still subject to conditions precedent, in particular the issuance of the necessary antitrust approvals, and is expected by March 2024.

After completing the acquisition of the shares and gaining control over Katek SE, Kontron Acquisition GmbH will publish a mandatory offer to the shareholders of Katek SE in accordance with the provisions of the Securities Acquisition and Takeover Act.

After obtaining control, Kontron Acquisition GmbH aims to delist Katek SE from the regulated market of the Frankfurt Stock Exchange, whereby it plans to simultaneously structure the mandatory offer as a delisting acquisition offer. Kontron Acquisition GmbH is currently working with Bafin (Federal Financial Supervisory Authority) to verify whether treasury shares of the listed Kontron AG, which were acquired through previous share buyback programmes, can also be offered as a voluntary alternative consideration as part of the offer. Following a delisting, it is planned that the Management Board and Supervisory Board of Katek will step down. It is also planned that Dr Johannes Fues, currently a member of the Management Board of Katek SE, will join the Executive Board of Kontron as Chief Operating Officer (COO) with responsibility for GreenTec.

### **Share buyback programme ends**

With the announcement of the planned takeover, the Executive Board of Kontron AG has decided to terminate the share buyback programme II 2023. Since 2 October 2023, a total of 1,783,841 shares have been acquired by the company.

### **Guidance for 2024 and 2025 revised upwards**

The planned acquisition of Katek marks the final stage for the time being of Kontron's M&A strategy announced in 2022 following the sale of the IT division. After closing four acquisitions in 2023, this announcement is the largest transaction in the company's history and is expected to contribute significantly to the Group's growth and the expansion of its position as a leading IoT provider.

Assuming timely approval by the relevant authorities, Kontron is therefore raising the Group's outlook for the full year 2024. Including the acquired Katek business, consolidated revenue of at least EUR 1.9 billion (depending on the date of consolidation) and net profit of around EUR 100 million are now expected.

Hannes Niederhauser: "The acquisition of Katek is a real gamechanger for Kontron. It takes us into a new dimension in every respect. With approx. 8,000 employees and cumulative estimated revenue of around EUR 1.9 billion, Kontron now has a new size in the market. Added to this is the expertise gained in the promising market of renewable energy.

And so, at the start of the year, we can already raise our recently issued guidance for the 2024 business year. With the increased technological upgrade of Katek products, we expect Kontron's net earnings to increase significantly in the medium term."

## *Sage enhances construction sector portfolio with the strategic acquisition of Bridgetown Software*

11 January 2024

Sage, the trusted software provider for small and mid-sized businesses (SMBs) in the construction industry, announces the acquisition of Bridgetown Software, owner of BidMatrix a

leading cloud-native bid analysis tool for the construction industry. This is Sage's second acquisition in the construction sector within a year.

The acquisition of BidMatrix aligns with Sage's strategy to transform Sage Estimating into a cloud-native solution. Further strengthening Sage's CRE portfolio, it combines the powerful features and efficiency of Sage Estimating with the collaborative, scalable, and innovative capabilities of the BidMatrix cloud native platform. This combination will greatly improve productivity for small and medium-sized construction businesses by simplifying processes, removing uncertainties, and helping them secure more projects at the right price with greater confidence.

**Julie Adams, Sr VP Product for Construction and Real Estate said** "Sage has been a construction technology leader at the forefront of innovation for more than 50 years and we are excited to add BidMatrix to our preconstruction portfolio. Joining forces with the Bridgetown Software team and coupling Sage Estimating's deep functionality with BidMatrix's cutting-edge cloud platform, marks a pivotal step in reimagining construction estimating in the cloud. Together Sage Estimating and Bid Matrix can accelerate market adoption and increase the value we provide the construction industry by enabling digital transformation."

**Steve Watt, President & CEO, Bridgetown Software said** "Sage is the ideal home for BidMatrix and by joining forces we can accelerate our combined vision to build out richer capabilities on BidMatrix's powerful cloud platform, immediately complementing and evolving Sage's current estimating solution with tools that increase productivity, improve bid to awarded project ratios, and maximize growth and profitability."

This deal brings Sage Estimating and BidMatrix together, bridging the gap currently felt by customers today. Embracing an open platform ethos and championing the power of choice, demonstrates that Sage remains dedicated to flexibility. Sage and BidMatrix will continue to work with third-party preconstruction/estimating tools, offering customers the freedom to opt for the optimum blend of Sage and third-party solutions that best suit their needs.

**Walid Abu-Hadba, Sage's Chief Product Officer said** "With the acquisition of Bridgetown Software, Sage is making a decisive move in strengthening our solution portfolio and support for the construction industry. This acquisition, our second in this sector within a year, underscores our unwavering commitment to this vertical. BidMatrix not only complements our existing solutions but also opens new avenues for SMBs in construction to thrive through enhanced productivity and profitability"

## *Synopsys to Acquire Ansys, Creating a Leader in Silicon to Systems Design Solutions*

16 January 2024

Synopsys and Ansys announced that they have entered into a definitive agreement under which Synopsys will acquire Ansys. Under the terms of the agreement, Ansys shareholders will receive \$197.00 in cash and 0.3450 shares of Synopsys common stock for each Ansys share, representing an enterprise value of approximately \$35 billion based on the closing price of Synopsys common stock on December 21, 2023<sup>3</sup>. Bringing together Synopsys' pioneering

semiconductor electronic design automation (EDA) with Ansys' broad simulation and analysis portfolio will create a leader in silicon to systems design solutions.

"The megatrends of AI, silicon proliferation and software-defined systems are requiring more compute performance and efficiency in the face of growing, systemic complexity. Bringing together Synopsys' industry-leading EDA solutions with Ansys' world-class simulation and analysis capabilities will enable us to deliver a holistic, powerful and seamlessly integrated silicon to systems approach to innovation to help maximize the capabilities of technology R&D teams across a broad range of industries," said Sassine Ghazi, President and CEO of Synopsys. "This is the logical next step for our successful, seven-year partnership with Ansys and I look forward to working closely with Ajei and the talented Ansys team to realize the benefits of this combination for our customers, shareholders and employees."

"Since inception 37 years ago, Synopsys has been an innovation pioneer, central to world-changing semiconductor advances in computation, networking, and mobility, and now enabling the new era of 'pervasive intelligence'," said Aart de Geus, Executive Chair and Founder of Synopsys. "Joining forces with Ansys, a company we know well from our long-standing partnership, is the latest example of how Synopsys remains at the forefront. Our Board and management team carefully evaluated our top strategic options to lead and win in this fast-growing new wave of electronics and system design. The technology-broadening team-up with Ansys is an ideal, value-enhancing step for our company, our shareholders, and the innovative customers we serve."

"For more than 50 years, Ansys has enabled customers to design, develop and deliver cutting-edge products that are limited only by imagination. By joining forces with Synopsys, we will amplify our joint efforts to drive new levels of customer innovation," said Ajei Gopal, President and CEO of Ansys. "This transformative combination brings together each company's highly complementary capabilities to meet the evolving needs of today's engineers and give them unprecedented insight into the performance of their products. Ansys has a strong foundation, as demonstrated by preliminary annual contract value ("ACV") results for Q4 that are expected to exceed the high end of our guidance, and I am confident that building on our partnership with Synopsys will position us well to deliver even greater value for our customers, partners and shareholders. The combined company will accelerate the development of our joint portfolio and deliver an increased level of innovation, which will benefit Ansys' traditional customers. I am proud of all that our employees do every day to make Ansys and our customers successful and look forward to the combined company achieving even greater heights in this next chapter."

### Compelling Rationale and Significant Value Creation

- **Combining Leading Capabilities to Meet Customer Demand:** The complexity of today's intelligent systems demands the integration of semiconductor design and simulation and analysis to ensure interconnected systems function properly in real-world settings. Combining Synopsys' EDA technology with Ansys' established simulation and analysis capabilities can provide customers a comprehensive, powerful and system-focused approach to innovation. All Ansys customers, including those outside of the



semiconductor industry, can benefit from access to a comprehensive portfolio of products and technologies that will drive innovation.

- **Accelerates Strategy and Growth in Attractive, Adjacent Areas:** Synopsys and Ansys have highly complementary businesses and significant expansion opportunities. The combination will enhance Synopsys' Silicon to Systems strategy both across the core EDA segment and in highly attractive adjacent growth areas such as Automotive, Aerospace and Industrial, among others, where Ansys has an established presence and successful go-to-market experience.
- **Complementary Fit:** Synopsys and Ansys have had a successful and growing partnership since 2017, and share a culture built on integrity, execution excellence and empowering customers. Combining their highly complementary solutions is expected to provide customers with a broader, deeply integrated suite of software tools to solve their most difficult design challenges while also gaining valuable insights through model-based analysis of complex systems.
- **Meaningfully Expands Total Addressable Market:** Synopsys' total addressable market (TAM) is expected to increase by 1.5x to approximately \$28 billion. This combined TAM is expected to grow at roughly an 11% CAGR<sup>4</sup>, driven by megatrends accelerating the need for the fusion of electronics and physics across industries.
- **Bolsters Synopsys' Strong Financial Position and Outlook:** The combination is expected to strengthen Synopsys' financial profile. The combined company expects to continue its industry-leading, double-digit growth, which is expected to outpace TAM growth. The combination is expected to expand Synopsys' non-GAAP operating margin by approximately 125 basis points and unlevered free cash flow margins by approximately 75 basis points the first full year post-closing. The combination is expected to be accretive to non-GAAP EPS within the second full year post-closing and substantially accretive thereafter.
- **Strong Balance Sheet Supporting Rapid Deleveraging:** The combined company is expected to generate substantial and sustained free cash flow, which will enable rapid de-leveraging to less than 2x debt to Adjusted EBITDA within two years post-closing, with a long-term leverage target of less than 1x. Synopsys expects to maintain investment grade credit ratings given its strong cash flow generation and commitment to rapidly de-lever.
- **Delivers Cost and Revenue Synergies:** The combined company expects to achieve approximately \$400 million of run-rate cost synergies by year three post-closing and approximately \$400 million of run-rate revenue synergies by year four post-closing, growing to more than approximately \$1 billion annually in the longer-term.

### Transaction Terms

The implied per share consideration of \$390.19, based on the closing price of Synopsys common stock of \$559.96 as of December 21, 2023, represents a premium of approximately 29% over Ansys' closing stock price on December 21, 2023<sup>5</sup> and a premium of approximately

35% to Ansys' 60-day volume-weighted average price for the period ending on the same date. Under the terms of the agreement, Ansys shareholders are expected to own approximately 16.5% of the combined company on a pro forma basis.

Synopsys intends to fund the \$19 billion<sup>6</sup> of cash consideration through a combination of its cash on hand and debt financing. Synopsys has obtained \$16 billion of fully committed debt financing.

The transaction is anticipated to close in the first half of 2025, subject to approval by Ansys shareholders, the receipt of required regulatory approvals and other customary closing conditions.

### Advisors

Evercore is serving as financial advisor to Synopsys and Cleary Gottlieb Steen & Hamilton LLP is serving as legal advisor. Qatalyst Partners LP is serving as financial advisor to Ansys and Skadden, Arps, Slate, Meagher & Flom LLP and Goodwin Procter LLP are serving as legal advisors.

### Conference Call

The two companies will host a joint conference call on January 16, 2024 at 8:30 a.m. (ET) to discuss the announcement. The conference call can be accessed by dialing 800-245-3047 (domestic) or 203-518-9765 (international) and entering SYNOPSIS as the conference ID. A live webcast can also be accessed at <https://join.eventcastplus.com/eventcastplus/Synopsys-Inc-Special-Event-Conference-Call>. A replay of the call will be available.

## Company News

### *AMETEK Executive Vice President and Chief Financial Officer William J. Burke to Retire*

16 January 2024

AMETEK, Inc. announced that William J. Burke, AMETEK Executive Vice President and Chief Financial Officer, has decided to retire after 36 years of exceptional service, including nearly eight years as Chief Financial Officer. Mr. Burke's retirement will be effective April 2, 2024. AMETEK's Board of Directors has named Dalip M. Puri, currently AMETEK Senior Vice President, Operational Finance, to succeed Mr. Burke as Executive Vice President and Chief Financial Officer. Mr. Burke will remain with the Company as a Senior Advisor through April 2025 to ensure a smooth transition.

"I would like to thank Bill for his tremendous contributions to AMETEK over a long and distinguished 36-year career," said David A. Zapico, AMETEK Chairman and Chief Executive Officer. "Bill's leadership, guidance and expertise have been instrumental in the growth and success of AMETEK and the development of our world-class finance organization. On behalf of all AMETEK colleagues, I congratulate Bill on his outstanding career, and wish him and his family all the best as they plan for his upcoming retirement."

Mr. Burke joined AMETEK in 1987 and served in a number of financial, operational and business unit management roles prior to being named Vice President, Investor & Corporate Relations in 1999. He was elected Vice President, Investor Relations and Treasurer in 2007 and in 2012 was named Senior Vice President, Comptroller & Treasurer. He was elected Executive Vice President and Chief Financial Officer in May 2016.

### *AMETEK Promotes Dalip M. Puri to Executive Vice President and Chief Financial Officer*

16 January 2024

AMETEK, Inc. announced the Board of Directors has elected Dalip M. Puri as Executive Vice President and Chief Financial Officer, effective April 2, 2024. Mr. Puri currently serves as Senior Vice President, Operational Finance. He will replace William J. Burke who has announced his retirement after 36 years with AMETEK.

"I am very pleased to announce Dalip's appointment as Executive Vice President and Chief Financial Officer," said David A. Zapico, AMETEK Chairman and Chief Executive Officer.

"Throughout his tenure at AMETEK, Dalip has provided strong leadership within our financial organization and has led a number of important initiatives across the company. His extensive background in corporate finance, treasury, investor relations and controllership, along with his excellent leadership skills, make him ideally suited to lead AMETEK's strong financial organization."

Mr. Puri was promoted to Senior Vice President, Operational Finance in September 2023 after being named Vice President, Operational Finance in July 2023. Prior to that, Mr. Puri was Vice President and Group Controller since October 2021. Dalip joined AMETEK in 2017 as Vice President and Treasurer. Prior to joining AMETEK, Dalip was Vice President, Treasurer and Investor Relations at Chemtura Corporation. Earlier in his career Dalip held roles of increasing responsibility at Delphi Corporation and Hewitt Associates.

Mr. Puri holds a Bachelor of Commerce in Finance degree from Concordia University and a Master of Business Administration degree from the University of Western Ontario.

### *Atos reshapes management team and board to implement adjusted strategy*

15 January 2024

Atos, following the recommendation of the Nominations and Governance Committee, announces that Paul Saleh has been appointed Chief Executive Officer of the Group, by the Board of Directors, taking over from Yves Bernaert who leaves the Group after an intense period of transformation for which the Board is thankful. Paul Saleh's appointment will be effective as of today. Jacques-François de Prest joins Atos to take over the role of Group CFO, effective on January 29, 2024.

Atos also announces the appointments of Sujatha "Suja" Chandrasekaran and Monika Maurer to the Board of Directors, strengthening its skills in the strategic areas of digital technologies

and major transformation projects. Further Directors appointments are currently under review, to continue reinforcing the Board of Directors during this transformation period.

Paul Saleh will primarily focus on refinancing the Group's financial debts and ongoing or coming negotiations concerning, in particular, the sale of its Tech Foundations business to EPEI and its Big Data & security (BDS) activities to Airbus. He will work closely with Carlo d'Asaro Biondo, Group General Manager, who is in charge of business operations, commercial development, partnerships, product and business delivery efficiency.

Paul is a seasoned leader within the IT services industry. Most recently, Paul was CEO of Gainwell Technologies and has held many executive leadership positions during his distinguished career, including as CFO at CSC/DXC, as CFO and interim CEO at Sprint Nextel Corporation, as well as senior leadership roles at Walt Disney Company. Paul has been Group CFO since August 2023. He holds an MBA from the University of Michigan's Ross School of Business and a master's degree in engineering from the University of Michigan. He will bring his strong experience and expertise in turnaround of companies, and especially in the IT industry.

Jacques-François de Prest joins Atos from Mobivia, where he was CFO and Performance Leader. Before that he spent over 20 years in the telecommunications industry, including senior finance roles at both Vodafone and Millicom. Jacques-François holds a graduate degree from ESCP Europe and an MBA from INSEAD.

**Jean-Pierre Mustier, Chairman of Atos's Board of Directors**, said: *"Paul is a seasoned senior executive, with extensive experience in corporate finance, corporate turnarounds and restructuring – including within the technology industry. He is the right person to lead Atos during this period of transformation as we take decisive and disciplined action to secure the long-term sustainability of our business to the benefit of our 105,000 employees, our clients and our investors. I'm also pleased to welcome Jacques-François de Prest as Group CFO, as well as Sujatha Chandrasekaran and Monika Maurer, two highly experienced board members."*

**Paul Saleh, Chief Executive Officer of Atos**, said: *"During my time as CFO of Atos Group, I have gained deep insight into the company and have a clear understanding of what actions need to be taken to secure a successful and sustainable future for the Group. I look forward to working with the board, Carlo d'Asaro Biondo and the management team to implement these measures in the interest of all stakeholders."*

**Yves Bernaert, outgoing Chief Executive Officer of Atos** added *"I am very proud and grateful to have been able to work with all team members of Atos. I joined the business to run its transformation and development. Based on my conviction and with the support of the board I also worked on adjusting the strategy for the benefit of the company, its employees and shareholders. Due to a difference of opinion on the governance to adjust and execute the strategy, I decided to leave the company. I would like to thank everyone at Atos for their hard work during my time at the business and I wish Atos and all the teams all the best for the future."*

Market update

In addition, the company confirms that it will meet its financial guidance for the year for revenue and profits. The company expects free cash flow to be slightly below its target approximately by -100 million euros.

As per the market update issued on January 3, 2024, Atos's strategy has been adjusted in light of financial constraints to ensure the repayment and refinancing of its financial debts while maintaining an attractive business mix.

The company further confirms that it has not filed a request to appoint a mandataire ad hoc or to open conciliation proceedings; as already stated, the company reserves the right to use available legal mechanisms.

### *Bechtle Supervisory Board appoints Antje Leminsky to Executive Board*

16 January 2024

**Bechtle AG's Supervisory Board has announced the appointment of Antje Leminsky to the Bechtle Executive Board effective from 01 February 2024. The 52-year old will be in charge of Logistics, Supply Chain & Partner Management, as well as Financial Services and Sustainability Management, expanding the European IT group's top executive body to four people. Antje Leminsky has spent an eight-year tenure on the board of financial services provider Grenke AG, initially as CIO and later CEO. In her most recent role, she was Deputy Chair of the board at measurement engineering company Testo. Her career also includes roles at retail company Otto Group, publishing house Gruner + Jahr, and digital start-up MondayWorks, which she also co-founded. Born in Rostock, she has been on the advisory board for Deutsche Bank AG since 2013 and also holds positions on the board of Cyberforum e.V. and the steering committee of de:hub Artificial Intelligence in Karlsruhe.**

"In Antje Leminsky, Bechtle has gained a seasoned IT expert and C-level manager with an exceptional breadth of expertise. She is a key addition to our stellar team on the Executive Board, ready to propel Bechtle into the future with her ambitious drive and creative prowess", says Klaus Winkler, Chair of the Supervisory Board, Bechtle AG. "I wish Antje Leminsky a great start in her new role and much success in our organisation."

"I would like to thank the Supervisory Board for the trust placed in me, and am very much looking forward to becoming part of Bechtle. The group's growth history is one of a kind and I've been following it with genuine enthusiasm for years. I am excited to be able to contribute my wealth of experience and work with the Bechtle team to make big things happen," says Antje Leminsky.

#### **Bolstering the Bechtle Group's central services**

As a member of the Executive Board, Antje Leminsky will take over some areas of remit previously assigned to CEO Dr Thomas Olemotz, including the international Logistics & Service division, which centralises critical departments such as Partner & Product Management, Marketing, and Supply Chain, spanning services from sourcing to fulfilment logistics. Her vast experience in leasing will be a valuable asset in particular with respect to her responsibility for Financial Services, with Bechtle aiming to continue developing its successful project financing

and IT leasing business. Since 2016, the IT group has been offering customers in-house financing solutions through its own Bechtle Financial Services AG.

### **A sharper focus on sustainability**

In addition, Antje Leminsky will oversee the future-oriented and cross-cutting area of Sustainability, with her professional experience informing in particular the strategic area of action headlined Digital Future. The strong overlap with her other areas of remit, Logistics and Supply Chain, will help Bechtle better channel its efforts in pursuing its goals set out in the Bechtle Sustainability Strategy 2030.

Antje Leminsky will join Dr Thomas Olemotz (CEO), Konstantin Ebert (COO) and Michael Guschlbauer (COO) to form the now four-strong Executive Board of Bechtle AG. Her initial term of contract will run until 31 December 2026.

### *FARO Technologies Announces CFO Transition*

16 January 2024

FARO®, a global leader in 4D digital reality solutions, announced that Matthew Horwath has been promoted to SVP & Chief Financial Officer from his current position as Vice President of Finance at FARO, effective immediately. Matthew succeeds Allen Muhich, the Company's current Chief Financial Officer, who will provide transition services to the Company through April 1, 2024.

"After an extensive search of external and internal candidates, it is clear that Matthew's in-depth understanding of FARO, unique and experienced skillset, and keen ability to execute on priorities make him the right person for the role," said Peter Lau, President & Chief Executive Officer of FARO. "During his tenure with FARO, Matthew has overseen every financial discipline and has demonstrated a passion for business performance and improving operating results. I am very excited to partner with Matthew as I build out the FARO leadership team to accelerate the Company's near-term and long-term strategic and financial goals. I would also like to thank Allen for his years of service to FARO."

Mr. Horwath added, "Being promoted to the role of Chief Financial Officer at FARO is an exciting opportunity, and I look forward to working with Peter as we grow the business. Through harnessing the power of digital reality solutions by seamlessly blending the physical and virtual worlds, there is a tremendous opportunity to create value for our customers by improving operating efficiencies."

Since joining the Company in May 2017, Mr. Horwath has held the positions of Vice President of Finance, Director of Finance & Accounting and Senior Manager of Technical Accounting & SEC reporting. Before joining FARO, Mr. Horwath's background included public accounting at Ernst & Young LLP and corporate accounting positions at Winn-Dixie Stores, Inc. Mr. Horwath is a licensed Certified Public Accountant in the state of Florida and holds a Master of Accountancy degree from the University of North Florida and a Bachelor of Business Administration degree with a major in accounting from the University of Central Florida.

## *HCLTech appoints Bhavani Balasubramanian as Independent Director*

12 January 2024

HCLTech, a leading global technology company, announced the appointment of Bhavani Balasubramanian as an Independent Director of the company with effect from January 12, 2024.

A Chartered Accountant by qualification, Bhavani has over four decades of experience in auditing a variety of clients, including listed companies and multinationals across different industries. She held several leadership positions at Deloitte, including the Audit and Assurance Partner of Deloitte India. She has also served extensively as a member in Deloitte's international councils and working groups. Bhavani serves as an Independent Director on the Boards of other public limited companies.

She has served as a member in the Auditing standards Board of the Institute of Chartered accountants of India. She is a fellow member of the Institute of Chartered Accountants of India and a member of the Institute of Company Secretaries of India. Currently, she is a Strategic Consultant in diversity and inclusion.

Considering her vast experience, expertise and knowledge, the Board has co-opted her as a member of the Audit and the Risk Management Committees of the Company.

Welcoming Bhavani to the company, Roshni Nadar Malhotra, Chairperson, HCLTech said, "We are delighted to have Bhavani as part of the Board. I am confident that her rich experience will contribute toward enhancing the high standards of corporate governance HCLTech prides itself with."

"It is my privilege to be able to be part of this distinguished Board and get the opportunity to contribute to the growth journey of one of India's most iconic technology companies. I look forward to working with Board and the management team at HCLTech," added Bhavani Balasubramanian.

## *HCLTech collaborates with SAP to boost innovation and adoption of Generative AI*

15 January 2024

HCLTech, a leading global technology company, announced a collaboration with SAP SE to boost innovation and accelerate the adoption of Generative AI (Gen AI). Through the collaboration, HCLTech will partner with SAP to develop solutions that enable businesses to achieve better outcomes and accelerate business transformation.

Together with SAP, HCLTech plans to create a repository of Gen AI use cases specific to SAP software. These use cases will complement cloud solutions from SAP and help customers explore the potential of enhancing SAP solutions with Gen AI. By bringing together HCLTech's engineering expertise across various industries with SAP Business Technology Platform® (SAP BTP), HCLTech aims to deliver innovative solutions that boost employee productivity, streamline operations, accelerate application development and optimize business processes.

HCLTech also plans to establish a dedicated Gen AI Center of Excellence (Gen AI CoE). The primary focus of the Gen AI CoE will be to develop industry-specific solutions that leverage the transformative potential of Generative AI and SAP BTP. These solutions will enable clients to quickly adopt and expand their capabilities using a wide range of tools provided in SAP BTP, including low-code and no-code capabilities. Furthermore, these solutions will offer essential enterprise technology functionalities, such as security, forward compatibility (making upgrades easier), and integration with SAP BTP.

“We are excited about our ever-expanding partnership with SAP. Now, we are extending our collaboration to help enterprises embrace Gen AI ethically and responsibly. Through SAP advancements in Business AI and machine learning, enterprises can acquire valuable insights into their operations, enhance decision-making processes and attain remarkable success,” said Kalyan Kumar, Chief Technology Officer and Head – Ecosystems, HCLTech.

“Generative AI holds immense potential to revolutionize business processes and transform entire industries,” said Juergen Mueller, Chief Technology Officer and member of the Executive Board of SAP SE. “Together with partners like HCLTech, we can leverage the Generative AI capabilities of SAP Business Technology Platform to create AI-enabled solutions and tools for business that are relevant, reliable, and responsible, and will empower customers to swiftly adopt and create innovations that deliver actual business outcomes.”

HCLTech offers a unique set of end-to-end AI capabilities, from chip development to business process optimization. Leveraging strategic partnerships with SAP and many others, HCLTech is paving the way for the adoption of generative AI across industries.

### *HCLTech organizes holistic wellbeing program for employees*

18 January 2024

HCLTech, a leading technology company, hosted BE WELL, an employee wellness program at its NOIDA campus from Jan. 10 to 12, 2024 with an aim to increase awareness among employees and encourage them to nurture holistic wellness.

The 3-day program provided employees a platform to explore ways to rejuvenate themselves with musical concerts, fitness challenges, therapeutic crafts, counselling sessions, guided meditation, aroma therapies, food stalls and more.

BE WELL was conducted by certified wellness professionals, counsellors, psychiatrists and trained experts in multiple healing disciplines to provide employees with guided, semi-guided and experiential outlooks to physical, psychological and relational wellbeing.

“At HCLTech, we are committed to the wellbeing of our employees. BE WELL is one of the many interventions by HCLTech to ensure that there is increased awareness on health and wellbeing amongst our employees and their families,” said Ramachandran Sundararajan, Chief People Officer, HCLTech.

The BE WELL program will also be conducted in HCLTech campuses in Lucknow, Chennai, Vijayawada, Madurai and Nagpur over the coming days.



## *IFS announces winners of the 2023 Partner of the Year Awards*

18 January 2024

IFS, the global cloud enterprise software company, is announcing the winners of its Partner of the Year Awards. The annual event recognizes partners' continued dedication to the IFS Partner Program, commitment to excellence in the service(s) delivered to mutual customers, and expertise in leveraging innovation to extend the capabilities of IFS's solution. The announcement is taking place at the IFS Global Partner Summit (The O2 Intercontinental, London, United Kingdom).

The 2023 IFS Partner of the Year Awards comprises thirteen categories that recognize the tremendous achievements of IFS's partner ecosystem and considers partners across all industries, countries, and market segments.

**Merlin Knott**, Global Head, Partner and Channels, IFS, said: "As we reflect on the achievements of the past year, we look forward to the future possibilities that will undoubtedly emerge from the continued collaboration with these outstanding Partners. The IFS Partner of the Year awards highlight the commitment and synergy between IFS and our Partners. In a highly competitive field, these exceptional organizations have consistently gone above and beyond expectations, driving mutual success and fostering a spirit of collaboration that sets them apart on a global scale."

"That spirit translates into the great results we are achieving on the ground," **added Knott**. "In 2023, 38% of IFS's license revenue involved partners, 14 of the top 20 IFS deals included partners, and we have also completed just over 1000 new certifications."

**Knott concluded**: "I would like to congratulate the 2023 Partner of the Year winners for their unwavering commitment to excellence, customer satisfaction, and innovative solutions. These partnerships have not only elevated the industry standard but have also played a pivotal role in advancing our collective mission. In 2024, I am confident that this standard of excellence will continue to drive IFS's expanding partner ecosystem forward".

Cathie Hall, Chief Customer Officer, IFS, said: "These awards reflect the amazing work and results of our partners. They have shown excellence, innovation, and collaboration throughout the year, and have helped deliver value, best-of-breed solutions, and amazing Moments of Service to our customers. As we celebrate their achievements, we look forward to pushing the boundaries of what's possible and achieving even greater milestones in the years to come."

As with previous years, an internal steering committee of global and regional IFS representatives reviewed nominations for the merit-based categories of the awards. The awards also featured a Customers' Choice Partner of the Year category, which was nominated by IFS customers.

In addition, a panel of industry analysts, Sarah Lee (IDC), Hugo Fuller (Verdantix), and Predrag Jakovljevic (Tech Evaluation), led on judging nominations for the Innovative and Services categories, drawing on their broad experiences to judge a particularly competitive pool of entries.

**The full list of winners is as follows:****Partner of the Year – Accenture**

A merit-based award, that recognizes the IFS partner who has demonstrated a significant contribution to the continued growth of the IFS ecosystem through new customer acquisition while delivering IFS license revenue and providing unmatched support services to customers.

**Regional System Integrator Partner of the Year – Arcwide**

A merit-based award, this category recognizes those who demonstrated a significant contribution to the continued growth of the IFS ecosystem in the region through new customer acquisitions while also delivering unmatched support services to customers.

**IFS Foundation Partner of the Year Award – Hoist**

This category awards partners who stand out in their commitment to leveraging IFS solutions to create a positive social and environmental impact. This award underscores the significance of addressing broader societal challenges beyond business objectives.

**IFS Spirit Award – Astra Canyon**

This category recognizes partners who showed a significant commitment to a “One IFS” mentality, working hand in hand with IFS to create opportunities, deliver successful projects, delight customers and extend market awareness of IFS solutions.

**Customers’ Choice Partner of the Year – Xitricon**

Nominated by IFS customers, this award celebrates the IFS partner who has embraced the latest technologies to innovate, disrupt and help customers derive real value for their businesses –across industries and IFS solutions.

**Innovative Partner of the Year – RutterKey**

This award recognizes partners for demonstrating excellence in consistent innovation and implementation of customer solutions, leading to a positive and sustainable impact on their businesses.

**Services Partner of the Year – Enterprise – Tech Mahindra**

This nomination-based award recognizes the IFS partners whose expertise in implementation methodology, breadth of knowledge of IFS solutions, and superior customer service mentality was instrumental in delivering a multitude of successful projects in record-time – driving exponential ROI for customers.

**Services Partner of the Year – Mid-Market – Enterprise Analytics**

This award recognizes partners who provide exceptional delivery of services to mid-market customers supported by expert advice and guidance. This partner displays the value of innovation to mid-sized businesses, solving immediate business challenges and forming the foundation for future transformation.

**Channel Partner of the Year – InfoConsulting**

This merit-based award honors the partner who has demonstrated exceptional efforts in new business development, thought leadership, and products and services that promote IFS in emerging markets.

#### **Distributor Partner of the Year – Kurumsal Bilgi Sistemleri**

IFS Distributor of the Year, who demonstrated exceptional ability to deliver sales programs and proven substantial impact on new customer acquisition, and unsurpassed pipeline/revenue growth in Distributor markets.

#### **Distributor Channel Partner of the Year - F8**

IFS Distributor Partner and channel partners of Distributors, who demonstrated exceptional ability to deliver sales programs and proven substantial impact on new customer acquisition, and unsurpassed pipeline/revenue growth in Distributor markets.

#### **Growth Partner of the Year – Infosys**

A merit-based award, this category recognizes those partners that, in the past 24 months, exemplified accelerated growth and rapid implementation, having onboarded at minimum one new customer in the past 24 months and demonstrated a true commitment to continued business growth together.

#### **Technology Alliances Partner of the Year – CadTalk and Boomi**

This merit-based award recognizes the IFS partners that provided exponential value to IFS customers through the delivery of innovative add-on technology, demonstrated ability to respond to ever-changing business circumstances, and contributed to the adoption of IFS solutions within new customer bases to drive pipeline/revenue growth.

### *IFS appoints Stephanie Poore as new Managing Director for UK and Ireland*

16 January 2024

IFS, the global cloud enterprise software company, has announced that Stephanie Poore has been appointed as the new Managing Director for its UK and Ireland business, effective immediately. Poore takes over from Alan Laing, who has been appointed Chief Customer Strategist of South West Europe and Latin America and Chairman of UK&I to focus on driving IFS's regional customer success moving forward. These appointments reflect the company's strategic focus and consistent performance to date as it looks to cement its position as a leader in ERP, EAM, FSM, and ESM across its key markets.

The appointment of Poore, who moves from the role of Sales Director UKI, is a testament to her consistent performance since joining IFS in 2016. In her new role, Poore is set to steer IFS UK and Ireland towards continued growth, with a focus on customer-centric strategies and revenue generation. Her appointment is a clear indication of IFS's commitment to nurturing talent and promoting strong, diverse leadership within the company.

During her eight-year tenure at IFS, Poore has demonstrated strong leadership and a deep understanding of customer needs. Poore's impressive track record includes being awarded

Global Sales Director of the Year in 2022 and she is the founder of the Women in ERP Podcast, a platform dedicated to advocating for diversity within the technology sector.

Stephanie's promotion to Managing Director for the UK and Ireland follows a series of significant appointments of female leaders at IFS, including Belinda Finch (Chief Information Officer), Cathie Hall (Chief Customer Officer), and Hoda Mansour (Chief Operating Officer, APJ, MEA).

André Robberts, President, South & Western Europe & LATAM, said: "We are thrilled to have Stephanie head up our UK and Ireland operations. Her exceptional leadership qualities, coupled with a profound understanding of our industry and market, make her the ideal choice for this role."

Robberts continued: "Stephanie's dedication to advocating for women in technology, including her active position within the IFS Global Women committee, further aligns with our values at IFS. These values include our commitment to supporting the development of women in leadership within technology and providing equitable opportunities based on merit. As IFS continues to grow at an accelerated pace, ensuring we have a diverse talent pool will be key to our differentiation and success."

The leadership change, combined with the strategic move to drive increased customer focus as Alan Laing takes on the position of UK&I chairman, will promote and accelerate IFS's customer success and customer value within the region. IFS expresses deep gratitude to Alan for his significant contributions and instrumental role in the rapid growth of the UK business over the past five years.

Commenting on her appointment, Stephanie Poore, Managing Director, IFS UK and Ireland, said: "I am both honored and excited to step into the role of Managing Director for IFS in the UK and Ireland. This opportunity is not just a professional milestone for me but also a testament to IFS's commitment to nurturing diverse leadership. I look forward to leading our talented team towards continued growth and innovation, while maintaining our focus on delivering customer-centric solutions. Together, we will strive to reinforce IFS's position as a leader in the enterprise software space."

### *Management News from Kontron Electronics: Fabian Kutteneuler is new Head of Sales*

16 January 2024

**Fabian Kutteneuler is the new Head of Sales at Kontron Electronics GmbH, having assumed overall responsibility for the company's sales activities.**

The 46-year-old manager has extensive experience in sales management. Fabian Kutteneuler considers the company to be excellently positioned with its portfolio of proprietary products, customized development and manufacturing services. He is also convinced that the individual business segments offer very positive development perspectives for continued business growth.

The focus of his activities will be on expanding business within the established markets.

Fabian Kuttenkeuler is taking over the position of Head of Sales from Franz Ott, who has assumed the newly created position of Business Development Manager. In this role, Franz Ott will devote his efforts to attracting new customers with a focus on proprietary products, as well as new business opportunities.

“Thanks to his experience and qualifications, Fabian Kuttenkeuler has the full skill set needed to drive the company forward. We are very pleased that we were able to win such a competent personality with wide sales experience to our business”, says Holger Wußmann, Managing Director of Kontron Electronics GmbH.

### *Nemetschek Group Invests in US-based Financial Automation Platform Briq*

19 January 2024

The Nemetschek Group, one of the leading software providers for the AEC/O and media industries, announced its investment in the US-based start-up Briq, a data-driven, collaborative financial automation platform for the construction industry. The investment further expands the Nemetschek Group's venture strategy of driving efficiency and innovation in the industry.

Briq, headquartered in Santa Barbara, USA, was founded in 2017 by Bassem Hamdy and Ron Goldshmidt. The company's mission is to provide a financial operating system for construction companies, empowering them with comprehensive financial capabilities. With Briq, they can manage workflows, data, cash flow, and projects, while improving processes, accuracy, and business operations.

As the construction industry has been relatively slow in embracing the digital transformation and faces challenges such as labor shortage, material availability and outdated financial tools, Briq focuses on transforming construction finance. They enable companies to do backward looking reporting, forward looking forecasting, automated spending including invoice management, expense reimbursement and credit card bill management, as well as automated billing. In real-time, the platform acts as a single source of financial truth for construction companies. It thus empowers firms to gain insights from historical data, enhancing their decision-making processes and enabling them to plan and strategize for the future, all while reducing manual effort and improving efficiency.

Bassem Hamdy, CEO and Co-founder at Briq says: “We are very happy to be working closely with the Nemetschek Group. They have a comprehensive view on the construction lifecycle in our industry. Their expertise will help us to accelerate our platform and provide access to an even broader target group.”

Matt Wheelis, SVP of Strategy, Build & Construct Division at Nemetschek Group adds: “The inherent inefficiencies and project-based financial risks in construction are challenging to identify in real time. Briq provides a leading solution to address those weaknesses, using AI to connect the dots between the field and the back-office for project financials. Their open, system-agnostic approach is a perfect fit with our principles, and we are excited about our partnership to revolutionize construction financials.”

“Investing in Briq aligns very well with our strategic focus of driving innovation and digitalization throughout the entire value chain of construction. I am particularly impressed how they transcend traditional boundaries by seamlessly orchestrating finance workflows across project management and ERP systems”, explains Tanja Kufner, Head of Startups & Venture Investments at the Nemetschek Group.

By eliminating manual tasks and minimizing human errors, Briq significantly enhances the efficiency and profitability of construction companies. The platform seamlessly integrates with popular construction systems such as Sage 100, 300, QuickBooks, Vista, Xero, and others. The young company is already serving over 300 clients across the United States. With a team of over 250 employees, Briq operates from offices in the United States, Canada, and India.

### *Netskope Names Christian Apostolou to Lead U.S. Federal Sales and Kiersten Todt as a CxO Advisor*

16 January 2024

Netskope, a leader in Secure Access Service Edge (SASE), announced the appointment of two seasoned United States public sector leaders as part of its commitment to a strategic growth path for Federal: Christian Apostolou to lead U.S. Federal Sales; and former Cybersecurity and Infrastructure Security Agency (CISA) Chief of Staff Kiersten Todt to Netskope as a CxO Advisor.

Apostolou brings to Netskope more than 25 years of experience in the technology industry serving both the private and public sectors. Prior to joining Netskope, he managed the Federal Sales team at Forcepoint, where he focused on selling the commercial product portfolio into the Department of Defense, Intelligence Community, and Civilian agencies.

Todt will be a CxO Advisor, having most recently served as the Chief of Staff at CISA. In this role, she was responsible for the planning, allocation of resources, and development of long-range objectives in support of the department’s goals and milestones, providing strategic vision, guidance, and direction to ensure CISA’s Director be prepared to interdict or respond to threats to the homeland. Prior to CISA, she served as Managing Director of the Cyber Readiness Institute, as CEO of Liberty Group Ventures, and, in 2016, as Executive Director of President Obama’s independent, bipartisan Commission on Enhancing National Cybersecurity.

As a CxO Advisor for Netskope, Todt will apply her extensive cybersecurity experience to support Netskope’s expanding Federal business as well as help guide Netskope’s work with the federal government and other customers as the company navigates mission-critical security and network transformation projects.

Both Apostolou and Todt will be featured speakers at Netskope’s Washington DC SASE Summit on January 24.

“We are thrilled to welcome Christian and Kiersten to our growing team as we continue to serve the network and security transformation needs of customers across the public sector,” said John Giacomini, Senior Vice President of Sales, North America, Netskope. “Their respective depths of expertise and proven leadership will greatly impact mission success and help move us

forward in protecting and servicing our nation's federal government agency customers and partners.”

Today's announcement follows recent news of Netskope GovCloud receiving the Federal Risk and Authorization Management Program (FedRAMP) authorization at Impact Level “High” on the FedRAMP Marketplace. The Authority to Operate (ATO) at the FedRAMP High Impact Level was announced January 9 and issued with sponsorship from the U.S. Department of Veterans Affairs.

Netskope GovCloud, leveraging the strength of Netskope Intelligent SSE powered by its Zero Trust Engine, provides federal agencies unrivaled visibility and real-time data and threat protection across web and cloud applications wherever they are.

“Netskope GovCloud and the strength of our capabilities are well regarded across public sector agencies, and I see tremendous opportunity for Netskope's services,” said Apostolou. “In speaking with members of Netskope leadership and various functions within the business, it quickly became clear to me that Netskope has a unique alignment of product fit, culture fit, and market viability showing something special to be part of and contribute to.”

“The federal government recognizes and emphasizes the importance of a secure cloud infrastructure and appreciates the necessary collaboration between government and industry to achieve this security. Netskope's capabilities and FedRamp High ATO can support implementation of the government's cloud priorities,” said Todt, whose keynote at the January 24 SASE Summit will discuss the current geopolitical climate and how it is impacting the country's approach to cybersecurity.

The marquee one-day event will demonstrate how Netskope helps security, network, and infrastructure teams come together to build a better network and security stack based on a SASE framework, providing an environment of enhanced security, efficiency, and innovation, and offering tailored solutions adept at meeting the nuanced demands of both public and private sectors.

Attendees of the SASE Summit will have the opportunity to:

- Learn from seasoned practitioners how to navigate through industry complexity and build a robust SASE and Zero Trust Architecture
- Discover strategies to safeguard data within AI tools like ChatGPT, ensuring organizations stay ahead in data protection
- Gain insights into crafting a more innovative IT environment tailored to the distinctive needs of both Federal and commercial sectors through tailored SASE solutions
- Network with peers and industry professionals

## *Rockwell Automation Releases 2023 Sustainability Report Outlining Progress and Outcomes*

16 January 2024

Rockwell Automation, Inc. published its 2023 Sustainability Report detailing the company's sustainability progress and outcomes, and how Rockwell is partnering across the manufacturing industry and communities worldwide to create sustainable impact and change.

Headquartered in Milwaukee, Wisconsin, Rockwell provides industrial automation and digital transformation solutions to manufacturers in more than 100 countries.

“We’ve been improving the efficiency of industrial processes for more than 120 years, which includes making the most of scarce resources,” said Rockwell Automation Chairman & CEO Blake Moret. “Today, our technology and expertise help manufacturers in diverse industries address the complex challenge of making high-quality products at scale while minimizing negative impacts on the environment.”

Smart manufacturing technologies play a critical role in driving Environmental, Social, and Governance (ESG) and sustainability success. Survey results from the company’s 8<sup>th</sup> annual State of Smart Manufacturing Report

indicate the driving factor for manufacturers to pursue sustainability and ESG policies and programs is to improve efficiencies, confirming that sustainability is critical for operational improvement and profitability.

### **Rockwell’s 2023 progress on its ESG journey**

In addition to showcasing how Rockwell supports customers’ sustainability efforts with its innovative, sustainable products and solutions, the report also highlights the company's ESG initiatives and programs that are making Rockwell more sustainable while at the same time fostering a culture that empowers employees to operate safely, sustainably, and responsibly.

In 2020, Rockwell announced its goal to be carbon neutral by 2030 (Scope 1 and 2 emissions). The report discusses the company’s work toward this goal, and includes information about Rockwell’s Scope 3 emissions baseline, explaining that indirect emissions from its value chain represent 99% of its Scope 3 carbon footprint.

The report highlights new 2023 ESG initiatives, including:

- **UN Global Compact:** The company joined the UN Global Compact and the report discusses the eight UN Sustainable Development Goals (SDG) on which Rockwell believes it can have the greatest impact.
- **The Science Based Targets initiative (SBTi):** Rockwell joined this partnership between the United Nations Global Compact, Carbon Disclosure Project (CDP), World Resources Institute (WRI), and the World Wide Fund for Nature (WWF), which is designed to address corporate climate action.



- **Product Design for Sustainability:** The creation of a new team responsible for the integration of sustainability design principles, measurement criteria, and requirements into common product development processes.

### Partnering to build sustainable communities

Advanced manufacturing is creating demand for people who have the knowledge and skills to optimize technology, yet workforce and skill shortages continue to impact companies across every industry. The 2023 Sustainability Report underscores the work the company is doing to help create a skilled, engaged workforce that is comfortable using these tools, and the importance of partnering across government, educational institutions, and industry to develop needed workforce skills, now and in the future.

“In a time when workforce and skill shortages impact manufacturers in every industry, enabling people to become comfortable with the newest technology and giving them opportunities to upskill along the way can be the difference between success and failure,” said Moret.

He added, “When a human-centric approach is applied to technology implementation, we see improvement in nearly every aspect of the manufacturing operation—from efficiency to worker safety—delivering results that have a positive impact on both the bottom line and sustainability.”

[Learn more in Rockwell Automation's 2023 Sustainability Report](#)

### *SAP Evolves Executive Board to Maximize Innovation Adoption and Customer Value in the Cloud*

9 January 2024

SAP SE announced two changes to its Executive Board to build on the company’s success ensuring customers benefit from the cloud in the era of AI.

SAP’s dynamic cloud growth over the past three years, coupled with the development of an industry-leading modular cloud suite, has set the stage for the next phase of innovation and impact.

Starting April 1, 2024, a new Board area will be created to accelerate cloud growth and adoption. This Board area, led by Thomas Saueressig, will be focused on ensuring customers’ ability to embrace continuous innovation in the cloud. At the same time, Muhammad Alam will join the company’s Executive Board, succeeding Thomas Saueressig and assuming responsibility for SAP’s product engineering.

“I am excited that Thomas Saueressig has agreed to take on a critically important new role focused on maximizing potential for our customers in the cloud,” said Professor Hasso Plattner, chairman of the Supervisory Board of SAP SE. “Thomas’ demonstrated leadership, expertise and customer focus will be key as he works to build a team responsible for comprehensive value delivery. Muhammad Alam is a visionary leader and a passionate engineer who shares SAP’s commitment to excellence and innovation, and he is well suited to continue driving the success

of our product engineering teams. On behalf of the entire Supervisory Board, I wish him a successful start.”

### **New Board Area Will Focus on Innovation Adoption in the Cloud**

Effective April 1, 2024, SAP will put the power of a new dedicated Board area called Customer Services & Delivery behind the company’s drive to support customers in their cloud transformation journey, accelerate innovation adoption and further increase customer satisfaction. The new Board area will help ensure that customers are able to swiftly adopt and consume innovation, maximize the benefits of the cloud and realize the value of SAP’s integrated portfolio. Saueressig, who joined the Executive Board in 2019, will head the new Board area, building on his success in transforming the SAP Product Engineering organization, re-focusing the portfolio and delivering continuous innovation over the past five years.

“Everything we do at SAP, we do for our customers,” said Saueressig. “With Customer Services & Delivery, we establish a new level of attention to our customers’ success. I could not be more humbled to lead this new Board area and this incredible team. Customer Services & Delivery is the place where deep product expertise and strong customer relationships are united as one. Together we will drive innovation adoption and customer satisfaction to new heights.”

### **Engineering and Innovation Are the Priorities for New Board Member**

Succeeding Saueressig and assuming responsibility for SAP’s product engineering, Alam will join the company’s Executive Board, effective April 1, 2024.

Alam joined SAP on January 31, 2022, as president and chief product officer for the Intelligent Spend and Business Network. In this role, he leads the engineering and design teams focused on procurement, travel and expense, external workforce management and SAP Business Network. Prior to SAP, Alam worked for 17 years at Microsoft, most recently as corporate vice president of product and engineering for Microsoft Dynamics 365 business applications.

“Since I joined SAP, I have been amazed by the breadth and depth of our product portfolio, our engineering excellence and the tremendous value our engineers create for SAP’s customers,” said Alam. “I am truly honored to have been appointed to the Executive Board and thank the Supervisory Board for their trust. Together with the best product and engineering team in the world, we will continue our transformation journey and bring incredible innovation to life across and beyond our solutions for customers.”

## ***Siemens & Salesforce team up to accelerate servitization and drive manufacturing profitability***

16 January 2024

Siemens Digital Industries Software announced today the new Teamcenter® SLM app on Salesforce AppExchange. Developed by Siemens in collaboration with Salesforce, the app connects product engineering and product service operations by bringing together the Teamcenter Service Lifecycle Management solution from the Siemens Xcelerator portfolio of industry software with Salesforce Manufacturing Cloud and Salesforce Service Cloud. This new

app enables manufacturers to adopt more service-centric business models, improve the customer experience and increase service revenue.

“Siemens and Salesforce are coming together to enable manufacturers to connect to their customers in whole new ways through this innovative integration of service lifecycle and customer relationship platforms,” said Zvi Feuer, Senior Vice President of Digital Manufacturing, Siemens Digital Industries Software. “Through our new collaboration with Salesforce, we’re helping manufacturers move to servitization through a closed loop integration that brings together product knowledge with the full customer story. The app delivers an enhanced customer service experience that can revolutionize service operations, foster collaboration between engineering and service teams and drive enhanced customer satisfaction - by delivering the right information at the right time in a single, centralized location.”

Benefits of the new Teamcenter SLM app include improving operational efficiency through a better first-time-fix ratio, reducing the cost of service and helping to improve alignment between sales and service efforts. Equipped with the right asset information, tools and inventory, service teams can improve the customer service experience and drive revenue growth.

The app also gives greater visibility for technicians and field staff into customer asset information alongside the graphically rich product data, managed in Teamcenter – helping service activities to complete successfully the first time. With access to Einstein, Salesforce’s AI technology, the app can scan knowledge articles created from service plans authored in Teamcenter to help find resources and solutions. With easy access to service data, manufacturers can drive continuous product improvement as lessons learned through service events become part of each asset’s digital twin.

“We’re excited to partner with Siemens to help manufacturers increase efficiency, provide better service, and open new revenue streams,” said Achyut Jajoo, SVP & GM of Manufacturing and Automotive, Salesforce. “By bringing together Salesforce, which is powered by real-time data and AI, with Siemens’ Teamcenter service lifecycle management, we can help advance digital transformation across the sector and empower manufacturers to deliver better service while generating new revenue streams.”

## Event News

### *Cyncly brings the future of spaces for living to KBIS 2024*

16 January 2024

Cyncly, the leading global provider of software and content solutions that help make amazing spaces for living, will bring its connected portfolio of kitchen, bathroom, furniture and closet software solutions to KBIS, North America’s largest kitchen and bath expo, February 27–29, 2024 at booth #N2827. Cyncly will showcase its integrated design and sales solutions for the KBB industry, with products including Design Live, Insight, Ideal Spaces, Mozaik and 3CAD.

Cyncly is proud to showcase a future where living spaces are not just imagined but brought to life with seamless efficiency and inspiring creativity. Operating with more than 35 years of industry experience, Cyncly provides specialized visualization and sales solutions that enable professional designers and retailers to operate more effectively and deliver outstanding consumer experiences. The company offers the world's largest catalogue content hub and a range of market-leading products, increasingly integrated on a cloud platform, to connect every step of the customer journey.

"We're thrilled to be bringing the industry's leading solutions to KBIS under the Cyncly brand," said Gordon Bartels, General Manager of Kitchen, Bath and Furniture Retail Solutions. "But really, Cyncly is more than a brand. It's a transformation of the spaces-for-living industry where amazing design, sales and content solutions all connect on the cloud. Our deep pool of expertise, connected solutions and commitment to our customers' success enable us to be a strategic partner for all our customers at every stage of a project, from the first spark of inspiration to a successful installation."

Cyncly's is integrating its suite of design, visualization and sales solutions on the cloud, enabling greater collaboration with customers online and in person. Designers can work from anywhere, and access documents on any device, to accelerate projects and sell great designs faster. Soon, Design Live will run on Cyncly's Flex platform on the cloud, bringing greater flexibility and portability to the Design Live community.

Cyncly is also pioneering the application of AI solutions for design and sales professionals, leveraging its deep industry expertise and rich data. At KBIS, Vanessa DeKoekkoek, Cyncly's Global Training Manager, will lead the Voices of the Industry workshop "Designing the Future: AI's Impact on Interior Design," showcasing how new AI-powered capabilities can transform the creative process and strengthen designers' business models.

Before the hustle and bustle of KBIS begins, Cyncly is inviting customers to an exclusive VIP Customer Event on February 26. Customers should act fast to secure their spot for a day of innovation, inspiration, and insider knowledge. To kick off KBIS with a bang, Cyncly is hosting an in-booth party to celebrate the new era of Cyncly on Tuesday, February 27 from 3-5 PM. On all three days of KBIS, visitors can participate in Cyncly's theatre presentations to learn how our solutions can improve their design business – including through AI and automation built into Cyncly products.

To learn more about Cyncly's participation at KBIS and apply for a free visitor's badge, visit [cyncly.com/events/kbis/](http://cyncly.com/events/kbis/).

### *Keysight Spotlights Solutions Enabling Better AI Infrastructure at DesignCon 2024*

16 January 2024

**What:** Keysight empowers innovators to accelerate the development of intelligent networks by pushing the boundaries of current data speeds. At [DesignCon 2024](#), Keysight will demonstrate its market-leading design, simulation, and test solutions that enable electrical / optical transmission and data center interconnect applications to speeds of 800G and 1.6T.

**When:** January 30 – February 1, 2024

**Where:** Keysight Booth Number 1039  
Santa Clara Convention Center

**Media:** Contact Paul Erwin to schedule media briefings and solution demonstrations.

**Info:** Keysight will present the following sessions at DesignCon 2024: Keysight Education Forum (KEF), technical presentations/papers, and more.

Join Keysight experts at Booth #1039 for the following demonstrations:

**UCle Chiplet PHY Designer** – As AI workloads evolve and change, chiplet based system architectures can be used to scale up quickly to keep pace with the growing compute needs. This demo will showcase a new PHY designer for chiplets that allows the modeling, simulation, and analysis of the high-speed channel between two D2D PHY interfaces.

**Enabling PCIe 7.0 Technology** – PCIe architecture provides a robust high-bandwidth interconnect solution for attaching compute chips and network devices used in AI / ML applications. It also has the added benefit of a mature ecosystem that has been built up to include a compliance testing framework to ensure interoperability between different vendors. This will demonstrate Keysight's solutions that can be used to enable the testing of PCI Express 7.0 transmitter and receiver technologies.

**PCIe 6.0 and CXL 2.0 Solutions** – The rapid deployment of AI accelerators for use in compute arrays has driven the demand for higher speed PCIe chip-to-chip interfaces. Keysight's PCIe 6.0 Analyzer and PCIe 6.0 Exerciser solutions will be used to show how live PCIe 6.0 protocol traffic can be generated and analyzed using advanced triggers and filters while emulating both root complex and endpoint scenarios.

**1.6T 212G PHY Transmitter/Receiver Testing** – In order to process the large datasets associated with AI and large language models, bandwidth improvements are needed in both the compute-oriented interfaces as well as those used to enable higher speed data networks. Keysight will demonstrate the testing and validation of next-gen SerDes designs running at 212 Gbps per lane which are used to enable high-performance computing to unleash the potential of AI.

**Test USB4 in Record Time** – This demonstration spotlights Keysight's test solution for USB4 transmitter, receiver, and return loss as well as test automation software featuring measurement acceleration technology to provide the fastest time-to-answer in the market.

**Signal Integrity PLTS 2024** – With an increase in demand for high-speed digital designs and interconnects aimed at enabling AI / ML applications, there are new signal integrity design and measurement challenges to consider. This demonstration will highlight vector network analysis and time domain reflectometry measurement solutions Keysight has developed to address these new challenges.

**DDR5 Simulation and Test** – AI / ML implementations impose challenging throughput demands on DRAM memory resources which has driven the adoption of DDR5 designs. Keysight will

demonstrate a validation solution for DDR5 as well as a new high bandwidth and low noise probing solution which can be used to accurately report the Tx and Rx performance of next-gen memory designs.

### *Velo3D to Present at the 26th Annual Needham Growth Conference*

16 January 2024

Velo3D, Inc., a leading additive manufacturing technology company for mission-critical metal parts, announced today that Bob Okunski, Vice President of Investor Relations, will speak at the 26th Annual Needham Growth Conference on January 18, 2024 at 3:00 p.m. Eastern Time / 12:00 p.m. Pacific Time.

The live webcast and replay of the presentation can be accessed from the Events page of the Investor Relations section of Velo3D's website at [ir.velo3d.com](https://ir.velo3d.com).

## Financial News

### *AECOM announces planned dates for first quarter fiscal 2024 earnings results and conference call*

16 January 2024

AECOM, the world's trusted infrastructure consulting firm, announced that it intends to issue its first quarter fiscal 2024 earnings results after the U.S. market closes on February 5, 2024. The Company will also host a conference call and webcast with analysts and investors on February 6, 2024, at 8 a.m. Eastern Time / 7 a.m. Central Time, during which management will present the Company's financial results and outlook, strategic accomplishments, and market and business trends.

The webcast and a replay will be available online at <https://investors.aecom.com>. The press release and presentation slides will be available on the Company's website the day of the call and will contain additional financial information.

The conference call can be accessed directly by dialing 800-599-5188 (U.S.) or an international number at <https://events.q4irportal.com/custom/access/2324/> and entering passcode 7295287.

### *AMETEK Announces Fourth Quarter 2023 Earnings Call and Webcasted Investor Conference Call Information*

19 January 2024

AMETEK, Inc. will issue its fourth quarter 2023 earnings release before the market opens on Tuesday, February 6, 2024.

AMETEK will webcast its fourth quarter 2023 investor conference call on Tuesday, February 6, 2024, beginning at 8:30 AM ET. The live audio webcast can be accessed by clicking on the

Events & Presentations link in the "Investors" section of [www.ametek.com](http://www.ametek.com). A replay of the call will also be archived on the website and will be available until the next quarterly earnings call.

## ***Blackline Safety Hits \$100M Milestone in Annual Revenue***

18 January 2024

Blackline Safety Corp. ("**Blackline**" or the "**Company**"), a global leader in connected safety technology, reported its fiscal fourth quarter and annual financial results for the period ended October 31, 2023.

### **Management Commentary**

*"We are delighted to achieve a significant milestone, reaching \$100 million in total annual revenue as we recorded our 27<sup>th</sup> consecutive quarter of year-over-year total revenue growth. This includes our fourth quarter, where we reached \$30.0 million in total revenue, a 36% increase over the prior year's quarter. We are proud of our execution during the year: increasing ARR<sup>(1)</sup> 40% to \$51.1 million, achieving 33% more in hardware revenue, while decreasing total annual expenses 10%, leading to a dramatic reduction in EBITDA<sup>(1)</sup> loss,"* said Cody Slater, CEO and Chair, Blackline Safety Corp.

*"In Q3 of last year, we embarked on a path to profitability. In that quarter, our EBITDA<sup>(1)</sup> loss represented 79% of our revenue and our cash used in operating activities was 105%. In Q4 2023, our EBITDA<sup>(1)</sup> loss was reduced to less than 5%, our cash used in operating activities as a percentage of revenue<sup>(1)</sup> was improved to 7%, all while achieving top line growth of 36%. Even though we did not hit our ambitious goal of reaching EBITDA positive results I am confident the Company has transformed itself into an engine that can continue to deliver top line growth in the future and generate significant profitability in the long run,"* continued Slater.

Blackline set a new record in quarterly gross profit of \$16.5 million which was driven by strength in both our product and service segments that delivered increases of 66% and 53%, respectively. The Company's strong fiscal fourth quarter gross margin percentages<sup>(1)</sup> of 32% for hardware and 77% for service are an excellent benchmark for fiscal 2024 and will contribute to Blackline's path sustained profitability. Q4 2023 marked the fourth consecutive quarter of 33% year-over-year revenue growth or better. We expect to continue our revenue and market share growth while maintaining cost discipline to target consistent positive Adjusted EBITDA<sup>(1)</sup> in the seasonally stronger second half of fiscal 2024.

Blackline delivered industry-leading NDR<sup>(1)</sup> reaching a new high of 129% in Q4 2023. Our solutions are core to the health, safety and compliance practices of our customers across industrial markets who continue to value the workforce visibility and safety that our integrated technology solution provides.

Geographically, the Company experienced year-over-year growth across the board with the United States growing 89% while our Rest of World and Canada markets grew 14% and 12%, respectively. Europe grew 1% compared to a strong fourth quarter in the prior year and it remains a key driver of growth for Blackline in fiscal 2024.

Mr. Slater continued, “Blackline achieved its highest quarterly gross profit ever at \$16.5 million, overall margin percentage was the highest in three years at 55%, driven by service margin of 77% and product margin of 32%. The improvements in these metrics continue to be driven by our lean manufacturing, increasing scale, value added software services and enhanced pricing model. The trend of margin improvements is a key contributor to a sustainable profitable financial model.”

“With the close of our expanded two-year credit facility in October, with a total capacity of \$25 million, we remain in a strong financial position with total cash, short-term investments, and availability on our credit facility of \$29.2 million all in addition to our lease securitization facility, which has \$53.2 million available. As we continue to reduce our cash burn through cost optimization, margin expansion and revenue growth, it is clear that we have the capital resources available to continue on our path to a sustainable free cash flow generating business.”

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

- Total revenue of \$30.0 million, a 36% increase over the prior year’s Q4
- Service revenue of \$15.0 million, a 38% increase over the prior year’s Q4
- Product revenue of \$15.0 million, a 35% increase over the prior year’s Q4
- United States growth continues to be strong with an 89% revenue increase over the prior year’s Q4
- Canadian market contributed 12% revenue growth over the prior year’s Q4
- Rest of World revenue grew 14% compared to the prior year’s Q4
- ARR <sup>(1)</sup> growth of 40% year-over-year to \$51.1 million
- Total Q4 expenses were \$19.8 million, declining \$0.5 million compared to the prior year’s Q4
- Expanded credit facility with ATB Financial to \$25 million
- Introduced new features for award-winning G7 EXO area gas monitor
- Unveiled Protect and Protect Plus service plans for G6 and new features, including an emergency SOS button, real-time connectivity and an expanded suite of data analytics
- Named to Globe & Mail’s Report on Business Top Growing Companies for fifth consecutive year
- Awarded \$3.5 million contract by leading North American energy company to protect over 850 workers
- Secured \$1.3 million worth of contracts with leading Middle East energy companies
- Announced over \$2.0 million in total contract value for hundreds of fire and hazmat organizations globally



- (1) This news release presents certain non-GAAP and supplementary financial measures, including key performance indicators used by management and typically used by companies in the software-as-a-service industry, as well as non-GAAP ratios to assist readers in understanding the Company's performance. Further details on these measures and ratios are included in the "Key Performance Indicators," and "Non-GAAP and Supplementary Financial Measures" sections of this news release.

### Conference Call

A conference call and live webcast have been scheduled for 11:00 am ET on Thursday, January 18, 2024. Participants should dial 1-800-319-4610 or +1-416-915-3239 at least 10 minutes prior to the conference time. A live webcast will also be available at <https://www.gowebcasting.com/13108>. Participants should join the webcast at least 10 minutes prior to the start time to register and install any necessary software. If you cannot make the live call, a replay will be available within 24 hours by dialing 1-800-319-6413 and entering access code 0356.

### *HCLTech delivers a stellar quarter with strong performance across Services and Software*

12 January 2024

HCLTech, a leading global technology company, announced its financial results for the quarter ended December 31, 2023.

For the quarter, revenue came in at \$3.415 billion, up 5.9% QoQ and 5.3% YoY. EBIT margin in the quarter was 19.8%, an expansion of 126 bps QoQ, underscoring strong execution and cost efficiencies. The company won 18 large deals – six in Services and 12 in Software, with TCV of almost \$2 billion. The company announced a dividend of ₹12 per equity share for the quarter.

Services revenue grew by 3.1% QoQ in constant currency and crossed an annual run rate of \$12 billion. HCLSoftware revenue for the quarter was up 5% YoY with an annual recurring revenue (ARR) of over \$1 billion.

"Our results this quarter have been remarkably strong, driven by strong momentum in both services and software businesses and a stellar operating margin. HCLSoftware's performance was another bright spot and we are excited about its strategic progress over the last year," said C Vijayakumar, CEO & Managing Director, HCLTech. "We continue to invest in AI, specifically Generative AI as well as cloud native capabilities across our products and services to address evolving client needs. We remain confident of our continued growth momentum enabled by our business mix, our people and laser-sharp focus on delivering innovation and hyper-automation to our clients."

Revenues from Europe grew at 5% QoQ (CC) and Americas grew at 3.1% QoQ. Industry vertical growth was led by Telecom and Media, followed by Manufacturing, Retail and CPG. The Engineering and R&D Services business (ERS) grew by 8.7% QoQ, with strong contribution from the company's recent acquisition of ASAP, based in Europe.

The company has given constant currency revenue guidance of 5%-5.5% for FY24 and retained its EBIT margin guidance of 18-19% for the year.

“HCLTech delivered a stellar quarter with sequential growth driven by HCLSoftware, and a spurt in the Telecom vertical and ER&D segment. Our Services revenue has crossed a significant milestone of US\$ 12 Billion (Rs 1,00,000 Crores) on a run rate basis. We also delivered the highest ever EBIT of Rs. 5,615 Crores (up 7.4% YoY) and Net Profit of Rs. 4,350 Crores (up 6.2% YoY) this quarter. LTM Return on Invested Capital (ROIC) stands at solid 32.8% for the company (up 301 bps YoY). Cash conversion (on LTM basis) continues to be healthy with OCF/NI at 142% and FCF/NI at 135%,” said Prateek Aggarwal, Chief Financial Officer, HCLTech.

Attrition (LTM) rate for the quarter moderated further to 12.76% from 14.2% in Q2 FY24 and 21.7% YoY. The company reported a net addition of over 3,600 people, taking its total headcount to over 224,700 across 60 countries.

HCLTech continues to leverage technologies from GenAI to cloud computing to help clients future-proof their businesses.

Among the select GenAI deals that HCLTech won in the quarter are:

- A US-based global communication services provider selected HCLTech to implement GenAI in fields such as software engineering, analytics, network activation, call center agent experience, infrastructure, among others.
- A US-based chemicals manufacturer partnered with HCLTech to enhance its sustainability efforts and develop a state-of-the-art solution for real-time ESG reporting and analytics tools using GenAI.
- A leading US-based financial services firm has engaged HCLTech to evaluate GenAI solutions integrated with cloud technology. These solutions are tailor-made for critical applications, featuring areas such as risk management analytics, predictive modeling and anomaly detection.

Other Achievements:

- Only service provider to win six 2023 ISG Star Of Excellence Awards. 150+ participants evaluated for the awards, based on scores received from 2,250 unique customers.
- Won the gold award at the 3rd ICAI International Sustainability Reporting Awards for Climate Action Reporting.

### *IBM to Announce Fourth-Quarter 2023 Financial Results*

10 January 2024

IBM will hold its quarterly conference call to discuss its fourth-quarter 2023 financial results on Wednesday, January 24, 2024 at 5:00 p.m. ET. The live webcast of the earnings call can be accessed at [www.ibm.com/investor](http://www.ibm.com/investor).

Please also visit the investor website for the earnings press release prior to the webcast. A replay, associated charts and prepared remarks will be available after the event.

## *Informatica To Report Fourth Quarter and Fiscal Year 2023 Financial Results on February 14, 2024*

16 January 2024

Informatica, an enterprise cloud data management leader, announced it will report financial results for the fourth quarter and fiscal year 2023, which ended December 31, 2023, following the close of the U.S. markets on Wednesday, February 14, 2024. Informatica will hold a conference call on the same day at 2:00 p.m. Pacific Time (5:00 p.m. Eastern Time) to discuss its quarterly financial results.

The conference call can be accessed by dialing (833) 470-1428 from the United States or (404) 975-4839 internationally with access code 148703.

A live webcast and replay of the conference call and earnings presentation materials will be available on the investor relations page of Informatica's company website at <https://investors.informatica.com>.

## *Invitation to presentation of Addnode Group's Year-end Report January – December 2023*

15 January 2024

**Addnode Group is pleased to invite investors, analysts, and media to a presentation where President and CEO Johan Andersson and CFO Kristina Elfström Mackintosh will present the year-end report January – December 2023. After the presentation, there will be an opportunity to ask questions.**

Date: Friday February 2, 2024

Time: 09:30 am CET

Link to audiocast: <https://ir.financialhearings.com/addnode-group-q4-report-2023>

Link to participate via teleconference with the ability to ask questions verbally (after registration, phone numbers and conference ID to access the conference will be provided): <https://conference.financialhearings.com/teleconference/?id=50046557>

The presentation will be held in English.

The year-end report will be published at 08:30 am CET the same day.

The full report, presentation, and link to the audiocast will be available on [www.addnodegroup.com](http://www.addnodegroup.com)

## *L&T Technology Services reports double-digit growth in revenue and profit in Q3FY24*

16 January 2024

L&T Technology Services Limited, India's leading pure-play engineering services company, announced its results for the third quarter ended December 31, 2023.

Highlights for Q3FY24 include:

- Revenue at ₹24,218 million; growth of 12% YoY and 2% QoQ
- USD Revenue at \$290.7 million; growth of 11% YoY and 1% QoQ
- EBIT margin at 17.2%
- Net profit at ₹3,362 million; growth of 13% YoY

During the quarter, LTTS signed a total of six USD 10 million plus TCV deals across all industry segments that include one USD 40 million deal and one USD 20 million deal. Additionally, we signed two significant empanelment agreements.

*“We have made notable progress in each of our new-technology focus areas – AI, software defined vehicles (SDV) and cybersecurity. In AI, we filed 53 patents across segments like Transportation, Medical and Industrial Products. We had our first major win in SDV with a US OEM to define the architecture of their next generation automobiles. And continuing our SWC leveraged global deal wins, we won a \$10M plus deal in cybersecurity. These wins are a testimony to our differentiated offerings that enable us to become strategic partners to our customers.*

*All 5 segments grew positively for the second quarter in a row giving us 1% sequential growth despite the seasonal softness. A milestone win for us was the start of a significant relationship with bp to drive digital transformation. Our operational performance was steady helping us achieve double digit profit growth.”* said **Amit Chadha, CEO & Managing Director, L&T Technology Services Limited.**

### Patents

At the end of Q3FY24, the patents portfolio of L&T Technology Services stood at 1,249, out of which 811 are co-authored with its customers and the rest are filed by LTTS.

### Human Resources

At the end of Q3FY24, LTTS' employee strength stood at 23,298

### *LTIMindtree delivers 3.5% YoY USD revenue growth*

17 January 2024

LTIMindtree, a global technology consulting and digital solutions company, announced its consolidated results for the third quarter ended December 31, 2023, as approved by its Board of directors.

“Our strong operational performance in a seasonally weak quarter speaks about the organization’s resilience amid the continuing macro challenges. For the quarter, we reported a revenue of USD 1.08 billion, a 3.5% YoY growth in USD terms, an EBIT margin of 15.4%, an increase of 150 bps YoY, and a PAT margin of 13%, an increase of 140 bps YoY.

We have booked our highest-ever order inflow at USD 1.5 billion, representing a 21% increase YoY, and our strong cash flow metrics helped us cross INR 10,000 crore in cash and investment balance. These strong indicators make us confident to deliver on our path to success as we

enter the new year.”

– Debashis Chatterjee, Chief Executive Officer and Managing Director

Key financial highlights:

Quarter ended December 31, 2023

In USD:

- Revenue at \$1,083.7 million (growth of 0.8% Q-o-Q / 3.5% Y-o-Y)
- Net profit at \$140.5 million (growth of 0.1% Q-o-Q / 15.6% Y-o-Y)

In INR:

- Revenue at ₹90,166 million (growth of 1.2% Q-o-Q / 4.6% Y-o-Y)
- Net profit at ₹11,693 million (growth of 0.6% Q-o-Q / 16.8% Y-o-Y)

Nine Months ended December 31, 2023 (YTD FY24 vs YTD FY23)

In USD:

- Revenue at \$3,217.9 million (growth of 5.6%)
- Net profit at \$421.1 million (growth of 2.7%)

In INR:

- Revenue at ₹2,66,241 million (growth of 8.7%)
- Net profit at ₹34,839 million (growth of 5.7%)

Other highlights:

Clients:

- 739 active clients as of December 31, 2023
- \$5 million+ clients increased by 5 on a Y-o-Y basis, total 149
- \$10 million+ clients increased by 8 on a Y-o-Y basis, total 89
- \$20 million+ clients increased by 3 on a Y-o-Y basis, total 40
- \$50 million+ clients increased by 1 on a Y-o-Y basis, total 12

People:

- 82,471 professionals as of December 31, 2023
- Trailing 12 months attrition was 14.2%

Deal Wins

- A global leader in the design, engineering, and delivery of customized facilities for high-tech industries has selected LTIMindtree as their preferred strategic partner for their Digital Transformation journey over the next 5 years. LTIMindtree will drive transformation across the technology landscape through multiple services including

Cloud Migration, End User Services, Security, and Application Development and Support.

- A US-based premier oil and gas producer selected LTIMindtree as their strategic partner for end-to-end technology services. As part of the partnership, LTIMindtree will provide services across several value-based portfolios covering Digital Solutions, Platforms and Operations.
- A diversified multinational mass media corporation has chosen LTIMindtree as their preferred ServiceNow transformation partner. This engagement will help unlock the value of their ServiceNow investments, improve ROI, and drive cost efficiency.
- A leading US-based energy producer has expanded its infrastructure managed services scope with LTIMindtree.
- A global financial services technology company has chosen LTIMindtree for its Product Development initiatives.
- A utilities company in the Middle East continues to strengthen its relationship with LTIMindtree by signing another 3-year agreement where LTIMindtree will support their transformation journey by identifying areas of expansion and optimizing the technology landscape.

#### Partnerships

- LTIMindtree received the “Global Partner of the Year award” for Sustainability from #AWS at #reinvent2023. We received this commendation for the business impact we created for one of our marquee Utility customers, enabling them to reduce over 2 million metric tonnes of carbon emissions. This recognition accentuates LTIMindtree as a conscientious, futuristic, and sustainable organization committed to an inclusive vision, shared growth, and positive value creation with our stakeholders.
- LTIMindtree was honoured with “Partner on Boomi Award” at the Boomi World Tour. This recognition endorses LTIMindtree’s deep expertise to deliver integrated environments, power automation, and enable data-driven decision-making to give our joint customers the best business outcomes.

### *Rockwell Automation to Report First Quarter Fiscal 2024 Results*

17 January 2024

Rockwell Automation, Inc. is scheduled to report its first quarter fiscal 2024 results on Wednesday, Jan. 31, before the market opens. The release will be posted on the Rockwell Investor Relations website at [www.rockwellautomation.com/en-us/investors.html](http://www.rockwellautomation.com/en-us/investors.html).

A conference call to discuss the quarterly results will be held at 7:30 a.m. CST on Jan. 31. This call will be audio webcast and accessible on the Rockwell Automation Investor Relations website. Presentation materials will also be available on the website prior to the call.

Interested parties can access the conference call by dialing the following numbers: +1 (888) 330-2022 in the U.S. and Canada; +1 (646) 960-0690 for other countries. Use the following passcode: 5499533. Please dial in 10 minutes prior to the start of the call.

Both the presentation materials and a replay of the call will be available on the Investor Relations section of the Rockwell website through March 1.

## Implementation Investments

### *ALBERTSONS MEDIA COLLECTIVE SELECTS CAPGEMINI AS ITS GLOBAL AGENCY PARTNER FOR MEDIA PLANNING, MEDIA OPERATIONS AND CONTENT CREATION*

10 January 2024

Albertsons Media Collective, the retail media arm for Albertsons Companies, Inc., and leading business and technology transformation company Capgemini, announced a new agreement for media planning, media operations and content creation.

As its global business partner, Albertsons Media Collective will leverage Capgemini's intelligent process automation technology, underpinned by robotic process automation (RPA) and generative artificial intelligence (AI), to unlock deep learning insights for media planning and real-time creative optimizations. As part of the partnership, Capgemini will implement industry-leading technology to automate and enhance operations for media planning, activation workflows and creative versioning, as well as insights for live campaign optimizations.

*"The advertising industry is ripe with potential to integrate AI, and we see a massive opportunity to leverage process automation to streamline our workflows, drive enhanced campaign performance and accelerate speed to market,"* said Kristi Argyilan, SVP of Retail Media for Albertsons Media Collective. *"Partnering with a digital transformation pioneer like Capgemini will enable us to empower our employees to focus their time on higher level tasks, while simultaneously providing more flexibility, efficiency and performance for our clients."*

Capgemini anticipates that leveraging digital technologies will enable Albertsons Media Collective and its clients to achieve a 20 percent faster speed to market. Additionally, the collaboration with Capgemini enables Albertsons Media Collective to provide its clients with greater flexibility, efficiencies and campaign performance.

*"We're thrilled to be partnering with Albertsons Media Collective, to deliver on their priority business outcomes accelerating speed to market and bringing brands and customers together efficiently,"* said Ted Levine, Managing Director of Consumer Products, Retail and Services for Capgemini Americas. *"By leveraging digital and AI technology to keep a pulse on ever-evolving shifts in consumer behavior, Albertsons Media Collective can enable brands to pivot their strategies in real-time and adjust to changing consumer preferences."*

## *BBM Partners with Centric Software to Power Full-Chain Digitalization*

18 January 2024

Baozun Brand Management (BBM) of Baozun Inc., the franchisor that operates Gap® brand business in China, has partnered with Centric Software to launch and implement a project incorporating retail planning, Product Lifecycle Management (PLM) and Supply Chain Management (SCM), to empower Gap's transformation in the local market as it enters a new stage of development. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source, buy, make, price, allocate, sell and replenish products such as fashion, outdoor, luxury, multi-category retail, grocery, food & beverage, cosmetics & personal care and consumer electronics to achieve strategic and operational digital transformation goals.

Gap is an iconic fashion brand and the namesake for leading global specialty retailer, The Gap, Inc.™. Since the opening of its first China store in 2010, Gap has achieved robust expansion throughout the country, amassing broad brand awareness in the region. Following the completion of the acquisition, Baozun Inc. runs Gap's operation in China starting from February 1, 2023. Since then, Gap's China business has become an important part of Baozun Inc, under the business line of BBM.

As the Gap brand entered a new chapter of development in the Chinese market, BBM sought a comprehensive digital technology solution for the brand's operations on BBM's development strategy. The goal was to enhance product design capabilities with a focus on localization, strengthen the responsiveness of the local supply chain and improve the shopping experience for consumers, guided by the principle of "In China for China".

Given Centric's rich experience in the fashion and footwear industry and excellent reputation in the field, BBM and Centric entered into a full-chain digitalization collaboration that covers retail planning, product development, assortment and supplier management. This collaboration involves the implementation of two core products from Centric Software: Centric Planning™ and Centric PLM™, with an aim to establish a digital foundation for data and processes to enable Gap's transformation from planning to product go-to-market through the deployment of Centric Software's end-to-end solutions.

In March 2023, the two companies officially launched the Planning+PLM+SCM project. Through the joint efforts of their teams and relentless dedication, the project was completed ahead of schedule within five months.

"We are honored to have earned BBM's trust to undertake such a substantial and important project," says Chris Groves, CEO of Centric Software. "Centric Planning and Centric PLM will enable BBM to improve efficiency and profitability, spark creativity and accelerate product time-to-market. We look forward to continuing our collaboration with BBM in the future."

## *Fancom selects Sopheon to drive InnovationOps*

17 January 2024

Sopheon, the InnovationOps software company, announced that Fancom BV has selected Sopheon's software Accolade®, the industry's most complete InnovationOps tool for managing



strategy, governance and portfolios, as a foundation for its innovation processes. Sopheon's industry-leading innovation management capabilities will strengthen Fancom's smart farm house technology, which enables customers to operate more efficiently and profitably in a way that respects animal welfare and the environment.

Based in the Netherlands, Fancom is the global leader in developing intelligent automation solutions and control systems for pig, poultry and mushroom farming. Fancom provides solutions for environmental control, feeding systems and data management to optimize processes in livestock houses and growing rooms. Fancom's innovative approach to smart farming creates superior conditions by monitoring and regulating all processes from one central location.

"Accolade has already become an invaluable tool," said Floris Sprengers, director of innovation at Fancom. "Accolade is helping optimize our innovation processes and contributing to more informed decision-making at Fancom. I am confident that it will lead to a reduced time-to-market for Fancom in the very near future."

Sopheon's InnovationOps software helps organizations in five critical areas: discovery, idea management, product management, project management and innovation management. Sopheon enables a perfect combination of creativity and structure, allowing companies to respond to market needs in real time.

"Accolade will make it possible for Fancom to achieve an unprecedented level of transparency into the ongoing progress and results of its R&D and innovation initiatives," said **Greg Coticchia, CEO of Sopheon**. "Industry-leading companies like Fancom rely on Sopheon to introduce products faster, improve success rates, create competitive advantage and ensure that innovation initiatives always align with corporate strategy."

### *HATCH Collective Streamlines Product Development with DeSL PLM*

11 January 2024

HATCH Collective partners with Discover e-Solutions (DeSL) to deliver Product Lifecycle Management software. DeSL is a market leader in digital transformation solutions including integrated end-to-end PLM software for the fashion, apparel, textile, footwear, and retail sectors.

Juliana Simon, SVP of Development and Production at HATCH Collective, shares "HATCH Collective adopted DeSL in 2023 as we assumed operational responsibility for two additional portfolio brands, Motherhood Maternity and A Pea in the Pod. This PLM solution facilitated an easy transition from manual tracking tools and assisted our team in further enhancing and streamlining our product development processes. We look forward to seeing the full benefits of this digital transformation and the additional efficiencies it can offer as we continue to scale."

One of the standout features of DeSL's PLM solution is its accessibility for factories involved in the production process. The system provides a centralized platform for collaboration, enabling effective communication, and coordination among all stakeholders.

In addition, HATCH Collective notes the integration of DeSL's PLM solution with testing processes has been a massive help. Testing reports seamlessly enter the system and are centrally utilized throughout the product development lifecycle. HATCH Collective also highlights the system's capability to serve as a single source of truth for all aspects of a style.

Juliana continues, "Our brands have had a long history with DeSL and we have been extremely pleased with their flexibility to work with us as we configure the tool to fit our current needs keeping our growth in mind."

DeSL looks forward to supporting HATCH Collective with their ongoing commitment to embracing digital transformation and leveraging DeSL's PLM to drive efficiency in product development. To learn more, visit DeSL or request a demo with a DeSL representative.

### *Hunkemöller Finds Perfect Fit with RISE with SAP*

16 January 2024

SAP SE announced that Hunkemöller International B.V., Europe's fastest-growing lingerie brand, has moved to the cloud, leveraging the RISE with SAP solution to offer customers personalized experiences and to keep up with strong demand.

With more than 850 retail stores and 15 online stores across 23 countries, Hunkemöller needed a technology infrastructure that could scale and keep up with the brand's growth. Moving from an on-premise system to the SAP S/4HANA Cloud Private Edition solution with Google Cloud marks the first milestone in Hunkemöller's digital transformation journey to become a data-driven company.

Hunkemöller has an omnichannel sales strategy, selling through its own shops and through wholesale and international franchises. Strong wholesale activities were one of the reasons the company looked to move to the cloud. Hunkemöller wanted a technology infrastructure that could offer flexibility, personalized insights into customers' shopping behaviors and innovation to position itself for further growth.

With SAP S/4HANA Cloud Private Edition, Hunkemöller is eyeing its next step in its digital transformation journey as it embarks on the implementation of the SAP S/4HANA solution for fashion and vertical business, a version of SAP S/4HANA optimized for the fashion industry. The solution will allow the company to manage its business, from design to wholesale and retail, all on one platform. This will enable Hunkemöller to deliver collections faster on its channels, optimize inventory and cost as well as increase margins.

"About 75% of our customers are already a member of Hunkemöller," said Gordon Smit, global IT director, Hunkemöller. "How great would it be if we could offer them an even more personalized experience, for example, by predicting when a customer wants to make a repeat purchase and being able to send the right offer at the right time? Thanks to our current efforts with RISE with SAP, we are ready for that next phase. This is going to be a game changer for our customer experience."

Achim Schneider, global head of industry business unit retail and wholesale distribution, SAP, said: "Having worked closely over the past few months and migrating from on-premise to cloud

in 48 hours is testament to the strong collaboration that our teams have had. With RISE with SAP now implemented, Hunkemöller is ready to continue building on the strong growth momentum they've had, and I'm excited to see them setting new standards in the lingerie market."

### *Kratos Defense & Security Solutions to Leverage the Most Advanced Metal AM Solution Available with the Purchase of a Velo3D Sapphire Printer*

16 January 2024

Velo3D, Inc., a leading metal additive manufacturing technology company for mission-critical parts, announced Kratos SRE, Inc., a subsidiary of Kratos Defense & Security Solutions, Inc., has acquired a Velo3D Sapphire printer to support Kratos's technology development and ability to rapidly, reliably, and affordably address defense industry customers' evolving requirements. The Velo3D state-of-the-art metal additive manufacturing solution will be operated by Kratos SRE in its expanding rapid prototyping and manufacturing center, where it will be used to accelerate the vertical integration of critical supply chains in certain areas of the broader Kratos organization.

"It's important to our team to leverage new, advanced manufacturing technologies so we can maintain our leadership in the defense industry and better serve our customers," said Michael Johns, Kratos SRE Senior Vice President. "With Velo3D's solution, we expect to be able to further unlock high-speed manufacturing capabilities that reduce lead times and lower costs of the parts we develop. In addition, it will allow us to rapidly innovate and accelerate design cycles for parts used in existing platforms."

Kratos SRE has been a long-time user of Velo3D's metal additive manufacturing solution, leveraging the technology through the Velo3D Contract Manufacturer Network. Kratos SRE focuses on designing and building parts, systems, and structures for extreme environments. It also oversees the Characterization of Additive Manufactured Metals (CAMM) program, which analyzes additive materials to understand process variation in specimens and tests designs ahead of high-volume production. Data gathered through CAMM is aggregated into a materials database of key process variations, which is used to better understand the properties of additively manufactured parts and identify new use cases for the technology.

"Forward-thinking defense companies like Kratos are increasingly adopting additive manufacturing technology because it can enable continuous design improvements and unlock highly scalable production to meet fluctuating demands," said Brad Kreger, Velo3D CEO and EVP of Operations. "The beauty of our solution is that companies can begin by leveraging the Velo3D Contract Manufacturer Network and then purchase their own printer as their demand for parts increases. Once their needs exceed the throughput capability of a single machine, it's simple to scale production to other printers, including our large format Sapphire XC."

As a U.S.-based additive manufacturing technology provider, Velo3D's fully integrated solution is widely used by American defense companies that provide parts to branches of the U.S. Department of Defense (DoD). All Velo3D printers are designed and built in America and recently achieved the highest level of security compliance the DoD offers—Green-level Security

Technical Implementation Guide (STIG) compliance. The certification enables Velo3D printers to connect to the DoD's Secret Internet Protocol Router Network (SIPRNet), making it easier for organizations and companies to acquire the printers for use in DoD-related projects.

Velo3D and Kratos SRE will be attending the Military Additive Manufacturing Summit & Technology Showcase in Tampa, Florida on January 16-17, 2024. Velo3D will be giving a presentation on "Solving DIB Supply Chain Logistics with Distributed Additive Manufacturing" the first day of the conference at 3:05 p.m. on the main stage. Event attendees can stop by the Velo3D booth, #101, to meet the Kratos SRE and Velo3D teams, learn more about Velo3D's fully integrated metal additive manufacturing solution, and see and handle 3D printed parts.

### *Ratier-Figeac Selects iBase-t to Digitally Transform Manufacturing Operations*

17 January 2024

iBase-t, a leading provider of manufacturing, quality and MRO solutions, announced that Ratier-Figeac, a propeller systems division of Collins Aerospace, has selected iBase-t's Solumina iSeries Manufacturing Execution System (MES) and Maintenance, Repair, Overhaul (MRO) solutions at Ratier-Figeac's Figeac, France and Casablanca, Morocco sites. The deployment across the company's A&D and commercial operations will allow Ratier-Figeac to digitalize its paper-based manufacturing processes and improve efficiency and quality control. The adoption will first roll-out across a smaller part of the company's existing facilities before being fully incorporated into a section of the company's production consisting of 1400 employees.

The France-based A&D manufacturer is a world leader in high-power propellers and equipment, producing parts for leading private and public manufactures and operators including Airbus, Boeing, Bombardier, AirFrance, the U.S. Airforce, and French Airforce. Ratier-Figeac's iBase-t Solumina deployment will deliver digital continuity across the company's manufacturing engineering, process planning, shop floor execution, and quality management operations.

"Since our outset constructing early wood propellers more than 100 years ago, our company has been committed to delivering high-performance results for our customers. This requires continued investment in leading-edge technology. The adoption of iBase-t's iSeries solution signifies the next chapter in our operations as we move to embrace digital transformation," said Frédéric Deveza, Business Lead of Industry 4.0 Solutions, Ratier-Figeac.

"We are looking forward to helping Ratier-Figeac move beyond a paper-based system to unlock the efficiency that Solumina can deliver within their plants," said Naveen Poonian, CEO, iBase-t. "Our work with Ratier-Figeac will be a significant deployment for iBase-t in EMEA. We are proud to work with another pioneering aerospace and defense manufacturer and look forward to empowering industry leaders across markets."

Solumina iSeries offers compelling benefits beyond easing how new features and updates are deployed. The iSeries can accelerate adoption of new transformative technologies, including augmented reality and artificial intelligence, as an operations platform to continuously drive performance and efficiency on an ongoing basis. This functionality, coupled with superior UX validated by frontline workers, illustrates the impact of iBase-t's latest MES solution on manufacturers.

## *REJOOL adopts Siemens Xcelerator for development of hydrogen compressors*

18 January 2024

Siemens Digital Industries Software announced REJOOL, a startup focused on hydrogen compression devices, has adopted the Siemens Xcelerator as a Service portfolio of industry software to help bring its PIONYR hydrogen compression technology to market.

Based in Witzenhausen, Germany, REJOOL designs and manufactures compact, oil-less and small-size hermetically gas-tight piston compressors for stationary high-pressure hydrogen applications. Its product portfolio encompasses modular and customizable hydrogen compressors tailored for the building sector, research and development facilities as well as off-grid applications alongside provisions for consulting, engineering and spare parts. REJOOL adopted the Siemens Xcelerator as a Service portfolio to help establish a digital twin-based development process to bring its breakthrough PIONYR series compressors to market and to set a new standard in the hydrogen industry.

REJOOL's engineering team adopted Siemens' NX™ software for its product engineering and simulation activities complimented with Siemens' Teamcenter® X solution for cloud-based Product Lifecycle Management (PLM). REJOOL has also taken advantage of Teamcenter® Share app for collaboration and data sharing with suppliers and customers.

"Implementing a fully digital way of working right from the beginning is of utmost importance. To achieve this, we required robust design software capable of simultaneous simulation and product rendering. Furthermore, effective collaboration both internally and with external partners necessitates a system for managing our complex product data from concept, business and fading product," said Stephan Hillebrand, CTO, REJOOL.

"We depend on the Siemens Xcelerator as a Service software portfolio throughout our development process from concept to the final product. This ensures structured, collaborative work on the 3D product model, constant visualization of up-to-date product data and seamless data exchange of design status with our suppliers - all via our secure cloud-based infrastructure. The synergy between Siemens' NX, Teamcenter X and Teamcenter Share helps us to streamline digital work, making it more efficient than ever before," continued Hillebrand.

"The hydrogen industry is one that's key to exploring a lower-carbon future and I'm delighted to see pioneers like REJOOL adopting cutting edge technology from the Siemens Xcelerator as a Service portfolio to help them design, build and scale to help build that cleaner future for all," said Klaus Löckel, Managing Director, DACH region, Siemens Digital Industries Software. "It's another great example of pioneers across the full spectrum of industry turning to Siemens Xcelerator. With Siemens' SaaS approach, we're able to deliver an affordable, production ready toolset that allows startups to avoid the cost and time associated with traditional implementations. This enables them to focus on what's important – building their businesses and innovating."

## *TCS and Macquarie University launch new Australian research hub to guide organisations in their net-zero journeys*

17 January 2024

Tata Consultancy Services (TCS) has partnered with Macquarie University to launch the TCS GoZero Hub, a research and innovation centre to guide Australian organisations in their journeys towards net zero carbon emissions.

Aligning with the central themes of COP28, this hub will focus on five core themes – energy transition, carbon management, nature positive future, circular economy and sustainable waste management, and climate adaptation and resilience – and how to limit and prepare for future climate change.

TCS and Macquarie University will collaborate to bring together multi-disciplinary and multi-faceted approaches and ideas from across industry and academia to drive research and innovation that will help enterprises, governments, regulatory bodies, and communities across Australia develop pathways to accelerate the transition to a net-zero future and beyond, while focusing on nature and people.

In addition to providing expertise and advisory services around best practices and technologies to leverage, the TCS GoZero Hub will offer a curated set of proven digital solutions for driving decarbonisation and the circular economy across value chains, and tailor them to every organisation's unique context, helping them accelerate their net-zero journeys.

The TCS GoZero Hub will also support education pathways, providing relevant skills and knowledge to prepare students for successful, future-focused careers.

**Girish Ramachandran, President, TCS Asia Pacific**, said, "Innovating to build sustainable futures is something we are extremely passionate about at TCS. We are pleased to launch the TCS GoZero Hub in partnership with Macquarie University. We're joining forces to create a leading hub of research, innovation, education and solutions that will enable informed decision-making as we move towards a net-zero carbon future."

**Professor S. Bruce Downton, Vice-Chancellor, Macquarie University**, said, "Macquarie University is committed to undertaking world-changing, impactful research, and to generating new knowledge through research and innovation that supports transformational sustainability. Our partnership with TCS, and the launch of the TCS GoZero Hub, will further amplify our impact in exciting new ways as we help to address the global decarbonisation challenge and create a more sustainable, just and equitable society."

Speaking to over 250 leaders from 91 companies across the Asia Pacific region at the recent TCS Summit Asia Pacific 2023, **Dr. Andrew Charlton MP, Federal Member for Parramatta**, said, "Australia needs to bring together its technology and innovation skills to become a sustainability leader and a significant contributor to a net-zero future. We commend TCS and Macquarie University for leading the charge with the launch of the TCS GoZero Hub. By coming together to support organisations in their decarbonisation journeys, TCS and Macquarie

University are showcasing the power of collaboration, which is required to build a better future for both our people and the planet.”

## *UnionBank Selects Informatica’s AI-Powered Intelligent MDM Solution to Elevate Customer Experience in the Cloud*

18 January 2024

Informatica, an enterprise cloud data management leader, announced that UnionBank of the Philippines, a leading universal bank in the Philippines, has chosen to adopt Informatica’s intelligent Master Data Management (MDM) SaaS as the bank transitions from an on-premises solution to the cloud as part of the Bank’s cloud-first digital transformation strategy.

UnionBank has always been the first to embrace technological innovations including, but not limited to, cloud and AI to empower its customers. With its acquisition of the Citibank retail banking business in the country, this vision will shape the banking experience of more than 12 million customers including over a million customers acquired from Citi. UnionBank thus needs to ensure its systems of engagement can reliably provide trustworthy, near real-time information to improve Know Your Customer (KYC) initiatives, accelerate customer onboarding and enhance multi-channel customer engagement, advanced analytics and regulatory reporting.

With Informatica’s Intelligent MDM and 360 Applications powered by Informatica’s AI-powered Intelligent Data Management Cloud™ (IDMC) platform, UnionBank is able to build an enterprise-wide 360-degree view of customers, distinguishing unique customers and their multiple relationships across the bank. This allows UnionBank to exceed customer expectations and deliver highly personalized services based on a single real-time source of trusted data. The bank will also be better able to counter money laundering and fraud to protect customers while meeting regulatory obligations.

“UnionBank remains committed to serve the Filipino community by driving technological innovation and adopting best-in-class, industry-leading solutions to deliver a superior financial services experience,” said Wilfredo Montino Jr., Chief Data Officer at UnionBank of the Philippines. “By working with Informatica, we make trusted customer data more accessible to our users, mastered on a single AI-driven platform, and leveraging the cloud for scalability to match the growth of the bank.”

“Informatica is a transformational leader in AI-powered cloud data management, and UnionBank is a pioneer embracing technological innovation to empower its customers. We look forward to manifesting this synergy to help the Philippines’ financial services leaders like UnionBank to drive financial inclusion and improve customer experience with trusted data at its center,” commented Steven Seah, Managing Director for Informatica ASEAN, India and Korea. “The adoption of Informatica’s industry-leading MDM services, available natively on the IDMC platform, will enable UnionBank to accelerate its strategic vision by providing consistent trusted data to deliver exceptional customer experience to its customers.”

## *Wild Foods Chooses Centric PLM for Rapid International Expansion*

16 January 2024

Centric Software®, the Product Lifecycle Management (PLM) market leader, is pleased to announce that Chilean food company Wild Foods has selected Centric PLM™ to enable growth, optimize product development and speed time to market. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source, price and sell food & beverage and consumer products to achieve strategic and operational digital transformation goals.

Headquartered in Chile and founded in 2017, Wild Foods aims to improve the *status quo* of the food industry by producing healthy and nutritious products while providing product transparency to consumers. High market acceptance is fueling rapid growth and the company seeks to further optimize product development while also ensuring quality and compliance across the board. Wild has a presence in Chile, Mexico, Colombia, Brazil, Peru and the United States.

Different challenges led Wild Foods to digitalize their product development process. “I’d say there were two important reasons: one is that we’ve grown. Three years ago we were 20 people working on four or five products, today we have more than 100 products available. Secondly, due to an error in a nutritional table, and that was the last straw. We decided that the standard of our products must be the best on the market,” explains Rodrigo Paredes Bassi, Head of Digital Transformation at Wild Foods.

For a company that specializes in healthy and nutritious foods, assuring the quality and compliance of its products is key. Mistakes were an urgent sign that their old process was limiting business growth, both nationally and internationally. Paredes confirms, “Strategically speaking, another major deciding factor for investing in a digital R&D platform is the company’s growth. We need to keep opening up categories and speeding time-to-market.”

The search for a PLM began with approximately eight suppliers. “We chose Centric PLM Food & Beverage for its high usability and specialization—the software, as well as the professionals, are focused on this market,” Paredes says. “Centric Software was the platform that the development team liked the most. In addition, we talked to two companies that are already Centric clients, and these conversations were positive factors in our decision.”

“Our goal is to decrease time-to-market by 35%,” concludes Paredes. With the integration of all data, products and people—including suppliers—on one single platform, the company will cut down on costs, improve traceability, optimize the product range and simplify sourcing. All of this will certainly help Wild Brands to achieve its ambitious market expansion plans.”

“We are excited to support Wild Foods’ goal to improve the status quo. Wild puts the interest of their customers and transparency at the heart of all their innovations, aligning nicely with our own philosophy,” says Chris Groves, CEO of Centric Software.



## Product News

### *CAD VCL Multiplatform 15.0.5 released*

18 January 2024

A new year begins with a new version of CAD VCL Multiplatform. We have released version 15.0.5 that is compatible with Embarcadero® RAD Studio 12 Athens.

If you want to test the updated library, please download its free demo package:

[START MY FREE TRIAL](#)

CAD VCL 15.0.5 is available for free to all CAD VCL 15 license holders. Just contact us via email and we will send you the new library package.

### *Cadence Unveils New Palladium Z2 Apps with Industry's First 4-State Emulation and Mixed-Signal Modeling to Accelerate SoC Verification*

18 January 2024

Cadence Design Systems, Inc. announced a new portfolio of applications that significantly enhance the capabilities of its flagship Palladium® Z2 Enterprise Emulation System. These domain-specific apps allow customers to manage increasing system design complexity, improving system-level accuracy and accelerating low-power verification for advanced applications, such as artificial intelligence and machine learning (AI/ML), hyperscale and mobile.

Today's designs are pushing the envelope on complexity, and customers need capacity, performance and debug efficiency to meet time-to-market demands. The new Cadence® apps and updates individually offer industry-leading performance and features to address these growing challenges. The new and enhanced Palladium Apps are:

- 4-State Emulation App: Industry's first 4-state emulation capability enables acceleration of simulations requiring X-propagation such as for low-power verification of complex SoCs with multiple switched power domains.
- Real Number Modeling App: Industry's first real number model emulation capability enables acceleration of simulations on mixed-signal designs.
- Dynamic Power Analysis App: A next-generation massively parallel architecture for multi-billion-gate, million-clock-cycle power analysis of complex SoCs that is up to 5X faster than its previous versions.

“To keep up with today's advanced SoC design requirements, customers need an emulation solution that offers high performance with fast, predictable compile and debug,” said Dhiraj Goswami, corporate vice president, Hardware System Verification R&D at Cadence. “With the release of these new Palladium Apps, for the first time in our industry, our customers can now accelerate X-propagation and mixed-signal on emulation.”

The Palladium Z2 emulation system is part of the broader Cadence Verification Suite and supports the company's Intelligent System Design™ strategy, enabling SoC design excellence.

Endorsements:

“NVIDIA has utilized Cadence Palladium Emulation for many years for our early software development, hardware-software verification and debug tasks. We have worked closely with Cadence to provide input on the new Palladium apps, including the industry's first Real Number Modeling and 4-State Emulation apps. Using the new apps, we can accelerate and integrate real number modeling constructs as part of our large GPUs, improving system-level accuracy of analog, digital and software behaviors and accelerating our time to market.”

- Narendra Konda, vice president, hardware engineering at NVIDIA Corporation

“MediaTek's innovative SoCs across mobile, smart home and IoT applications continue to grow in complexity to meet increasing customer performance demands. With Cadence's next-generation Dynamic Power Analysis App for the Palladium Emulation System, we are seeing a 5X acceleration for power analysis and direct report generation for our advanced SoC designs compared to the previous version.”

- Debra Lin, deputy director, MediaTek

“Samsung requires best-in-class emulation to develop our most advanced and complex SoCs, and we have utilized the Cadence Palladium Emulation System for many years. With the new 4-State Emulation App, we can accelerate the low-power verification of our complex SoC designs, improving our verification accuracy and low-power coverage while improving overall verification throughput.”

- Seonil Brian Choi, vice president, Samsung Electronics

### *Connecting 2D and 3D workflows through Allplan Cloud services*

18 January 2024

ALLPLAN, a global provider of BIM solutions for the AEC industry, announced that Allplan Subscription users will benefit from functionality for connected 2D and 3D workflows. Allplan Cloud is a consolidated new solution, included as standard in all new Allplan Subscriptions, that enables users to get the most out of their data by connecting Allplan desktop and cloud applications. Allplan Cloud includes a powerful cloud-based BIM collaboration platform that now includes the new Bimplus Overlay functionality.

In tandem with the release of the new Allplan Cloud Viewer last year, this is the second major functional development that ALLPLAN is making available for free via the Allplan Cloud services and to users of Bimplus Professional. Ongoing developments and new innovations will be available as part of the Allplan Cloud Services. *“We are very proud of our innovative and user-centric approach to developing cloud-based workflows that support everyday processes through Allplan Cloud. With this new development, users benefit from advanced new functionality and can easily compare the reality of 2D plans and 3D models, quickly identify discrepancies and raise issues,”* says Nigel Rees, Product Director Cloud Services at ALLPLAN.

### Bimplus Overlay in Allplan Cloud services

The new Bimplus Overlay functionality in Bimplus as part of Allplan Cloud Services allows users to quickly combine 2D plans or drawings in PDF, jpg and png format with a 3D model. By creating a section in the 3D model and then selecting match-points in model and overlay, 2D plans, drawings and surfaces are instantly combined with the 3D volumetric world. Users can then easily interact and interrogate, clarify uncertainties, identify discrepancies and conveniently raise issues for the 3D model using the Issue Manager. This exciting new functionality will be continuously extended.

Ulla Stäblein from STÄBLEINARCHITEKTEN comments: *"With the new overlay manager we can now easily match 2D plans with the 3D spatial model to solve queries in the construction phase"*.

*"This advanced and practical approach to merging the two worlds of plans or drawings and models enables a rapid approach to merged and flexible visual review. The 2D deliverables required for most projects can be easily compared with the 3D model to supplement information and provide a complete overview,"* explains Thomas Müller, Allplan Cloud & Bimplus Product Manager.

In addition, in BIM-based projects, for example, users can now easily and quickly combine models from specialist partners and check 2D deliverable plans and drawings by simply interrogating volumes for BIM2Field clarity.

### Allplan Cloud services with Allplan Subscriptions

Allplan Cloud services include a powerful cloud-based BIM collaboration platform, multi-user tools to work on projects in teams from any location, functionality to manage and distribute drawings/plans, and for efficient office teamworking. This plus special cloud applications to exchange with structural analysis solutions and for a limited time access to model checking services through Solibri Inside. Allplan Cloud incorporates the functionality of Bimplus by ALLPLAN, and former standalone ALLPLAN products such as Allplan Share, Allplan Exchange and Allplan Workgroup Manager.

*"Our core design principles focus on improving the efficiency of design-to-build workflows, including through cloud-based processes. Our overarching goal is to provide Allplan Subscription users with a comprehensive and connected solution that enables them to work and collaborate efficiently across all their projects,"* adds Nigel Rees.

### Availability

Allplan Cloud services are available with all new Allplan Subscriptions. The new Bimplus Overlay functionality is now available through Allplan Cloud services or via Bimplus Professional.

### *EPLAN Data Portal Update 01 January 2024*

15 January 2024

477 manufacturers and more than 1,585,000 data sets are available with the update January 15, 2024.

### **New manufacturer catalogs**

- Federal Signal (NFPA Data) – 97 new data sets with lights, miscellaneous and signal devices
- Gefran S.p.A. – 1,198 new data sets with amplifiers, controllers, contactors, PLC, protection devices and relays

#### Updates and new data

- ABB LTD – new data sets with amplifiers, contactors, controllers, converters, housing accessories - internal extensions, enclosures and relays
- Balluff GmbH – 3 new data sets with cable, sensors, switches and pushbuttons
- Degson Electronics Co., Ltd. – 155 new and 30 updated data sets with housing accessories - internal extensions and terminals
- Endress+Hauser Group Services AG – 7 new data sets with measuring instruments and test devices
- Eaton Industries GmbH – 29 new data sets with enclosures
- Euchner GmbH + Co. KG – 12 new data sets with cables
- Fagor Automation, S. Coop – 3 updated data sets with lights, miscellaneous and signal devices
- HARTING Electric GmbH & Co. KG – 403 new and 28 updated data sets with plugs
- ifm electronic gmbh – 12 new and 6 updated data sets with cables, sensors, switches and pushbuttons
- Interroll (Switzerland) AG – 3 new data set with converters
- Phoenix Contact GmbH & Co. KG – 108 new and 63 updated data sets with converters, power switchgears, protection devices and terminals
- Saginaw Control & Engineering – 3 new and 301 updated data sets with housings and enclosures
- Schneider Electric SA – 21 new data sets with PLC
- SES Sterling GmbH – 196 new data sets with generals
- Siemens AG – 113 new and 56 updated data sets with measuring instruments, PLC, power supplies, protection devices and relays
- Suzhou Siemens Electrical Apparatus Ltd. – 9,613 new data sets with converters, generals, lights, protection devices, sensors, switches and pushbuttons and signal devices
- TDK–Lambda Corporation – 52 new and 8 updated data sets with voltage sources and generators
- NIHON PISCO. CO., LTD – 19.674 new data sets with fluidpower-accessories

- Weidmueller Group – 100 new and 33 updated data sets with field distribution devices, PLC and terminals
- YUEQING DAHE ELECTRIC Co., Ltd. – 153 new data sets with sensors, switches and pushbuttons and signal devices

### Summary

- 2 new manufacturer
- 19 updated manufacturer
- 12,278 new data sets
- 541 updated data sets
- 1,562 deleted data sets
- 11,497 new parts with EDS
- In total 1,002,911 parts with EDS
- In total 323 manufacturers with EDS parts
- In total 1,585,931 data sets live in EDP

### *Hexagon's R-evolution launches Green Cubes: a digital revolution for rainforest conservation*

16 January 2024

R-evolution, Hexagon's sustainable innovation and green-tech investment subsidiary, announced the launch of its forest initiative Green Cubes to accelerate biodiversity rainforest conservation worldwide. Utilising Hexagon's reality capture technology to accurately measure and visualise the volume and complexity of the rainforest in 3D, R-evolution is enabling corporations to sponsor rainforest segments on a cubic metre basis.

The world's first Green Cubes are introduced in Costa Rica to support the preservation and expansion of the COBIGA corridor, which is home to numerous endangered species. R-evolution has launched a partnership with La Gamba Tropenstation, an Austrian research station associated with the University of Vienna, to map 100 square kilometres of rainforest, focusing on 500 hectares, which represents 125 million Green Cubes.

"We are turning the tide for biodiversity and our planet's future, harnessing the power of Hexagon's technology to protect the world's critical ecosystems," said Paolo Guglielmini, President and CEO, Hexagon. "Green Cubes presents a transformative opportunity for local communities, ESG-committed corporations and our environment."

Powered by Hexagon's digital reality platform (HxDR), R-evolution has led the development of the Green Cubes Methodology, a pioneering approach to forest monitoring and visualisation. This approach combines technology and science to generate a digital twin of the forest, leveraging Hexagon's state-of-the-art airborne hybrid image and LiDAR sensors and ground-

based reality capture technology to measure and visualise forest volume, complexity and biodiversity indication.

Deforestation, livestock farming and palm oil production have caused an average 69% decline of wildlife populations according to the World Wildlife Fund. In response to this alarming decline, R-evolution initiated Green Cubes to protect crucial biodiversity rainforest corridors.

In collaboration with leading scientists and local communities to enhance conservation initiatives, the project meets ESG contribution requirements for corporate sponsors and provides forest owners with a sustainable, recurring income to make conservation financially viable

### *IMAGINiT Technologies Offers New Self-Paced Training for Autodesk and Spatial Business Systems Software*

17 January 2024

IMAGINiT Technologies continues to enhance its offerings to help Utility companies increase the adoption of technology that enables them to design, plan, manage and maintain their infrastructure. Now utility companies have access to self-paced learning paths with content that is uniquely focused on the way they use Autodesk and Spatial Business System (SBS) products to exchange important documentation to support intelligent design and construction workflows.

“As SBS’ primary training partner, our unwavering commitment revolves around consistently enhancing the value offered to utility customers,” says Dennis Helmick, vice president, government and utilities, IMAGINiT Technologies. “We achieve this by delivering comprehensive, utility-specific training content that enables teams to successfully implement cutting-edge solutions from Autodesk and SBS. Leveraging our ASCENT content development team, as well as experts from SBS and IMAGINiT, our content allows software users to self-serve and consume learning at their own pace via ProductivityNOW, our eLearning platform. And we remain committed to a continued investment in the creation of utility-specific content such as tech tips, webinars, white papers and future learning content.”

#### **Automated Utility Design™ Learning Paths**

Specifically created for designer-level users of the Automated Utility Design (AUD) product from SBS, this training stream has two distinct learning paths. The first learning path, *AUD Fundamentals for Electric Utilities* revolves around AUD Electric Overhead and Underground Distribution and covers topics from starting a new AUD project to using AUD for 3D project visualization.

The second learning path, *AUD Fundamentals for Gas Utilities*, covers the layout and design of gas distribution. Training covers a broad spectrum of topics from core concepts to advanced gas layout design.

For team members needing help learning Autodesk AutoCAD, there are four foundational AutoCAD learning paths which focus on Basic Drawing and Editing, Advanced Drawing and Editing, Layouts and Printing Concepts and Annotating Drawings.

## Substation Design Suite™ Learning Paths

The training for Spatial Business Systems' Substation Design Suite (SDS) users is divided into three learning paths to provide a rich educational experience.

1. SDS Physical for AutoCAD (P4A) Training focuses on the physical 3D layout of substation related components with 11 in-depth lessons that cover everything from introducing new SDS users to the software to creating construction prints and Bills of Material. To support teams requiring additional Autodesk AutoCAD training, learning paths covering topics such as drawing and editing AutoCAD models and introducing Map 3D are available.
2. SDS Physical for Inventor (P4I) Training is organized into three sections and covers topics including substation modeling strategy, above and below grade tools and advanced SDS Physical Design. To support those who require additional Autodesk Inventor expertise, there are additional Autodesk Inventor learning paths ranging from getting started with Inventor to customizing the software.
3. SDS Protection & Control for AutoCAD Electrical (P&C) Training is organized into the general configuration of the design workflow. Topics include project basics and schematic wiring to custom data and advanced tools. There are five supporting AutoCAD Electrical learning paths to ensure all team members have the necessary foundational knowledge to maximize their use of the SDS software.

“We are excited to see IMAGINiT add this content to their eLearning offering as we all know how important the role of adoption is during any new technology implementation,” says Dennis Beck, founder, and CEO of Spatial Business Systems. “The tremendous demand for improving the world’s infrastructure has driven a need to greatly improve the tools and methods used to design and build these critical assets. Infrastructure design organizations who take the next step and invest in ensuring their employees understand how to use these new tools, processes and workflows, will quickly establish themselves as industry leaders.”

## *Matterport Introduces High Density Scanning Precision For Its Flagship Pro3 Camera*

16 January 2024

Matterport, Inc., announced new high density scanning capabilities for Matterport’s revolutionary 3D camera, Pro3. Available now in beta, high density scanning makes as-built modeling with Matterport even easier, helping streamline workflows, minimize errors, and accelerate project timelines. This continues to widen Matterport’s lead as the best price for performance solution for outstanding imagery and high fidelity digital twin reconstruction.

“As-built” models visualize the existing conditions or current state of a building, documenting key components like ducts and pipes. As-builts, most often rendered in the form of a point cloud file, are foundational to creating Building Information Models (BIM) used in Facilities Management and Design and Construction.

With high density scanning, the Matterport Pro3 can now capture more than 5 million filtered, real depth points per scan, a sixfold increase from a standard density scan with Pro3. This software-based innovation enables incredibly precise rendering of intricate details and thin features commonly found in construction sites, commercial buildings, and other complex structures, removing a common barrier for as-built modeling at a significantly more accessible price point.

Once a space is scanned, customers can access the higher density data in the form of an E57 file, which can be imported to Autodesk Revit and other design and construction software.

Once signed up for the beta, Pro3 users will have three density options to choose from when conducting a scan, providing flexibility for whatever a job requires:

- **Standard Density:** Captures 800,000 real depth points per scan in 20 seconds or less.
- **Medium Density:** Captures 1.5 million real depth points per scan in 45 seconds or less.
- **High Density:** Captures 5 million real depth points per scan in 2 minutes.

### *Netskope NewEdge Expansion Continues to Enable Unprecedented Network and Security Transformation*

17 January 2024

Netskope, a leader in secure access service edge (SASE), today announced the continued expansion of its NewEdge security private cloud, debuting a strategic data center in St. Louis, Missouri. As the critical infrastructure powering Netskope's converged SASE platform, NewEdge delivers advanced security capabilities as physically close to the end user as possible, thanks to blazing fast on-ramps, efficient traffic processing, and optimized access to critical business applications and content.

The onboarding of the new St. Louis data center caps a year of record achievements for Netskope. The company in 2023 became the first industry vendor able to deliver Security Service Edge (SSE) globally with a seamless, localized experience thanks to a NewEdge footprint that now includes 205 Localization Zones —which deliver the same digital experience for customers as going direct-to-net, regardless of where they are accessing from — and full compute data centers in 72 regions. Overall, NewEdge offers global network coverage unmatched by any other SSE vendor, and a localized experience for over 220 countries and territories, including every non-embargoed United Nations member state.

“Thanks to the power of NewEdge and our SASE platform, Netskope customers don't need to worry about trade-offs among security, user experience, and business productivity. No other SASE vendor today can promise such performance and reliability with the security—and SLAs—to match,” said Joe DePalo, Chief Platform Officer, Netskope. “We're very excited to open our newest data center in St. Louis and to provide customers with the phenomenal experience they deserve.”

Similar to how the world's largest cloud hyperscalers deploy new infrastructure, Netskope's Platform Engineering team quickly scales out NewEdge for greater coverage, capacity, and



resilience. Continued NewEdge expansion is expected in 2024, including new data centers in regions such as Portugal and the Czech Republic. Every Netskope NewEdge data center has full compute for security traffic processing and offers all SSE services including cloud firewall, secure web gateway, cloud access security broker, and zero trust network access.

Today's announcement also marks the continued expansion of Netskope's corporate presence in the greater St. Louis area, where the company's local headquarters, in Clayton, Missouri, serves as Netskope's primary hub for the central United States. Netskope and many of its senior executives are proudly active in St. Louis' vibrant technology and cybersecurity community, including longstanding partnerships with business leaders such as World Wide Technology and working relationships with the area's top colleges and universities.

### *Novus Nexus Unveils CAENexus Version 2.6, Improving Ease-of Use and Adding Automatic Report Creation*

14 January 2024

Novus Nexus, the leader for easy and robust simulation process automation, announces the release of CAENexus Version 2.6, a significant update that introduces low/no-code, broad access automation of CAE reports, enhances efficiency, and elevates the ease-of-use for analysts automating simulation processes.

#### **CAEReport Automation: Seamless, Simple Post-processing and Report Generation**

The star enhancement of CAENexus 2.6 is the optional CAEReport capability, empowering users to automate post-processing and report generation for CAENexus-supported solvers with the same ease as the CAD-to-solver process. CAEReport automatically creates reports by calling on either already available post-processors or VCollab. This breakthrough automation feature is configurable in an Abstract Model (geometry-independent simulation template) together with the pre-processing automation. This enables the highest level of flexibility and adaptability in automating the full spectrum of simulation processes and truly generalizes the possibility for end-to-end automation in our users' preferred environments.

With CAEReport, users can effortlessly customize and automate comprehensive reports by harnessing the power of Abstract Models, ensuring a consistent and standardized reporting process across different post-processor environments. This not only accelerates the reporting workflow but also enhances the accuracy and reliability of simulation results, delivered via email immediately when ready.

#### **Usability Enhancements: Abstract Model Blocks, CSV Part List Export, and More**

Novus Nexus is committed to enhancing user experience, and CAENexus Version 2.6 stands as a testament to that commitment.

The introduction of Abstract Model Blocks gives users a modular approach to configure and adapt comprehensive simulation templates. This new feature lets users easily replace e.g., load cases, boundary conditions, mesh sizes, or materials while the rest of the simulation set-up remains the same.

The new .CSV part list export/import capability enables users to export CAD part lists, add or change abstract model attribute tags with ease in a spreadsheet, and seamlessly reimport them into CAD models. This feature streamlines the annotation process, offering a more efficient and user-friendly way to manage and organize simulation data.

In response to user feedback, CAENexus Version 2.6 introduces another key enhancement by reducing the number of abstract model classes necessary. With this novel improvement, abstract models become smaller, easier to understand and can better support the abstract model blocks concept. Classes previously needed e.g., for materials or mesh parameters can now alternatively be specified as properties, defined either in the abstract model or as an attribute on the CAD model. This offers more flexibility when creating the abstract model and makes these geometry independent simulation setups more versatile.

Overall, these enhancements not only save time but also provide users with a more comprehensive and flexible simulation environment, catering to a wide range of engineering needs.

### *Siemens innovates Sinamics S210 servo drive system with new hardware and software for an even larger range of applications*

15 January 2024

Siemens is innovating the well-established Sinamics S210 servo drive system with a new hardware architecture and new V6 software generation that expand the system's range of applications. The servo drive system is especially suitable for applications with high dynamics in the power range between 50 W and 7 kW: for example, machines for packaging, pick & place applications, and digital printing.

To make it even easier to control individual axes in the future, the new generation of the Sinamics S210 comes with a second encoder interface and offers the option to connect a direct measuring system to compensate for mechanical looseness and tolerances. This significantly increases precision, which makes more applications possible. With its Basic and Extended Safety Integrated functions, the new Sinamics S210 ensures the comprehensive implementation of the safety concept in the machine and meets the requirements of SIL3 (EN 61508) and PL e (EN ISO 13849-1). Another new feature of the system is the Security Integrated functions that ensure greater safety in industrial systems with user management and access protection. Also new: In addition to Profinet IRT, the Sinamics S210 now offers communication via EtherNet/IP. This means that third-party controllers can also be connected to the servo system, which significantly increases the range of applications, especially in the U.S. market. With the new 3C3 (H2S and SO2) coating, the new generation of the Sinamics S210 is extremely robust and can resist aggressive environmental influences like sulfur gases. This means that the servo system also guarantees high system availability and productivity under difficult production conditions: for example, in the tire industry. The EPOS single positioner is now also available as a technology function for the Sinamics S210. With this function module, high-precision motion control positioning tasks can be implemented quickly and easily in the converter because positioning tasks can be calculated directly in the drive. This reduces

computing power in the controller, which can instead calculate more complex tasks or a larger number of drive axes.

The new generation of the Sinamics S210 also enables the simulation of motion control applications. Using the DriveSim Advanced simulation software, a digital twin of the Sinamics S210 can now also be created in the TIA Portal. This can be used to virtually commission the drive system in advance and perform engineering tasks. Requirements for the processes in the drive train can therefore be ensured cost-effectively and efficiently. In addition, the digital twin offers the opportunity to create virtual training courses and demonstrations and to optimize real machines by eliminating problems in the drive train, which are simulated with the digital twin. A well-established feature of the Sinamics S210 is the integrated Web server, which has been redesigned to support the new Web server platform and operating philosophy of the new Sinamics inverter generation: for example, the Sinamics S200 and Sinamics G220. The Web server enables efficient commissioning, fast diagnostics, and maintenance from a variety of devices like tablets and PCs.

### *TCS strengthens AI readiness, launches new AI Experience Zone*

12 January 2024

With an aim to create one of the worlds' largest AI ready workforce Tata Consultancy Services (TCS) has strengthened its AI capabilities across its value chain. After training over 150,000 employees in the foundational skills of Generative AI, TCS has launched an AI Experience Zone, to foster hands-on proficiency in Artificial Intelligence (AI) and Generative AI (GenAI) for its employees.

Within this immersive environment, TCS employees can explore, engage, and experiment with cutting-edge GenAI-powered applications, creating innovative use cases, with all necessary guardrails and while upholding Responsible AI principles. The AI Experience Zone facilitates experimentation with open-source technologies and key large language models from industry giants like Amazon Web Services, Google, Microsoft, and others. Employees can gain experience in using these tools with use cases like content creation, information discovery, and task automation. They will also have access to a wealth of knowledge in the form of tutorials covering essential GenAI concepts

**Siva Ganesan, Head of TCS AI.Cloud Unit**, said "GenAI holds great potential as a co-worker, enabling automation and enhancing efficiency. Through the AI Experience Zone, we are empowering our associates with the ability to harness the transformative potential of GenAI through hands-on experience. A distinct feature of the AI Experience Zone is that it fosters collaboration. Associates from different parts of the world with shared interests can come together to build a solution for a specific problem. The experience zone encourages participation in hackathons, challenges, and contests, providing a practical avenue for associates to apply and test their GenAI knowledge."

TCS' strides in AI have not gone unnoticed. Recently, global market researcher, Forrester named TCS in its report titled 'The AI Services Landscape Q1 2024', as a large provider of AI services (the highest-level rating), among 40 fortune 500 enterprises. Another leading global

research firm, Everest, recognized TCS as a leader, in its report titled 'PEAK Matrix assessment 2023', that assessed 26 top global service providers. These recognitions underscore TCS' commitment to enhancing its capabilities in the AI domain.

TCS is leveraging its existing ecosystem of innovation hubs via its 6 Pace Ports set up across the world to enhance its AI offerings. It has launched GenAI offerings around Industry Value Chains, SDLC reimagination, and Responsible AI. Apart from Hyper scalers, TCS has collaborated with players like Nvidia and Anthropic, to offer best-in-class services to customers. It will continue to expand its existing partnerships and build new AI focused partnerships. TCS has additionally invested in 24 Centers of Excellence (CoE) and 14 innovation labs around the world to develop accelerators, frameworks, and assets across the entire AI adoption lifecycle spanning Advisory, Implementation and Operations to create a cohesive ecosystem of AI capabilities

**Dr Harrick Vin, Chief Technology Officer, TCS**, commented: "As we navigate the digital landscape, TCS steadfast in its commitment to becoming AI-first. Embracing Gen AI as a key component of our strategy, we are transforming not just how we operate but also how we lead and innovate in a rapidly evolving world. By harnessing the potential of GenAI across our operations, we aim to set new benchmarks in innovation, efficiency, and client success, propelling us into the future."

Next week, TCS takes centre stage at the World Economic Forum in Davos, leading the conversation on a future powered by AI. Partnering with leading technology institutes like Carnegie Mellon University, MIT Connection Science and MIT Computer Science & AI Lab, TCS will bring together an elite assembly of change-makers, innovators, and business leaders, to debate the future innovations and breakthroughs in Artificial Intelligence.