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## CIMdata News

### *Aerospace & Defense PLM Action Group to Participate in Webinar to Kick-off the User Experience Engagement for the Recently Announced Collaboration Management System Application*

18 May 2023

Members of the Aerospace & Defense PLM Action Group (AD PAG) Global Collaboration project team will participate in a webinar to launch a User Experience Engagement (UXE) to evaluate a newly available Collaboration Management System (CMS) prototype application. The CMS enhances collaboration between Original Equipment Manufacturers (OEMs) and their suppliers.

Collaboration among OEMs and their product design, manufacturing engineering partners, and suppliers is key to any major aerospace and defense (A&D) program. Currently, the exchange methods for long-term collaboration between OEMs and suppliers are independent and utilize exclusive environments and protocols, each unique and complex. Improving the consistency and efficiency of establishing and managing OEM-supplier collaboration can significantly improve cost, schedule, and quality across all phases of the product lifecycle.

The AD PAG Global Collaboration project team defined a new "Desired State" for OEM-supplier collaboration by applying and adhering to a set of guidelines. The [A&D PLM Collaboration Guidelines](#) lay out eight standard and repeatable steps for establishing and managing the environment where OEMs and suppliers collaborate.

To facilitate the adoption of the A&D PLM Collaboration Guidelines, the project team engaged with Talisen Technologies to develop CMS, an open-service web application. The resulting prototype software incorporates best practices defined by the AD PAG Global Collaboration project team for information exchange across OEMs, partners, suppliers, customers, and academia.

The kick-off webinar, which takes place on June 15, will describe the CMS application, briefly demonstrate its functionality, and explain how to participate in the UXE to evaluate and provide feedback on the CMS application and the A&D Collaboration Guidelines. The results of the UXE will be analyzed by the AD PAG Global Collaboration project team and incorporated into a revised specification document.

Those participating in the UXE kick-off will:

- Learn about the purpose and objectives of the A&D PLM Collaboration Guidelines.
- Gain an understanding of the structure and flow of the CMS application.
- Understand the purpose and expectations of participants in the UXE.
- Understand the process for participation in the CMS UXE.

According to James Roche, CIMdata's Director, Aerospace & Defense Practice, "Having a tool to facilitate a consistent protocol for establishing and managing ongoing collaboration processes

between an aerospace & defense OEM and their design partners and suppliers can significantly impact the efficiency, reliability, and quality of the myriad interactions that occur during a product program."

Anyone interested in improving collaboration between OEMs and their suppliers will find the webinar worth attending.

To find out more, visit: <https://www.cimdata.com/en/education/educational-webinars/webinar-collaboration-management-system-cms-user-experience-engagement-kick-off>. To register, please visit <https://register.gotowebinar.com/register/1956082194540011102>.

#### About the Aerospace & Defense PLM Action Group

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

For more information about the A&D PLM Action Group, please contact CIMdata at [info@cimdata.com](mailto:info@cimdata.com).

#### About Talisen Technologies

Talisen Technologies, Inc. was founded in 1991 and is headquartered in St. Louis, Missouri. Talisen is a recognized global leader in enterprise solutions for organizations with sophisticated networks, applications, and security requirements. Talisen specializes in Aerospace & Defense (A&D) digital transformation services and systems. Talisen's A&D team has extensive experience in technology consulting and developing software solutions that support OEM and supplier business processes. Our flexible and scalable systems integrate Product Lifecycle Management (PLM) platforms to support supply chain interoperability and collaboration, digital requirements exchange, model-based systems engineering, and buy-package management. Talisen supports 2,000+ aerospace supplier companies.

#### About CIMdata

CIMdata, an independent worldwide firm, provides strategic management consulting to maximize an enterprise's ability to design, deliver, and support innovative products and services by identifying and implementing appropriate digital initiatives. For forty years, CIMdata has provided industrial organizations and providers of technologies and services with world-class knowledge, expertise, and best-practice methods on a broad set of product lifecycle management (PLM) solutions and the digital transformation they enable. CIMdata also offers

research, subscription services, publications, and education through certificate programs and international conferences. To learn more, visit [www.CIMdata.com](http://www.CIMdata.com) or email [info@CIMdata.com](mailto:info@CIMdata.com).

### *CIMdata Publishes Whitepaper on Sustainable Innovation*

16 May 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the publication of a Whitepaper titled “Innovate Sustainable Products with PLM” centered on SAP’s support for product innovation and sustainability enabled by their integrated business platform.

In response to increased societal pressure and regulation, businesses focused on product innovation are now prioritizing sustainability in their business goals. But most sustainability initiatives start too late, being focused on fixing a problem that is already designed into a product. Organizations must increasingly think about bringing innovative products to market with sustainability in mind, starting with requirements, cross-functional collaboration, and information sharing. We call this transformational sustainability.

This Whitepaper describes efforts to achieve sustainability and examines how product innovation and transformational sustainability both require a digital thread to link stakeholders and processes throughout the product lifecycle. The paper also includes a review of SAP’s integrated business platform which provides native capabilities for PLM and connects to other PLM solutions, building a digital thread to support product innovation and transformational sustainability.

Mr. Doug Macdonald, CIMdata Director of PLM Success and Executive Consultant, notes “Businesses should be ready to rethink their approach to achieving true lifecycle sustainability. Current incremental approaches can only go so far, and the benefits will quickly plateau. The time is right to begin transitioning from an incremental to a transformational approach by making sustainability a key element of product innovation.”

To find out more and to download the Whitepaper Innovate Sustainable Products with PLM, visit [www.CIMdata.com](http://www.CIMdata.com).

### *CIMdata to Participate in a Webinar on the Power of Digital Thread & It’s Ability to Revolutionize PLM*

19 May 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that James Roche, Executive Consultant and Aerospace & Defense Practice Director at CIMdata, will participate in a webinar, “Revolutionizing the Power of Digital Thread: A Game-Changer for A&D.” The webinar, organized by Aras, takes place on Thursday, 1 June, at 10:00 AM EDT.

Additional participants in the webinar are David Ewing, Digital Engineering Director at SAIC, and Paweł Z. Chądzyński, Senior Director of Product Marketing at Aras. They will share their insights

on how digital thread solutions can streamline the product lifecycle, enhance collaboration and communication, and improve regulatory compliance.

CIMdata will share key findings from recent Digital Thread research commissioned by the Aerospace and Defense PLM Action Group in collaboration with Aras and other leading solution providers. The research aimed to understand industry needs and opportunities that shape Digital Thread solution strategies, roadmaps, and guide industrial implementations.

According to CIMdata's James Roche, "We know that investment in Digital Thread today is real and substantial, and the level of investment will continue to rise. That reality positions Digital Thread as an emerging strategic opportunity within the PLM ecosystem. Investing effectively in solution development as a software provider or in solution implementation as an industrial user requires insight into current state enablers, barriers, and future investment drivers."

Register to attend this complimentary webinar at <https://www.aras.com/en/resources/all/wbr-20230601-game-changer>.

## Acquisitions

### *Accenture Completes Acquisition of Objectivity*

17 May 2023

Accenture has completed its acquisition of Objectivity, a digital engineering firm specializing in cloud and platform development services that help clients accelerate their transformation journey for rapid innovation. Terms of the transaction, previously announced on May 9, were not disclosed.

Objectivity's extensive experience in platform engineering, cloud native computing and application modernization bolsters Accenture's Cloud First capabilities to help clients tap into more open and adaptable platform models and services in order to accelerate their digital transformation. Its highly-skilled team joins Accenture, bringing additional scale and resources from Objectivity's operations in the UK, Poland, Germany and Mauritius.

### *Ansys Signs Definitive Agreement to Acquire Diakopto, Expands Multiphysics Simulation Portfolio for Semiconductor Designers*

16 May 2023

Ansys, the global leader and innovator of engineering simulation software, announced that it has entered into a definitive agreement to acquire Diakopto. A provider of differentiated EDA solutions to accelerate integrated circuit (IC) development, Diakopto focuses on helping resolve critical issues caused by layout parasitics. The transaction is subject to the satisfaction of customary closing conditions and is expected to close in the second quarter of 2023. It is not expected to have a material impact on Ansys' consolidated financial statements in 2023.

Diakopto develops products that address the growing complexities and unintended effects of designing ICs in the modern era. Semiconductor designs increasingly employ advanced process

node technologies, where interconnect parasitic effects limit the performance, reliability, and functionality of designs. Diakopto's market-leading products have been adopted by dozens of customers, including tier-one semiconductor companies, for a broad range of applications.

With the acquisition, Ansys will better enable design engineers to "shift left," and to detect interconnect parasitic problems early in the design cycle. Diakopto's products provide actionable analytics to guide designers to fix these problems – a capability that has not existed before. Through early identification and what-if analysis of parasitic problems, engineers can minimize costly iterations late in the design cycle – furthering cost and time savings.

"Diakopto's culture of strong engineering excellence and its innovative and highly differentiated products create a natural alignment with our organization. We are eager to welcome their team to the Ansys family," said Shane Emswiler, senior vice president of products at Ansys.

"Incorporating Diakopto's unique methodology will support designers using Ansys to quickly and easily pinpoint the few elements, out of billions, causing bottlenecks. Designers can then optimize and debug designs more efficiently for enhanced IC performance and reliability, and accelerate time to market. The acquisition will complement Ansys' existing offerings for engineers at every level as Diakopto's intuitive and out-of-the-box experience doesn't require extensive training or complicated setups or configurations."

"Today's announcement brings together two like-minded companies on the forefront of innovation, and we are excited about becoming part of the Ansys family," said Maxim Ershov, CEO and CTO at Diakopto. "By joining forces with Ansys, we're confident that we can solve a broader set of problems in the chip design workflow together, strengthening offerings for our customers and driving more innovations in high-tech designs for data center, 5G, automotive, and mobile applications."

### *IBM to Help Automate Cloud Data Protection with Acquisition of Polar Security*

16 May 2023

IBM is announcing it has acquired Polar Security, an innovator in technology that helps companies discover, continuously monitor and secure cloud and software-as-a-service (SaaS) application data – and addresses the growing shadow data problem.

Today's news marks IBM's 5th acquisition in 2023. Since Arvind Krishna became CEO in April 2020, IBM has acquired more than 30 companies, bolstering its hybrid cloud and artificial intelligence (AI) capabilities.

The pandemic drove a sharp increase in cloud adoption, leaving organizations to grapple with a deluge of cloud data that led to more silos and "shadow data" – sensitive data not being tracked or managed.

Founded in January 2021, Polar Security is a pioneer of data security posture management (DSPM) – an emerging cybersecurity segment that reveals where sensitive data is stored, who has access to it, how it's used, and identifies vulnerabilities with the underlying security posture, including with policies, configurations, or data usage.

An agentless platform that connects within minutes, Polar Security can automatically find unknown and sensitive data across the cloud, including structured and unstructured assets within cloud service providers, SaaS properties, and data lakes. Once discovered, Polar Security classifies the data, maps the potential and actual flow of that data, and identifies vulnerabilities, such as misconfigurations, over-entitlements, and behavior that violates policy or regulations.

Based on a risk-based prioritization methodology, Polar Security provides remediation reports that pinpoint the most pressing security risks and compliance violations and provides an analysis of the underlying causes and practical recommendations to address them. Financial terms were not disclosed.

IBM plans to integrate Polar Security's DSPM technology within its Guardium family of leading data security products. With the integration of Polar Security's DSPM technology, IBM Security® Guardium will provide security teams with a data security platform that spans all data types across all storage locations – SaaS, on premise and in public cloud infrastructure.

## Company News

### *AECOM appoints new leadership for its Construction Management business*

16 May 2023

AECOM announced that it has appointed Bob Hart as the new president of its Construction Management business, including its premier AECOM Tishman and AECOM Hunt brands. Mr. Hart brings more than 35 years of extensive industry experience to this role and will be responsible for overseeing the Company's continued legacy of delivering iconic structures with a priority on innovation, sustainability and operational excellence.

"I'm excited to welcome Bob as the president of our world-class Construction Management business, known for delivering many of the most innovative and complex structures ever conceived," said Troy Rudd, AECOM's chief executive officer. "As a proven leader with an impressive career, Bob's commitment to meeting our clients' challenges, creating opportunities for our team and driving growth will further strengthen our position as the industry leader, ensuring exceptional value for our stakeholders."

Mr. Hart's career began with Hunt Construction Group, now AECOM Hunt, and throughout his decades with the firm he has developed a successful track record of delivering mega projects across the Western United States. Most recently, Bob has served as the chief operating officer of AECOM's Construction Management business and a member of the Company's Executive Leadership Team.

Additionally, the Company has appointed John Kovacs, P.E., and Eric Reid, P.E., as Executive Vice Presidents and co-leads of AECOM Tishman's New York region, reporting to Mr. Hart. Mr. Kovacs and Mr. Reid have been with AECOM Tishman for 27 years and 15 years, respectively, and together they will continue to build on the firm's 125-year history of shaping the New York skyline.

Following a nearly 40-year career with AECOM and Tishman Construction, including his leadership of our Construction Management business for the past 5 years, the Company also announced that Jay Badame will be transitioning to a new role serving as Executive Advisor to Mr. Hart. The firm thanks Mr. Badame for his ongoing service and contributions to the organization.

All appointments are effective immediately.

### *Agiloft Announces Partnership With Mitratesh, Integrating Best-In-Class CLM And ELM Systems, At CLOC Global Institute 2023*

16 May 2023

At the Corporate Legal Operations Consortium (CLOC)'s flagship event in Las Vegas, **Agiloft**, the global standard in no-code contract lifecycle management (CLM) software, announced a new partnership with Mitratesh, the leading global provider of legal, compliance, and HR software. The partnership aims to simplify the increasingly complex tech stack that legal departments face, first through delivery of a seamless connection between Mitratesh's TeamConnect and Agiloft's CLM. Integration of the two applications will provide legal operations and in-house legal users with greater efficiency, visibility, and control by automating workflows and improving data exchange across contracts and legal matters.

"We could not be more excited to partner with Mitratesh and continue our mission of building the most integrated enterprise CLM on the market," said Eric Laughlin, Agiloft CEO. "The most powerful CLM systems connect with cross-functional business systems that drive strategic processes and let data flow seamlessly across an organization. It is only by establishing these interconnected systems that stakeholders can tap into the insights they need to run more productive teams, respond to change with agility, and outmaneuver the competition. Contract data drives business relationships, so integrating Agiloft's CLM platform with the best-in-breed ELM capabilities of Mitratesh means legal teams have access to the data they need to make more informed decisions about strategic business matters."

The new Agiloft-Mitratesh connection provides enterprise legal teams with a flexible, fully integrated solution, which simplifies two major elements of the increasingly complex legal technology stack in-house legal uses daily. This integration removes the inefficiencies of operating multiple, disconnected applications, where data must be entered, exported, and re-entered multiple times across systems, which makes it difficult to capture a holistic view of overall legal performance, including internal and external legal spend, open contracts, open matters, and risk levels.

"While the value in creating synergy between ELM and contracts has long been recognized by corporate legal, the process has rarely been streamlined," said Mike Williams, Mitratesh CEO. "Through this partnership and integration with Agiloft, we're tackling a lot of key challenges facing the market, which begins with empowering our joint customers to easily connect critical data sets and make high-value decisions faster and with greater accuracy. It's a win-win for everyone and aligns well with our shared commitment to keep innovation and customer satisfaction at the forefront of every strategic partnership and investment."

Attendees of this year's leading legal event, CLOC Global Institute 2023, will also see Donovan Bell, Director of Legal Operations at Intel, join Prashant Dubey, Agiloft's Chief Strategy Officer and Research Chair, for a joint industry session to discuss the importance of flexible, integrated technology for legal operations and CLM implementation best practices.

"Generation Operations – or GenO – is here. Agiloft's CLM technology and our partners are rising to meet the needs of a new generation of legal operations professionals, who are taking their rightful place at the business strategy table," said Prashant Dubey, Agiloft's Chief Strategy Officer and Research Chair. "Together, Mitrtech and Agiloft enable GenO leaders to streamline collaboration across legal teams and between legal and business users, by simplifying interactions with legal and the transfer of data within legal and beyond."

### *Altair Establishes \$225,000 Scholarship at the University of Michigan-Dearborn*

11 May 2023

Altair, a global leader in computational science and artificial intelligence (AI) is pleased to announce the creation of the "Altair #OnlyForward Scholarship" at the University of Michigan-Dearborn. The scholarship will award nine undergraduate students pursuing STEM-related degrees with a \$25,000 scholarship each, a total gift of \$225,000. Scholarship recipients will be selected this fall.

"As an alumnus of the University of Michigan-Dearborn, I am honored to create this scholarship and play a role in developing the next generation of talented people," said James R. Scapa, chief executive officer, Altair. "The Altair team always looks to the future and believes that people and their diversity are any organization's best asset. That's why we want to assist students in pursuing rich educational experiences that will expand their horizons and inspire them to make an impact in today's world."

"We're delighted that Altair is sponsoring this remarkable gift that will surely change the trajectory of these students' education and career," said Dr. Ghassan Kridli, dean of the College of Engineering and Computer Science, University of Michigan-Dearborn. "UM Dearborn is all about shaping the future of our students, communities, and the world around us – this scholarship embodies the spirit of impact we strive to have in people's lives."

The Altair #OnlyForward Scholarship will support students with a demonstrated interest in increasing diversity in STEM fields. Each recipient must be a full-time student pursuing a four-year degree in engineering or computer science and a member of one of the following organizations:

- National Society of Black Engineers (NSBE)
- Society of Hispanic Professional Engineers (SHPE)
- Society of Women Engineers (SWE)

Scholarship recipients will be chosen by a committee of faculty and leadership in the College of Engineering and Computer Science.

## *Cadence Appoints Mary Louise Krakauer as Chair of the Board*

11 May 2023

Cadence Design Systems, Inc. announced that current Cadence board member, Mary Louise (ML) Krakauer, has assumed the role of chair of the board, effective May 4, 2023. Ms. Krakauer, who previously held various executive roles at global technology companies, also serves as a director of Mercury Systems, Inc. and Proterra Inc.

Ms. Krakauer's appointment was confirmed by the Cadence board following the annual shareholder's meeting last week. Ms. Krakauer succeeds Lip-Bu Tan, who had served as Cadence's executive chair.

"ML first joined our board in January 2022, and we're honored that she's been appointed chair as we embark on the next phase of our growth," said Dr. Anirudh Devgan, president and CEO, Cadence. "We deeply appreciate Lip-Bu's exceptional service to the company and look forward to leveraging ML's rich experience and expertise to further expand upon our Intelligent System Design strategy and augment shareholder value."

"Cadence's growth has been phenomenal over the past several years, and I'm ready to explore new market opportunities and drive strategic initiatives to further advance the company's position in the computational software industry," said ML Krakauer, chair of the board, Cadence. "I share Anirudh's passion for innovation and customer success, and I look forward to collaborating with Anirudh and the executive team to build upon Cadence's strong foundation and take the company to new heights."

Ms. Krakauer retired as executive vice president, chief information officer of Dell Corporation, a global information technology company, in January 2017. Prior to that, she served in various executive positions at EMC Corporation, a global IT infrastructure company, which she joined in 2008, including executive vice president, chief information officer in 2016; executive vice president, business development, Global Enterprise Services during 2015; and executive vice president, Global Human Resources from 2012 to 2015. Ms. Krakauer also held executive general management roles at Hewlett-Packard Enterprise, Compaq Computer Corporation, and Digital Equipment Corporation.

## *Cynclly strengthens its executive leadership team to accelerate ambitious growth*

12 May 2023

Cynclly, the leading global provider of software and content solutions that help make spaces amazing, today announced changes to its executive leadership team that will enable the organization to scale and execute its plans for growth. Matthew Blosl has been appointed as Chief Revenue Officer (CRO), and James Hamilton has been appointed as Chief Operating Officer (COO). "We are excited to be enhancing our executive team as Cynclly undertakes an ambitious multi-year plan to extend our leadership in software and content solutions for the home improvement industry," said David Tombre, CEO.

"With seasoned leaders in place to scale and execute our plans, we can be confident in building on our customer-first strategy, offering a greater breadth of integrated solutions to support

customer success.” Matthew Blosl is joining Cyncly as a proven executive with over twenty years of experience building, leading, and scaling organizations in high-growth environments. His expertise and passion for developing and implementing growth strategies for complex sales and client success teams will support Cyncly’s growth. Key priorities for the CRO will include executing Cyncly’s go-to-market strategy, delivering a seamless experience along the complete customer lifecycle and growing the customer base.

As COO, James Hamilton will work closely with the CEO on groupwide strategic prioritizations and lead efforts to enhance Cyncly’s customer-first strategy. He will also drive Cyncly’s M&A agenda to create greater value for customers, anticipate market changes and shape future needs. James will maintain his responsibilities as Chief Financial Officer (CFO) in addition to his role as COO on an interim basis until a new CFO is appointed.

The expanded executive leadership team will further support and enable Cyncly’s business units—Kitchen, Bathroom and Furniture Retail; Kitchen, Bathroom and Furniture Manufacturing; Windows, Doors and Glass; and Flooring—to apply their industry expertise in support of customers at every stage of the home improvement process. About Cyncly Cyncly transforms the way customizable products and spaces are imagined, designed, sold, managed and made.

### *DXC Technology Names Rob Del Bene Chief Financial Officer*

18 May 2023

DXC Technology announced that Rob Del Bene has been appointed Executive Vice President and Chief Financial Officer, reporting to DXC Chairman, President and Chief Executive Officer Mike Salvino. He will officially begin his role effective June 15, 2023, succeeding CFO Ken Sharp, who is leaving DXC for personal reasons and will remain at DXC until September 15, 2023, to help ensure a smooth transition.

Del Bene is a seasoned financial executive with more than 40 years of experience in various senior leadership positions. He has served as IBM’s Vice President and Controller; General Manager, IBM Global Financing; Vice-President and Treasurer; and other senior roles.

Del Bene’s comprehensive experience, which includes having served as CFO, IBM Global Services Group for five years, gives him a unique mix of understanding of the industry, operating and leadership skills, and the discipline needed to execute on DXC’s financial commitments.

Most recently, he served as General Manager at IBM Technology Lifecycle Services, IBM’s \$6 billion technology support business. This experience positions him well to partner across our business and with our business leaders.

“Rob is an outstanding addition to our leadership team” said Salvino. “He is a proven, hands-on and strategic finance leader who knows the industry and has the deep experience needed as DXC focuses on delivering higher quality revenue, margin EPS and expanding free cash flow while maintaining our solid financial foundation. I also want to thank Ken for his contributions to DXC and wish him and his family all the best.”

“I am thrilled to join DXC at this exciting moment in the company’s history,” Del Bene said. “Mike and his team have created a quality company during the past few years, and I am eager to join their efforts in creating sustainable growth and consistent execution around revenue, margin, earnings per share and free cash flow expansion.”

Del Bene holds an MBA from Duke University and a Bachelor of Science in accounting from Pace University.

## *EagleView Technologies Appoints Piers Dormeyer to Chief Executive Officer*

15 May 2023

EagleView Technologies, a leading provider of aerial imagery and data analytics, is delighted to announce the appointment of Piers Dormeyer as its new Chief Executive Officer (CEO). Piers, who has been an integral part of the EagleView team for the past ten years and most recently served as President of the Commercial Group, brings a wealth of expertise in business strategy, organizational development, and operational excellence. With this transition, EagleView looks forward to a seamless leadership succession.

“It is an honor to assume the position of CEO at EagleView,” shared CEO Piers Dormeyer. “The company has seen unparalleled growth in the recent past, and I believe that we will continue to lead the industry by focusing on our cutting-edge technology. We have a talented team, and I look forward to continuing our work together to scale our innovative solutions and deliver unparalleled value to our customers.”

Piers Dormeyer has consistently demonstrated his strategic vision, leadership skills, and passion for driving growth. As President of the Commercial Group, he successfully spearheaded key initiatives, building strong relationships with customers and partners while expanding the company’s market presence. Piers’s extensive industry knowledge, combined with his deep understanding of EagleView’s operations, uniquely positions him to lead the company into an exciting new chapter of innovation and continued success.

EagleView, now celebrating its 25th year, is revolutionizing how businesses leverage aerial imagery and geospatial data solutions to improve business outcomes. With Piers’s appointment as CEO, the company solidifies its commitment to innovation, client satisfaction, and sustained growth. Piers’s leadership will be instrumental in further advancing EagleView’s mission to empower industries such as insurance, construction, solar, and government to make informed decisions, increase operational efficiencies, and mitigate risks.

As Piers Dormeyer takes the helm as CEO, Chris Jurasek will move into the role of Executive Chairman. During Chris’s tenure as CEO, his strategic vision and dedication played a crucial role in shaping EagleView’s growth and establishing the company as a market leader in aerial imagery and geospatial data analytics. “I am exceptionally proud of the innovative products we’ve brought to market, the process improvements implemented, and the remarkable growth we have achieved. It has truly been my honor and pleasure to lead EagleView these last three years,” said Executive Chairman Chris Jurasek. “I’m confident that Piers is the right leader to drive the accelerated EagleView growth plan into the future. His experience, passion, and deep understanding of EagleView’s operations make him the perfect choice.”

EagleView looks forward to Piers Dormeyer's leadership and remains committed to transforming the way the world works through software, imagery, and property insights.

### *Established researcher Dr. David Kamensky joins Coreform, leaving UCSD professorship*

12 May 2023

#### **Coreform welcomes Dr. David Kamensky as the newest member of the isogeometric analysis team.**

Dr. David Kamensky, highly cited fluid-structure researcher and assistant professor at the University of California at San Diego, has taken a full-time position at Coreform. Dr. Kamensky, in addition to his renowned fluid dynamics research, has served on numerous conference committees and as co-organizer of multiple conference symposia on isogeometric analysis.

Creating a native isogeometric analysis solver is a complex and demanding task, so Coreform is always looking for the best and most creative minds. More than 80% of Coreform's existing development team hold advanced degrees and several have invented new methods in computer-aided engineering.

Dr. Kamensky spent over a decade in academia doing interdisciplinary research at the intersection of engineering, computer science, and applied mathematics, to improve and automate computer simulations of fluid mechanics, solid mechanics, and fluid-structure interaction. He has co-authored over 30 peer-reviewed journal articles, including several that have been recognized as highly cited by Web of Science.

### *Markforged Announces CFO Transition*

11 May 2023

Markforged Holding Corporation, the company strengthening manufacturing resiliency by enabling industrial production at the point of need, announced that Mark Schwartz will be stepping down as Chief Financial Officer, effective May 15th. Schwartz will continue to serve in an advisory role through July 15th to ensure a smooth transition. Assaf Zipori, Markforged's Senior Vice President of Strategy & Corporate Development, will assume the role of Acting Chief Financial Officer while the company conducts a search for a new Chief Financial Officer.

"Since joining Markforged, Mark has made a significant contribution to the company. With his support and leadership, Markforged went public through its merger with *one* in July 2021 and built a high-performing team. He leaves the company in a strong position to continue to execute on our strategic plan, and I wish him all the success in his future endeavors," said Shai Terem, Markforged's President and Chief Executive Officer.

"It has been an honor to have helped see Markforged through a period of significant transformation and to build the infrastructure needed to operate as a public company. I'm extremely proud of the entire team at Markforged and look forward to watching the company's continued success and to supporting Assaf during the transition," said Mark Schwartz.

Zipori has deep experience since joining Markforged more than three years ago. He served as Acting Chief Financial Officer from November 2019 through March 2021 and as Markforged's head of Strategy and Corporate Development since April 2021.

"Assaf is well-prepared to support us in this key position, having previously served as Markforged's Acting CFO and leading our financial team prior to the company's merger with *one*. He is a pivotal part of our leadership team, and I'm extremely confident that the company is in good hands with Assaf temporarily assuming this expanded role," said Terem.

Schwartz's departure is not related to any disagreements concerning operating, accounting or financial reporting matters.

### *OpenText Receives 2023 SAP® Pinnacle Award in the Partner Solution Success Category*

16 May 2023

OpenText™ announced that it received a 2023 SAP® Pinnacle Award in the Partner Solution Success category, which recognizes its outstanding contributions as an SAP partner. SAP presents these awards annually to the top partners that have excelled in developing and growing their partnership with SAP and helping customers run better. Winners and finalists in 23 categories were chosen based on recommendations from SAP, customer feedback, and performance indicators.

"SAP's ecosystem plays a key role in our vision to enable every organization and every industry to become a network of intelligent, sustainable enterprises. The SAP Pinnacle Awards recognize and celebrate the winning partners' outstanding commitment to customer value creation, exponential growth, and simplification," said Christian Klein, CEO and Member of the Executive Board of SAP SE.

"OpenText is committed to enabling the world's largest organizations to gain the information advantage by managing and securing their enterprise information across an internet of clouds," said Mark J. Barrenechea, OpenText CEO and CTO. "Receiving the SAP Pinnacle Award for Partner Solution Success reinforces our relationship with SAP to elevate every person and every organization to maximize growth, value and innovation."

OpenText has developed offerings to be sold as SAP solution extensions since 2008 and this award is its 18th in total. Since the beginning of its SAP partnership, OpenText has helped thousands of customers manage the critical information that drives SAP business processes with SAP ERP, SAP S/4HANA and more. Most recently, our solutions were used with the RISE with SAP offering to help customers move to the cloud faster, whilst reducing time, cost and risk. Our solutions, available in the OpenText Cloud, help customers master modern work and gain the information advantage.

SAP Pinnacle Awards shine a spotlight on distinguished partners to acknowledge their dedication to teamwork, exceptional innovation, and capacity to help customers achieve their goals.

## *Oracle Joins the Scheduling Standards Consortium (SSC) to Improve Logistics Efficiency*

18 May 2023

Logistics is a team sport. Moving products from suppliers to the production line, warehouses, retailers, and the end customer takes a lot of coordination that goes way beyond just adding technology. For example, even with advanced transportation management and online freight brokerage services, booking transportation often requires making a phone call, or sending an email. These tedious manual processes significantly impact efficiency and introduce human error to logistics processes.

With Oracle Transportation Management, part of Oracle Fusion Cloud Supply Chain & Manufacturing (SCM), organizations can automate many of these processes, but to further enhance efficiency and enable customers to automate scheduling, we need to be working on a common data model with third-party logistics providers and other related service providers.

To help solve this problem, we've joined the Scheduling Standards Consortium (SSC). In collaboration with organizations such as Arrive Logistics, Blue Yonder, Convoy, Coyote Logistics, e2open, Echo Logistics, J.B. Hunt, One Network Enterprises, and Uber Freight, our goal is to define the standards for APIs to enable streamlined sharing of scheduling information.

It's going to require a collective effort and industry collaboration to achieve this goal. But the effort will ultimately enhance appointment booking and management, and improve processes for shippers, drivers, and receivers.

By selecting industry leaders to establish open standards for scheduling, the SSC is driving the freight industry closer to a standard framework for scheduling data. We're excited to be joining this effort and look forward to the additional speed and accuracy that customers will gain access to as scheduling standards are established.

## *Oracle Opens Cloud Region in Serbia*

12 May 2023

Oracle has opened the Oracle Cloud Jovanovac Region located in Kragujevac, Serbia.

As Oracle's first cloud region in Southeast Europe, the new Oracle Cloud Jovanovac Region supports the increasing cloud computing demands of private and public sector organizations in Serbia, and opens up business innovation across the region. It will enable Serbian businesses to take advantage of the performance and security of Oracle Cloud Infrastructure (OCI) and support the growth of critical regional industries including healthcare, retail, and financial services.

The opening of the Oracle Cloud Jovanovac Region was attended by the Prime Minister of the Republic of Serbia, Ana Brnabić; the Minister of Information and Telecommunications, Mihailo Jovanović; the Ambassador of the United States of America, Christopher R. Hill; the Acting Director of the Office for IT and eGovernment, Milan Latinović; and the Director of Data Cloud

Technology, Danilo Savić. The event was hosted by Kenneth Johansen, senior vice president, Cloud Technology, Northern and Eastern Europe, Oracle.

“Local organizations and public institutions are taking firm steps to establish Serbia as a country focused on technology-driven innovation,” said Johansen. “With the opening of the Oracle Cloud Jovanovac Region, we’re helping our customers take advantage of the best cloud technologies while ensuring high security standards, availability, and latency.”

Vladimir Lučić, CEO at Telekom Srbija, a long-standing Oracle customer in the region, said: “As the largest telecom operator in the region, we support the first investment in a cloud data center from a global cloud service provider. With the use of OCI, Telekom Srbija continues the digital transformation and modernization of its operations. This brings us a competitive advantage and enables the development of new services in both the retail and enterprise market segments.”

The Oracle Cloud Jovanovac Region is part of OCI’s distributed cloud strategy. OCI can address customer requirements by delivering required cloud services to needed locations with flexible performance, security, compliance, and operational models. Oracle provides a broad and consistent set of 100+ cloud services across 42 commercial and government cloud regions in 23 countries, as well as multiple additional dedicated regions and US national security regions, to serve its growing global customer base.

This cloud region opening underscores the Serbian government’s prioritization of digitalization and investment in state-of-the-art data center infrastructure, human resources, and technical capabilities. This positions Serbia as a regional leader in technology transformation and a good partner for foreign IT investments.

### *PTC Advances Environmental Sustainability Initiatives*

16 May 2023

**PTC** announced new initiatives as part of its environmental sustainability practice. PTC has signed the Science Based Targets initiative (SBTi) commitment letter, pledging both near-term emissions reductions and long-term net-zero targets. In addition, PTC is expanding its relationships with Ansys and aPriori to support manufacturers’ environmental sustainability goals in the areas of product dematerialization and manufacturing efficiency.

“PTC’s SBTi commitment is rooted in our belief that it’s the right thing to do as we consider the impacts of climate change,” said Catherine Kniker, Chief Strategy and Marketing Officer, PTC. “It’s also part of a broader commitment that we’re making with our manufacturing customers, as we’ll reduce our own footprint in a manner that’s consistent with their environmental sustainability goals.”

In parallel with its SBTi commitments, PTC is broadening the ways in which it supports manufacturers’ efforts to reduce the environmental footprint of their products. Most of a product’s environmental footprint is determined at the design stage, where decisions are made about materials, manufacturability, potential for circularity, and much more. PTC enables manufacturers to address these footprint considerations with its industry-leading product

design and lifecycle management software and through new partner integrations with Ansys and aPriori.

PTC and Ansys, who have partnered for several years on product design and simulation software, will pursue more integrated workflows between PTC's Creo® computer-aided design (CAD) and Windchill® product lifecycle management (PLM) software with Ansys' materials information management solution, Ansys Granta MI. These workflows are expected to make it easier for design engineers to assess how the materials used in a product impact the product's performance, embodied carbon, and recyclability, enabling our joint customers to develop both more sustainable and highly performant products.

"We are excited to pursue more integrated materials management and sustainability workflows with PTC, building on the existing Ansys Granta connections to Creo and Windchill," said Mark Hindsbo, Vice President and General Manager of Product, Ansys. "These workflows help engineers balance performance and environmental footprint priorities as they design products by providing predictively accurate, traceable, and reliable materials information across enterprises."

PTC and aPriori will pursue greater interoperability between Windchill and aPriori's aP Pro, aP Design, and aP Generate software. Together, these solutions enable designers to review designs in CAD and PLM and generate reports for part costs, manufacturability, and environmental footprint. If changes are required, aPriori's software can generate recommendations for improvements for the designers. This process can increase the likelihood of making changes before excessive costs and footprint are committed.

"Manufacturers today face constant pressure to simultaneously increase profitability and sustainability," said Stephanie Feraday, President and Chief Executive Officer, aPriori. "aPriori is uniquely positioned to provide automated manufacturing insights to cut costs, reduce carbon emissions, and improve productivity from early product design through production. Expanding our PTC relationship will help PTC customers capitalize on the full breadth of our capabilities, and their PTC investments, to make product decisions quickly and confidently."

"Environmental sustainability is a top priority for many manufacturing companies, and we believe that PTC and partners like Ansys and aPriori have meaningful roles to play in reducing the overall footprint of the products that we use every day," continued Kniker. "This is a real market opportunity for PTC, our partners, and our customers, but more importantly it's meaningful work that impacts more than business."

At **LiveWorx**® this week, PTC is running a **dedicated track for environmental sustainability**, including Catherine Kniker's track spotlight presentation titled, "Tangible Strategies for Improving Product Sustainability" on Wednesday, May 17, at 1:00pm ET.

### *Revolution in Simulation Expands Focus to Cutting-Edge Simulation*

15 May 2023

Revolution in Simulation (Rev-Sim), created to accelerate innovation using cutting-edge engineering simulation software and approaches, is broadening its coverage. The Rev-Sim

website now includes topics and resources covering a broad range of cutting-edge simulation technologies.

In addition to its past topics, Rev-Sim has expanded its coverage to include many cutting-edge technologies including Deep Learning for Simulation, Additive Manufacturing, Artificial Intelligence (AI), Machine Learning (ML), and more. This expanded focus has opened the door to new global partnerships and alliances. Along with software and services providers, Rev-Sim continues to collaborate with leading organizations such as NAFEMS, and has recently announced partnerships with CIMdata, and Digital Engineering 24/7.

Co-Founder and Managing Director, Malcolm Panthaki, explained that Rev-Sim is responding to the industry's growing demand for innovative current and next generation leading simulation technologies.

“As organizations expand into new strategic areas and approaches, they have identified an urgent need to investigate and invest in a broader range of cutting-edge engineering simulation technologies. Leading manufacturers and product development organizations understand that as simulation technologies are constantly evolving, they must have the option to leverage them to optimize current and future investments. Rather than search in piecemeal form on the web, Rev-Sim makes this information available at no cost to the simulation community in one central, interactive, and continually updated location.”

### **Simulation Topic Areas and Resources**

In addition to Deep Learning for Simulation, Artificial Intelligence, Machine Learning, and Additive Manufacturing, the Rev-Sim list of topics includes Digital Thread & SPDM, Democratizing Simulation, CAE Insights & Collaboration, Digital Twins, Democratizing Simulation, HPC/Cloud Computing, Generative Design, Multiphysics Simulation, Multidisciplinary Design Optimization, Simulation Apps, Simulation Automation, System Simulation, Simulation Governance, and Business Practices & ROI.

You can join the community free of charge and leverage this trove of resources to expand the use of cutting-edge simulation technologies and help meet your strategic initiatives.

### ***Rockwell Automation and Avid Solutions Partner to Accelerate and Scale Green Hydrogen Production***

17 May 2023

Rockwell Automation, Inc., the world's largest company dedicated to industrial automation and digital transformation, announced a collaboration with Avid Solutions, Inc., to help companies more efficiently and rapidly produce Green Hydrogen (H<sub>2</sub>).

Avid Solutions is a solutions partner providing process expertise and digitally enabled solutions for industrial producers, delivering Green H<sub>2</sub> solutions for electrolyzers, H<sub>2</sub> liquefaction, and turn-key plant automation services. Avid is a Gold System Integrator partner within Rockwell Automation's PartnerNetwork™ program with deep knowledge of Rockwell Automation's portfolio.

The H2 economy represents a significant change to industrial manufacturing, power generation, mobility, and societal challenges around climate change. The decline in renewable energy costs, favorable government and corporate policies, regional hydrogen hubs, and society's willingness to address climate change have set up very promising conditions for the Hydrogen Economy to rapidly grow. To meet this growth, producers need experienced partners to help them successfully apply technology and navigate project execution while managing the risks involved.

"We are seeing many original equipment manufacturers (OEMs), process licensors, and producers entering the Green H2 Economy. They need expertise to scale, as well as speed to market entry," said Tom O'Reilly, vice president, sustainability, Rockwell Automation. "With more than three decades of expertise in the process industries and helping OEMs scale, Avid Solutions is uniquely suited to help new Green H2 clients implement best-in-class technology and ensure their business needs are met."

"Clients developing Green H2 projects face many challenges. From compressed schedules to meet incentives, new processes, initial feasibility and budgeting, to project execution, producers and OEM providers need an experienced partner to rely on." said Gordon Bordelon, vice president, operations and technology, Avid Solutions. "By leveraging Avid's experience in Green H2, plant operations across multiple industries, OEM solutions, and our use of off-the-shelf technologies, we're helping clients reduce time to market, CapEx as well as OpEx investments, and overall project risk."

Rockwell Automation and Avid Solutions have already helped a leading provider of end-to-end Green H2 solutions mitigate project risk, overcome operational technology (OT) integration challenges, and technology adoption. They have also helped electrolyzer OEMs, H2 liquefaction licensors, long-duration energy storage (LDES) licensors, and compressor OEMs drive standards development and repeatability.

### *Wipro Enters into a Five-Year Business Partnership with ServiceNow*

18 May 2023

Wipro Limited, a leading technology services and consulting company, announced a five-year business partnership with ServiceNow (NYSE: NOW) to invest in and bring new offerings to market that will empower clients to drive business transformation, overcome business challenges, and deliver greater value.

The agreement expands on the two companies' existing partnership and is expected to help accelerate Wipro's goal of building a \$1 billion business with ServiceNow by the end of 2026.

As part of the partnership Wipro and ServiceNow will deliver joint clients process consulting, implementation, configuration, and managed services. The partnership will cover all global geographies and will initially focus on four key industries: Financial Services, Healthcare, Manufacturing, and Energy and Utilities.

The expanded partnership will provide a global framework to automate and optimize technology service operations; activate environmental, social, and government (ESG) standards across the enterprise; enable new digital business/customer/employee experiences; and hyper

automate enterprise resource planning (ERP). Further, it will strengthen the comprehensive portfolio of cloud capabilities offered through Wipro FullStride Cloud.

**Jason Eichenholz, Senior Vice President and Global Partnership Lead, Wipro Limited** said, “We couldn't be more excited to deepen our partnership with ServiceNow and jointly deliver greater value, agility, and impact to the market. ServiceNow brings a whole new dimension to employee and customer experiences and technology innovation, allowing us to more effectively guide our shared customers through the next evolution of their business.”

**Erica Volini, Senior Vice President, Global Partnerships, ServiceNow**, said, “This outstanding partnership with Wipro is only just getting started. Wipro has the deep domain experience, industry expertise, and innovation track record to provide best-in-class transformation experiences through improved workflows. Together, we will deliver real and sustained value to our customers as they digitally innovate their businesses to capitalize on market opportunities.”

**Caio Carélo, Infrastructure and Solutions Operations Construction Manager, Petrobras**, said “Wipro and ServiceNow are strategic partners to Petrobras, helping drive our digital transformation and innovation agenda. The expertise of Wipro and the power of the ServiceNow platform enabled us to bring our vision for AIOps to life. It was a winning combination for Petrobras.”

Wipro recently received ServiceNow's “Emerging Growth Markets Worldwide Partner of the Year” 2023 Award, which recognizes Wipro's commitment to and success at building and enhancing the ServiceNow ecosystem. The award was presented to Wipro during the ServiceNow Knowledge 2023 event.

## *Wipro FullStride Cloud Studio partners with Google to accelerate clients' journey to the Cloud*

15 May 2023

Wipro Limited, a leading technology services and consulting company, announced that its FullStride Cloud Studio has partnered with Google Cloud's Rapid Migration Program (RaMP) to help clients accelerate their journey to the cloud and pursue a migration strategy anchored in business outcomes.

Wipro will integrate its proven framework, together with artificial intelligence (AI) and automated tooling, into RaMP, which will help clients increase efficiency, agility, and time to market.

Leveraging Wipro FullStride Cloud Studio's industrialized 'as-a-service' model, the partnership will deliver faster returns on cloud investments. Wipro FullStride Cloud Studio has a track record of helping clients achieve up to 5X faster Cloud adoption at 30% lower cost, 90% automated post migration activities, and 3X faster business acceptance.

This partnership with Google builds on Wipro's existing collaboration with Google and Google Cloud Professional Services Organization and aims to deepen the value delivered to joint clients.

**Jo Debecker, Global Head of Wipro FullStride Cloud**, said: “Wipro FullStride Cloud Studio is pleased to be the first partner selected for Google Cloud RaMP. Our ability to execute complex and large migrations, using our IPs and accelerators will allow mutual clients to drive business transformation at scale, in one place. This new partnership is a testament to our strong and valued collaboration with Google Cloud, where both organizations enable fast, cost-effective cloud migration, as well as modernization and transformation services.”

**Stephen Orban, Vice President of Migrations, Google**, said: “Wipro will play an important role helping enterprises accelerate the cloud migrations process, with global expertise and clear blueprints to help customers swiftly move their largest workloads. By combining the FullStride Cloud Studio with our world-class RaMP program, Wipro can provide customers with the efficiency and structure they need to optimally evaluate and execute large-scale cloud migrations to Google Cloud.”

Wipro FullStride Cloud Studio is a foundational capability for Wipro’s new FullStride Cloud Global Business Line. The Studio helps companies drive business transformation at scale, leveraging its proprietary platforms, IP, and talent to migrate, modernize, transform, and manage clients’ cloud environments—even across the most heavily-regulated industries, such as Healthcare and Financial Services.

### *ZenTek Consultants Opens Subsidiary in Canada*

11 May 2023

ZenTek Consultants, a leading consulting firm that provides services and training for Architecture, Engineering, and Construction companies, is excited to announce it has opened a subsidiary in Canada, ZenTek Consultants CA, ULC. Headquartered in Nova Scotia, this fully authorized Canadian company extends the capabilities of ZenTek to help Canadian firms and government agencies become more productive with the design and construction software they use.

“I am delighted to have been chosen to lead ZenTek Consultants expansion to Canada. ZenTek Consultants has an impressive business model, a talented team of industry experts, and a strong portfolio of in-house solutions. I am eager to leverage my extensive experience to ensure we deliver these impactful solutions to the Canadian AEC market. I look forward to working with a senior leadership team whose dedication and core values align with my own,” says Steve Fahie, President at ZenTek Consultants CA.

## Event News

### *Informatica to Present at Upcoming Investor Conferences*

15 May 2023

Informatica, an enterprise cloud data management leader, announced that management is scheduled to present at the following investor conferences:

**51<sup>st</sup> Annual J.P. Morgan Global Technology, Media and Communications Conference** in Boston

Date: Monday, May 22, 2023

Time: 6:20 a.m. PT/ 9:20 a.m. ET for approximately 35 minutes

**BofA Global Technology Conference** in San Francisco

Date: Tuesday, June 6, 2023

Time: 9:20 a.m. PT/ 12:20 p.m. ET for approximately 30 minutes

The webcasts for each event will be accessible on Informativa's investor relations website at [investors.informativa.com](http://investors.informativa.com).

***EPLAN Live: Best practices and more in just two-and-a-half hours***

17 May 2023

What are the current trends for engineering on the global market? How can topics including the energy transition, networking ecosystems, the skilled-worker shortage, and the digital transformation be implemented in the best way possible as regards engineering? Solutions provider EPLAN will be providing focused answers to these questions during its new online event “EPLAN Live” on 21 June 2023. High-profile players in machine building such as Harro Höfliger from Germany and Sany from China will be providing input and insights into their own well-tested methods and processes. Kratos Industries, a control cabinet manufacturer based in the US, will be sharing its experiences with 3D control cabinet designs, including fully automated manufacturing using the Wire Terminal WT and Perforex Machining Centre, both made by Rittal.

**Informative and international**

“With this year’s new online event, we’re focusing on the challenges our customers are facing, particularly in the machine building and switchgear system manufacturing sectors,” says EPLAN Vice President Customer Journey Jan Fleming. “Our goal is sharing practical experience – both from the manufacturer’s and the customer’s points of view. Along with market trends and customer’s own best practices, this distilled programme will also be presenting an initial preview of the upcoming version of EPLAN. If we all share these experiences with each other, learn from one another and remain actively engaged in dialogue, we will ensure the highest efficiency for engineering in the future.”

**A look behind the scenes: The new EPLAN Platform**

After a first preview at the Hannover Messe, attendees will now also be able to become familiar with the EPLAN Platform 2024. New mathematical calculation functions, greater ease of use in terminal management, and unprecedented possibilities for navigating through the 3D model of a control cabinet are just a few of the new features that users can look forward to. This all also helps make creating the digital twin in EPLAN Pro Panel even easier. Another new function: When it comes to machine cabling in conjunction with EPLAN Harness proD, spare wires can be connected in no time at all with just a click.

Register free of charge at [www.eplan-software-com/live](http://www.eplan-software-com/live).

## *Rockwell Automation to Present at Bernstein's 39th Annual Strategic Decisions Conference*

18 May 2023

Rockwell Automation, Inc. Chairman and CEO, Blake Moret, will present at Bernstein's 39th Annual Strategic Decisions Conference on Thursday, June 1, 2023, in New York, NY.

The fireside chat will be webcast beginning at approximately 2:30 p.m. EDT and will be available on the Rockwell Automation Investor Relations website at [www.rockwellautomation.com/en-us/investors.html](http://www.rockwellautomation.com/en-us/investors.html).

## *The COMSOL Conference Returns to Munich in 2023*

16 May 2023

The COMSOL Conference is returning in person this year in Munich, Germany, on October 25–27. The conference gathers users of modeling and simulation in a forum where they can share valuable insights and learn new modeling skills.

Attendees will be able to:

- Connect with other practitioners in the simulation community
- Gain inspiration from industry leaders
- Learn new modeling techniques using the COMSOL Multiphysics® software
- Showcase their own research and case studies

Learn Modeling Techniques and Connect with the Simulation Community

The COMSOL Conference will feature keynote talks, interactive poster and slideshow presentations, and minicourses where attendees can learn about the modeling capabilities of COMSOL Multiphysics® and its add-on products.

"Attending the COMSOL Conference allows us to connect with worldwide companies and research institutions. The network and contacts are very important for us," says Christoph Hollenbeck, an engineer at IMAGINE Engineering GmbH, a consulting company for mechanical and plant engineering technologies.

"We also [look forward to] the minicourses on the use of COMSOL Multiphysics® because, even as an experienced user of the software, there is always something new to learn. It is also very interesting to see in the keynote sessions how other companies use COMSOL® profitably to gain knowledge and to improve processes or products," Hollenbeck adds.

COMSOL Multiphysics® is a simulation platform that is widely used in industry, government, and academia. At the COMSOL Conference, attendees can see the full span of areas where multiphysics modeling is useful.

"We want the conference to offer a space where knowledge transfer within the simulation community is made possible, and where COMSOL Multiphysics users can see examples of how

the software is used and discuss their own technical challenges," says Thorsten Koch, managing director of COMSOL in Germany.

"For example, developers of electric vehicles and satellites will be able to come together to talk about thermal management simulation. The conference is a unique cross-industry gathering that we are looking forward to hosting."

The Munich event is the first stop of the worldwide COMSOL Conference 2023 tour and the first in-person COMSOL Conference since 2019.

[For more information and to register, visit the conference website](#)

### Showcase Your Work

Abstract submission for the COMSOL Conference 2023 Munich is now open for attendees to showcase their use of multiphysics modeling and simulation as a poster and/or slide presentation. The program committee is accepting abstracts through July 14, 2023. View topics and all deadlines on the [Showcase Your Work](#) web page.

### *Trimble Announces Keynote Speaker for 2023 Insight Tech Conference + Expo*

17 May 2023

Trimble announced the keynote speaker, Formula 1's Mark Gallagher, for its 2023 Insight Tech Conference + Expo, which will be held September 24 – 27 at The Venetian in Las Vegas.

Gallagher, a long-time Formula 1 executive, has held senior roles in the high-performance environment of F1 motor racing for over 30 years. Today, he is an author, broadcaster and industry analyst who continues to work with drivers and teams at the forefront of this global sport. Gallagher is passionate about using technology and data to better manage risk and safety for drivers, and will share his top lessons from the fast lane and the business of winning with Insight attendees.

The 6th annual Insight Tech Conference + Expo is expected to bring together an unparalleled mix of more than 1,500 industry stakeholders from across the supply chain and technology fields.

"This year's theme is 'Driving Connection,' and I can't think of a better way to embrace that sentiment than by bringing together Trimble customers from some of the largest transportation organizations with the industry's leading tech providers," said Ron Bisio, senior vice president, Trimble Transportation. "As we make progress toward a global, seamless and transparent supply chain, it's more important than ever to find new ways to connect the physical and digital worlds. Thought leaders and key innovators in transportation will be at Insight, and I'm excited to see and hear what ideas and conversations occur."

Since the first Insight conference in 2016, the annual event has given attendees the opportunity to attend educational sessions, experience hands-on training and visit technology exhibits from leading transportation solution providers. This year, attendees will gain an in-depth view of Trimble's portfolio of solutions, learn about the latest transportation technologies from across

the industry, and connect with thought leaders and peers in a variety of settings designed to drive collaboration and innovation.

For more information on Insight 2023 and to register, visit:

[transportation.trimble.com/insight-2023](http://transportation.trimble.com/insight-2023)

### *Xometry to Participate in Upcoming Investor Conferences*

18 May 2023

Xometry, Inc., the AI-powered global online marketplace connecting enterprise buyers with suppliers of manufacturing services, announced that management will attend the following investor events:

- J.P. Morgan 51<sup>st</sup> Annual Global Technology, Media and Communications Conference May 24, 2023 in Boston at 12:40 p.m. E.T.
- BofA Securities Global Technology Conference June 6, 2023 in San Francisco
- William Blair 43rd Annual Growth Stock Conference June 8, 2023 in Chicago at 10:40 a.m. C.T.

Webcasts and replays of the presentations will be accessible within the [Investor Relations section](#) of Xometry's website following each session.

### *Speakers Announced for the FLOW-3D World Users Conference 2023*

18 May 2023

Flow Science, Inc. has announced the speakers for its **FLOW-3D** World Users Conference 2023. Amusement park rides, sand dunes, and sinking bubbles are just a few of the unique and exciting ways **FLOW-3D** products have been applied at this year's users conference. Featuring the latest software developments and industry-specific tracks, **FLOW-3D** users in industry and academia will present their work in metal casting, additive manufacturing, biotechnology, automotive, civil, environmental, coastal, and maritime engineering. Flow Science's senior technical staff will present the latest features, upcoming developments, and plans for **FLOW-3D** products. Go here for a complete list of [speakers and their topics](#).

"The caliber of our presenters and the depth and breadth of their presentation topics underscore what an exciting program we have lined up for our customers this year. Hearing from our users, receiving their feedback, presenting them with the latest developments, and training them on the newest features is the centerpiece of the **FLOW-3D** World Users Conference," said Dr. Amir Isfahani, CEO of Flow Science.

The **FLOW-3D** World Users Conference 2023 will be held on June 5-7, 2023 at the Sofitel Strasbourg Grande Ile in Strasbourg, France. Co-hosted by XC Engineering, the official distributor of **FLOW-3D** products in Italy and France, this year's conference features application-specific tracks, advanced training sessions, in-depth technical presentations by **FLOW-3D** users, and the latest product developments presented by Flow Science's senior technical staff.

Confirmed attendees at the conference include ArcelorMittal, Grundfos, The Manufacturing Technology Centre, AECOM, EDF, GEI, Plastic Omnium, Queensland Department of Transport and Main Roads, Roche Diagnostics GmbH, San Francisco Public Works, Sweco, Zamperla, Bocar GmbH, Bühler AG, China Machinery Industrial Products Co., Duravit, Form Stampi, Geberit AG, IdeeRoth AG, Krämer + Grebe GmbH, Mercedes-Benz AG, Parallo, Schaufler Tooling, Sylatech Ltd., The Swatch Group, JBA Consulting and many other renowned engineering firms and academic institutions.

Advanced training sessions for **FLOW-3D**'s family of products will be offered as part of the conference. These free training sessions will be taught by **FLOW-3D** senior technical staff, all of whom are experts in their fields. The training sessions will center around three main topics – advanced postprocessing with **FLOW-3D POST**, including troubleshooting and advanced scene rendering, leveraging high-performance cloud computing through Rescale, and gaining insights through workflow automation and optimization using **FLOW-3D (x)**.

[Registration](#) for the conference is open through May 30, 2023.

### *American Software to Present at the Sidoti March 2023 Small-Cap Conference*

15 May 2023

American Software, Inc., announced that Allan Dow, Chief Executive Officer and President, and Vincent Klinges, Chief Financial Officer, will present virtually at the following investor conference:

#### **Sidoti March 2023 Small-Cap Conference**

Date: Wednesday, March 22, 2023

Time: 1:00 pm ET

A live webcast of the presentation will be accessible [here](#) and will be archived on American Software's [website](#) for a limited time.

## Financial News

### *American Software to Announce Fourth Quarter and Fiscal Year 2023 Preliminary Financial Results*

15 May 2023

Atlanta-based American Software, Inc., through its operating entity Logility, delivers an innovative AI-powered supply chain planning platform that enables resiliency and accelerates digital supply chain transformation, announced that it will release its Fourth Quarter and Fiscal Year 2023 preliminary financial results after the U.S. financial markets close on Thursday, June 8, 2023.

In conjunction with the release, the company will host a conference call at 5:00 pm ET to discuss its results with the investment community. A live webcast and replay of the call will be

accessible via the investor relations page of American Software's website at [www.amsoftware.com/investor-relations](http://www.amsoftware.com/investor-relations).

## **American Software's Fourth Quarter and Fiscal Year 2023 Preliminary Financial Results Earnings Call**

Date: Thursday, June 8, 2023

Time: 5:00 pm ET

Location: [www.amsoftware.com/investor-relations](http://www.amsoftware.com/investor-relations)

## ***Bechtle Reports Strong First Quarter***

11 May 2023

**Bechtle AG has made a very good start into its 40<sup>th</sup> anniversary year of 2023. The business volume increased by 15.8 per cent to €1,886.0 million. Maintaining the high dynamics of the prior year, Bechtle thus again grew much faster than the market. Revenue also underwent a very significant increase of 11.6 per cent to €1,538.5 million. Organic growth amounted to 8.5 per cent. Bechtle was able to step up its earnings before taxes (EBT) by 7.6 per cent to €79.7 million. The EBT margin of 5.2 per cent was almost the same level as in the prior year (5.4 per cent). As of 31 March 2023, Bechtle had 14,324 employees, a year-on-year increase of 1,358.**

With 10.2 per cent in Germany and 13.6 per cent in the other countries, revenue growth was largely balanced throughout the regions. However, segment performance varied greatly. "At group level, we managed to balance the inconsistent growth and earnings performance in our two operating business segments, thereby making a compelling start into the year. This again underlined the strength of our business model," according to Dr. Thomas Olemotz, Chairman of the Executive Board of Bechtle AG.

### **High Demand for Complex IT Solutions**

In the IT System House & Managed Services segment, revenue climbed by 19.4 per cent to €993.5 million. This performance was mainly driven by the sales achieved with public-sector clients and large customers. The demand for more complex IT projects in connection with multi-cloud transformation increased as well. The growth of the system houses in Austria, Switzerland and the Netherlands was especially strong, in part also due to acquisitions. In this segment, we increased our EBIT by 19.1 per cent to €55.9 million. The EBIT margin remained at its high level of 5.6 per cent.

### **E-Commerce Performance Mixed**

In the IT E-Commerce segment, especially the software business resulted in an increase of the business volume by 7.5 per cent. By contrast, revenue dropped slightly by 0.4 per cent. Growth was especially strong in the Netherlands, the United Kingdom and Spain. In France and Germany, our two largest national markets, however, we noticed a weakening demand in the conventional infrastructure business with medium-sized businesses and with a small number of larger customers. In view of the higher cost base, EBIT thus declined by 11.7 per cent, and the EBIT margin went down to 4.6 per cent (prior year: 5.2 per cent).

### Investing in the Future

The headcount increase in the first quarter amounted to 10.5 per cent, a rate lower than that of the growth of the business volume. At about 70 per cent, the increase was largely made up of newly recruited people, plus 399 people who joined us as a result of acquisitions. Bechtle is still able to cover its demand for employees for further growth. However, this also involves higher recruitment and staff development expenses.

### Operating Cash Flow Greatly Improved

In the first quarter, the cash flow from operating activities stood at with -€20.2 million, a significant year-on-year increase (prior year: -€127.1 million). Significant improvements were achieved especially with regard to the inventories and the trade receivables. At €227.5 million, the total liquidity is at a very comfortable level that enables the financing of further growth as well as acquisitions.

### Forecast Confirmed

Though the situation in the global supply chains further relaxed in the first quarter of 2023, some product groups still have delivery times of up to six months. The macroeconomic situation remains tense and is overshadowed by major uncertainties. Nevertheless, the Executive Board confirms the forecast published in March for the performance of Bechtle AG. "Our Q1 figures are in line with our goals for the fiscal year or, as far as the revenue growth is concerned, even higher. Despite the still rather weak macroeconomic setting, we thus remain confident with regard to the performance of Bechtle AG in the 40<sup>th</sup> year of our corporate history," reported Dr. Thomas Olemotz.

### *CENIT continues to grow: Group revenues in Q1/2023 increase by around 22.7% compared to previous year to EUR 43,416 K EUR*

11 May 2023

**Continued strong consulting and service business (vs. prev. yr.: +72.8%) as well as increased recurring sales (vs. prev. yr.: +4.5%) determine the revenues growth (vs. prev. yr. +8,018/+22.7%) in the first three months of 2023. CENIT Group is continuing its positive trend from the prior quarters of 2022. Among other things, the consulting and service business, which grew by EUR 7,474 k (+72.8%) compared to the prior-year quarter, contributed significantly to this, due to acquisitions combined with organic strong demand.**

After three months, CENIT Group has generated sales revenues of EUR 43,416 k (previous year: EUR 35,398 k/+22.7%). Sales revenues in the CENIT consulting and services segment increased by 72.8% to EUR 17,746 k (previous year: EUR 10,272 k). Sales of third-party software increased by 3.8% to EUR 22,278 k (prior year: EUR 21,473 k). Sales of CENIT's own software decreased primarily due to postponed customer orders in the areas of DFS and EIM from EUR 3,628 k to EUR 3,351 k (-7.6%).

Gross profit (operating performance less cost of materials) amounted to EUR 25,673 k (previous year: EUR 18,619 k) and thus increased by 37.9%. CENIT achieved EBITDA of EUR 1,572 k (previous year: EUR 726 k/+>100.0%) and EBIT of EUR 6 k (previous year: EUR -387 k/+>100.0%). Earnings per share amounted to Cent -2,4 (previous year: Cent -7,1).

## Asset and Financial Situation

As of the balance sheet date, equity amounted to EUR 44,658 k (Dec. 31, 2021: EUR 44,783 k). The equity ratio amounted to 32.4% (Dec. 31, 2022: 35.3%). Bank balances and cash and cash equivalents amounted to EUR 24,595 k as of the balance sheet date (Dec. 31, 2022: EUR 19,914 k). The operating cash flow reached EUR 8,694 k (previous year: EUR 11,196 k) due to a project-related increase in receivables.

## Employees

As of March 31, 2023, the number of employees in the Group was 854 (previous year: 673). Personnel expenses amounted to EUR 20,640 k in the CENIT Group in the reporting period (previous year: EUR 15,649 k).

## Outlook

We confirm our updated forecast for the CENIT Group for the current fiscal year 2023, according to which we expect consolidated sales of around EUR 175.0-180.0 million and consolidated earnings (EBIT) of around EUR 9.0-9.5 million. This forecast is subject to the express proviso that the global economic and industry-specific conditions do not deteriorate significantly in the current fiscal year 2023, particularly regarding the growing inflation and economic risks.

Please visit CENIT’s homepage for the entire quarterly statement as of 31.03.2023: [www.cenit.com/reports](http://www.cenit.com/reports).

## *DXC Technology Reports Fourth Quarter and Full Fiscal Year 2023 Results*

18 May 2023

DXC Technology reported results for the fourth quarter and the full fiscal year 2023.

“We are pleased with our performance in the fourth quarter and fiscal 2023, as it demonstrates that we are executing and positions us for more progress in fiscal year 2024.” said Mike Salvino, Chairman, President, and CEO of DXC. “The clear execution on our transformation journey by our talented team has delivered a better culture, stronger customers relationships, an improved sales model, revenue stability, expanded margins, free cash flow, and a solid investment grade credit profile, while returning \$1 billion back to our shareholders. This is great execution and I am happy that our future focus will not be fixing challenges, but on continuing to deliver higher quality revenue, margin, earnings per share, expanding free cash flow, and returning another \$1 billion to shareholders, while maintaining our solid financial foundation.”

| Financial Highlights <sup>(1)</sup>       | Q4 FY23  | Q4 FY22  | FY23      | FY22      |
|---|----------|----------|-----------|-----------|
| Revenue                                   | \$ 3,591 | \$ 4,008 | \$ 14,430 | \$ 16,265 |
| YoY Revenue Growth                        | (10.4 )% | (8.6 )%  | (11.3 )%  | (8.3 )%   |
| YoY Organic Revenue Growth <sup>(2)</sup> | (2.9 )%  | (2.8 )%  | (2.7 )%   | (2.6 )%   |

|                                       |             |         |            |          |
|---------------------------------------|-------------|---------|------------|----------|
| Net Income/(Loss)                     | \$ (758 )   | \$ 539  | \$ (566 )  | \$ 736   |
| Net Income as a % of Sales            | (21.1 )%    | 13.4 %  | (3.9 )%    | 4.5 %    |
| EBIT <sup>(2)</sup>                   | \$ (1,146 ) | \$ 828  | \$ (820 )  | \$ 1,280 |
| EBIT Margin % <sup>(2)</sup>          | (31.9 )%    | 20.7 %  | (5.7 )%    | 7.9 %    |
| Adjusted EBIT <sup>(2)</sup>          | \$ 320      | \$ 342  | \$ 1,157   | \$ 1,375 |
| Adjusted EBIT Margin % <sup>(2)</sup> | 8.9 %       | 8.5 %   | 8.0 %      | 8.5 %    |
| Earnings/(Loss) Per Share (Diluted)   | \$ (3.38 )  | \$ 2.14 | \$ (2.48 ) | \$ 2.81  |
| Non-GAAP EPS (Diluted) <sup>(2)</sup> | \$ 1.02     | \$ 0.84 | \$ 3.47    | \$ 3.50  |
| Book-to-Bill                          | 1.04x       | 1.20x   | 1.02x      | 1.11x    |

<sup>(1)</sup> In millions, except per-share amounts and numbers presented as percentages and ratios

<sup>(2)</sup> Reconciliation of GAAP to Non-GAAP measures provided in Non-GAAP Results.

### Financial Highlights - Fourth Quarter of Fiscal Year 2023

Revenue was \$3.59 billion for the fourth quarter of fiscal year 2023, down 10.4% as compared to the prior year period, and down 2.9% on an organic basis. The organic revenue decline was the result of a lower level of resale revenues and a lower level of project revenues in the fourth quarter of fiscal year 2023.

Net income was \$(758) million, or (21.1)% of sales for the fourth quarter of fiscal year 2023, compared to \$539 million, or 13.4% of sales, in the prior year quarter. EBIT was \$(1,146) million or (31.9)% of sales. Adjusted EBIT margin was 8.9% in the fourth quarter, up 40 basis points as compared to the prior year quarter.

Loss per share was \$(3.38) and Non-GAAP diluted earnings per share was \$1.02 for the fourth quarter of fiscal year 2023. Compared to the prior year quarter, loss per share and non-GAAP diluted earnings per share were impacted by a lower share count and lower net interest

expense, partially offset by foreign exchange headwinds and lower sales volumes. GAAP loss per share was negatively impacted by a higher tax rate, while Non-GAAP diluted earnings per share benefited from a lower Non-GAAP tax rate.

In the fourth quarter of fiscal year 2023, the annual pension plan mark-to-market evaluation resulted in a net mark-to-market loss of \$1,070 million primarily due to the performance of plan assets. In addition, the Company executed a buy-out of one of its defined benefit pension plans in the UK in coordination with the plan trustees. The buy-out removes the funding risk from DXC's balance sheet and resulted in a loss of \$361 million. Both of these non-cash items are excluded from the Company's Non-GAAP results.

On a trailing twelve months basis, the company delivered a book to bill of 1.02x.

### Financial Information by Segment

| Global Business Services ("GBS") <sup>(1)</sup> | Q4 FY23  |  | Q4 FY22  |  | FY23     |  | FY22     |  |
|---|----------|--|----------|--|----------|--|----------|--|
| Revenue   | \$ 1,751 |  | \$ 1,892 |  | \$ 6,960 |  | \$ 7,598 |  |
| YoY Revenue Growth                              | (7.5 )%  |  | (5.4 )%  |  | (8.4 )%  |  | (8.9 )%  |  |
| YoY Organic Revenue Growth <sup>(2)</sup>       | 3.3 %    |  | 3.4 %    |  | 2.4 %    |  | 3.9 %    |  |
| Segment Profit                                  | \$ 240   |  | \$ 275   |  | \$ 912   |  | \$ 1,160 |  |
| Segment Profit Margin                           | 13.7 %   |  | 14.5 %   |  | 13.1 %   |  | 15.3 %   |  |
| Book-to-Bill                                    | 1.04x    |  | 1.46x    |  | 1.05x    |  | 1.24x    |  |

<sup>(1)</sup> In millions, except numbers presented as percentages and ratios

<sup>(2)</sup> Reconciliation of GAAP to Non-GAAP measures provided in Non-GAAP Results.

GBS segment revenue was \$1,751 million in the fourth quarter of fiscal year 2023, down 7.5% compared to the prior year period and up 3.3% on an organic basis. GBS performance was driven by continued growth in the Analytics & Engineering business, where revenue increased 8.5% on an organic basis. GBS segment profit was \$240 million and segment profit margin was 13.7%, down 80 bps compared to prior year period due to increased investments as we implement our offering-led sales model, partially offset by cost optimization initiatives. GBS bookings for the quarter were \$1.8 billion for a book-to-bill of 1.04x, and 1.05x on a trailing twelve months basis.

| Global Infrastructure Services ("GIS") <sup>(1)</sup> | Q4 FY23  | Q4 FY22  | FY23     | FY22     |
|---|----------|----------|----------|----------|
| Revenue   | \$ 1,840 | \$ 2,116 | \$ 7,470 | \$ 8,667 |
| YoY Revenue Growth                                    | (13.0 )% | (11.3 )% | (13.8 )% | (7.7 )%  |
| YoY Organic Revenue Growth <sup>(2)</sup>             | (8.5 )%  | (8.0 )%  | (7.2 )%  | (8.4 )%  |
| Segment Profit  | \$ 143   | \$ 124   | \$ 507   | \$ 475   |
| Segment Profit Margin                                 | 7.8 %    | 5.9 %    | 6.8 %    | 5.5 %    |
| Book-to-Bill  | 1.03x    | 0.96x    | 0.99x    | 1.01x    |

<sup>(1)</sup> In millions, except numbers presented as percentages and ratios

<sup>(2)</sup> Reconciliation of GAAP to Non-GAAP measures provided in Non-GAAP Results.

GIS segment revenue was \$1,840 million in the fourth quarter of fiscal year 2023, down 13.0% compared to the prior year period, and down 8.5% on an organic basis. GIS segment revenue performance was driven by lower Modern Workplace and Cloud Infrastructure & ITO revenues. GIS segment profit was \$143 million with a segment profit margin of 7.8%, a 190 bps margin expansion as compared to fourth quarter of fiscal year 2022, driven by efficiencies from our cost optimization initiatives, a favorable sales mix shift with lower resale activity, partially offset by increased investments as we implement our offering-led sales model. GIS bookings were \$1.9 billion in the quarter for a book-to-bill of 1.03x, and 0.99x on a trailing twelve months basis.

### Offering Highlights

The results for our six offerings are as follows:

| Offerings Revenues <sup>(1)</sup> | Q4 FY23 | Q3 FY23 | Q2 FY23 | Q1 FY23 | Q4 FY22 |
|-----------------------------------|---------|---------|---------|---------|---------|
| Analytics and Engineering         | \$ 558  | \$ 535  | \$ 524  | \$ 503  | \$ 529  |
| Applications                      | 786     | 832     | 825     | 882     | 827     |
| Insurance Software & BPS          | 390     | 371     | 363     | 368     | 385     |
| Security                          | 113     | 112     | 108     | 105     | 120     |

|                                 |                 |                 |                 |                 |                 |
|---------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Cloud Infrastructure & ITO      | 1,270           | 1,283           | 1,309           | 1,395           | 1,479           |
| Modern Workplace                | 457             | 433             | 436             | 448             | 507             |
| <b>Subtotal</b>                 | <b>3,574</b>    | <b>3,566</b>    | <b>3,565</b>    | <b>3,701</b>    | <b>3,847</b>    |
| <b>M&amp;A and Divestitures</b> |                 |                 |                 |                 |                 |
| Revenues                        | 17              | —               | 1               | 6               | 161             |
| <b>Total Revenues</b>           | <b>\$ 3,591</b> | <b>\$ 3,566</b> | <b>\$ 3,566</b> | <b>\$ 3,707</b> | <b>\$ 4,008</b> |

<sup>(1)</sup>In millions

### Cash Flow

| Cash Flow <sup>(1)</sup>                     | Q4 FY23       | Q4 FY22      | FY23          | FY22          |
|--|---------------|--------------|---------------|---------------|
| <b>Cash Flow from Operations</b>             | \$ 415        | \$ 271       | \$ 1,415      | \$ 1,501      |
| <b>Less Capital Expenditures:</b>            |               |              |               |               |
| Purchase of property and equipment           | (55 )         | (37 )        | (267 )        | (254 )        |
| Transition and transformation contract costs | (57 )         | (57 )        | (223 )        | (209 )        |
| Software purchased or developed              | (34 )         | (84 )        | (188 )        | (295 )        |
| <b>Free Cash Flow</b>                        | <b>\$ 269</b> | <b>\$ 93</b> | <b>\$ 737</b> | <b>\$ 743</b> |

<sup>(1)</sup>In millions

Cash flow from operations was \$415 million in the fourth quarter of fiscal year 2023, as compared to \$271 million in the fourth quarter of fiscal year 2022, and capital expenditures were \$146 million in the fourth quarter of fiscal year 2023, as compared to \$178 million in the fourth quarter of fiscal year 2022. Free cash flow (cash flow from operations, less capital expenditures) was \$269 million in the fourth quarter of fiscal year 2023, as compared to \$93 million in the fourth quarter of fiscal year 2022. For the fiscal year 2023, operating cash flow and free cash flow were negatively impacted by a lower level of deposits at the German Banks of approximately \$70 million. The German banks were sold on January 3, 2023.

### Guidance

The Company's guidance for the first quarter and full fiscal year 2024 is as follows:

| Key Metrics <sup>(1)</sup>                    | Q1 FY24 Guidance |            |                | FY24 Guidance           |            |             |
|---|------------------|------------|----------------|-------------------------|------------|-------------|
|   | Lower End        | Higher End | Q1 FY23        | Lower End               | Higher End | FY23        |
| Organic Revenue Growth %                      | (2.0)%           | (1.0)%     | (2.6)%         | (0.5)%                  | 0.5%       | (2.7)%      |
| Adjusted EBIT Margin                          | 7.5%             | 8.0%       | 7.0%           | 8.0%                    | 8.5%       | 8.0%        |
| Non-GAAP Diluted EPS                          | \$0.80           | \$0.85     | \$0.75         | \$3.80                  | \$4.05     | \$3.47      |
| Free Cash Flow                                |                  |            | \$(12)         | \$900                   |            | \$737       |
| <b>Revenue</b>                                |                  |            |                |                         |            |             |
| Revenue                                       | \$3,540          | \$3,580    | \$3,707        | \$14,400                | \$14,550   | \$14,430    |
| Acquisition & Divestitures Impact on Revenues | (2.6)%           |            | (2.1)%         | (1.7)%                  |            | (2.6)%      |
| Foreign Exchange Impact on Revenues           | —%               |            | (5.8)%         | 2.0%                    |            | (6.0)%      |
| <b>Others</b>                                 |                  |            |                |                         |            |             |
| Pension Income Benefit <sup>(2)</sup>         | ~\$20            |            | \$48           | ~\$80                   |            | \$178       |
| Net Interest Expense                          | ~\$23            |            | \$17           | ~\$90                   |            | \$65        |
| Non-GAAP Tax Rate                             | ~29%             |            |                | ~29%                    |            |             |
| Weighted Average Diluted Shares Outstanding   | 212              | 216        | 237            | 196                     | 205        | 233         |
| Restructuring & TSI Expense                   |                  |            | \$35           | ~\$100                  |            | \$232       |
| Capital Lease / Asset Financing payments      |                  |            | \$97           | ~\$415                  |            | \$511       |
| <b>Foreign Exchange Assumptions</b>           |                  |            | <b>Q1 FY23</b> | <b>Current Estimate</b> |            | <b>FY23</b> |
| \$/Euro exchange rate                         | \$1.10           |            | \$1.07         | \$1.10                  |            | \$1.04      |

|                      |        |        |        |        |
|----------------------|--------|--------|--------|--------|
| \$/GBP exchange rate | \$1.26 | \$1.26 | \$1.26 | \$1.21 |
| \$/AUD exchange rate | \$0.68 | \$0.72 | \$0.68 | \$0.69 |

<sup>(1)</sup> In millions except for ratios, rates and per share numbers

<sup>(2)</sup> Pension benefit is split between Cost Of Sales (COS) & Other Income:

*Fiscal year 2024: Net pension benefit of \$80 million; \$65 million service cost in COS, \$145 million pension benefit in Other income*

*Fiscal year 2023: Net pension benefit of \$178 million; \$73 million service cost in COS, \$251 million pension benefit in Other income*

DXC does not provide a reconciliation of Non-GAAP measures that it discusses as part of its guidance because certain significant information required for such reconciliation is not available without unreasonable efforts or at all, including, most notably, the impact of significant non-recurring items. Without this information, DXC does not believe that a reconciliation would be meaningful.

### **Earnings Conference Call and Webcast**

DXC Technology senior management will host a conference call and webcast to discuss these results on May 18, 2023, at 5:00 p.m. EDT. The dial-in number for domestic callers is +1 (888) 330-2455. Callers who reside outside of the United States should dial +1 (240) 789-2717. The passcode for all participants is 4164760. The webcast audio and any presentation slides will be available on DXC Technology's Investor Relations website.

A replay of the conference call will be available from approximately two hours after the conclusion of the call until May 25, 2023. The phone number for the replay is +1 (800) 770-2030 or +1 (647) 362-9199. The replay passcode is 4164760.

### *Hewlett Packard Enterprise to present live audio webcast of fiscal 2023 second quarter earnings conference call*

12 May 2023

Hewlett Packard Enterprise will conduct a live audio webcast of its conference call to review its financial results for the second quarter of fiscal 2023, which ended April 30, 2023.

The call is scheduled for Tuesday, May 30, at 5:00 p.m. CT (6:00 p.m. ET), and the webcast will be available at [www.hpe.com/investor/2023Q2Webcast](http://www.hpe.com/investor/2023Q2Webcast).

A replay of the audio webcast will be available at the same website shortly after the call and will remain available for approximately one year.

### *Modelon AB Interim report Q1 2023*

16 May 2023

## Annual Recurring Revenue growth continued in Q1

### Q1 Highlights

- ARR increased to MSEK 47.2 (41.4), an annual growth of 14%.
- Cash flow amounted to MSEK -1.9 (-11.9), an improvement of MSEK 10 due to multi-year pre-paid software transactions.
- Net revenue amounted to MSEK 18.0 (17.8), of which software revenues were MSEK 12.0 (11.6).
- EBIT amounted to MSEK -18.3 (-12.7), including development costs of MSEK 15.6 (13.5)\* and one-time personnel costs of MSEK 1.9.
- Net result amounted to MSEK -18.1 (-12.8).
- Earnings per share amounted to SEK -1.65 (-1.16) before dilution.
- Financial result for the period reflects the ongoing investment phase for accelerated growth.

### Comments from the CEO

#### ARR growth continued in Q1

Annual Recurring Revenue growth amounted to 14% in Q1 2023 compared to Q1 2022 and compared to 12% growth reported in Q4 2022. Our flagship cloud product Modelon Impact was the growth driver and the total software ARR includes an annual growth rate of 41% in recurring revenues for Modelon Impact.

Pipeline volume in the period remained steady versus the previous quarter, with market activity in the US region and HVAC&R (Heating, Ventilation, Air Conditioning and Refrigeration) and Sustainable Energy sectors continuing to stand out

#### Customer wins and upsell

Notable new and upsell customers in the first quarter include:

- American multinational beverage corporation
- British multinational oil and gas company
- American global power generation equipment provider (upsell)
- German national aerospace research institute (upsell)
- German fuel cell innovator (upsell)

These wins demonstrate that we continue to attract some of the most successful and well-known brands in the world with Modelon Impact, and that we continue to build up and start to benefit from a solid customer base of large enterprises for upsell growth.

Meeting our prospects at international industry events continues to be a key part of our go-to-market strategy. In the period we focused on the sectors of HVAC&R and Sustainable Energy systems by participating at AHR Expo (USA), Hydrogen & Fuel Cell Seminar (USA), PowerGen International (USA), The Distributed Energy Show (UK), World Smart Energy Week (Japan), with a solid generation of new leads.

### Customer success in sustainable energy applications

The positioning and successful application of Modelon Impact in key industry sectors on sustainable energy continues to be demonstrated in new customer testimonials during the quarter:

- Honda Motor Company, a leading international manufacturer of automobiles, motorcycles and power equipment, are driving towards carbon neutrality in their production plants by 2050 and use Modelon Impact for system simulation since October 2021. They testify their success in using Modelon Impact to assess a variety of carbon reduction options, including energy solutions such as renewable energy fuels and hydrogen fuel cell battery systems, on existing plants to make strategic system design decision for cost efficiency and viability and concludes “Modelon Impact was the right choice”.
- Fondazione Bruno Kessler, a top Italian institute involved in the research and development of sustainable energy solutions and the decarbonization of society, with fully integrated solutions for hydrogen generation from renewable sources, safe hydrogen storage and efficient utilization by end users in stationary or portable applications. They use Modelon Impact since August 2021 to model and simulate the complete balance of a hydrogen system, covering steam generation, electrolysis hydrogen production, and fuel cell electricity generation. They testify the value of using a cloud and standards-based solution for collaboration, sharing and toolchain integration, as well as the first-class support provided by Modelon.
- MAN Energy Solutions, a leading €3.3bn and 14,000 employees global energy technology supplier with a carbon-neutral strategy, are using Modelon Impact since February 2020 to test and validate transient operation and control strategies for industrial heat pumps for large scale heat application systems. Using Modelon Impact, MAN can replace expensive testbeds with virtual tests based on validated and trusted simulation models. Modelon Impact allows MAN to assess performance and optimize control strategies of e.g., startup/shutdown and part load operations of these cyclic thermodynamics processes on days to year timeframes. Their longer term vision is to link the virtual testbeds with the actual control hardware. They testify to the great support and ease of working with the Modelon engineering teams.

### Strategic partnership to deliver a digital twin-based approach for power plants and energy infrastructure

In the quarter, Iquant Consulting, a Latin American specialist in industrial asset management and predictive maintenance, and Modelon announced a strategic partnership to deliver a digital twin-based approach for the predictive maintenance of power plants and energy infrastructure. By combining the respective expertise in asset management and physical system simulation, a unique predictive maintenance solution can be offered with higher accuracy of maintenance timelines and substantially increased performance. The partnership as a first step aims at multiple pilot projects using Modelon Impact together with Iquant’s predictive maintenance platform PRODIGIO.

**Building Modelon Impact for accelerated growth on the cloud**

The product development focus on the improved capabilities for cloud scaling continued as planned during the quarter with preparation of the 2023.2 release scheduled for Q2. As previously described, these capabilities will support our growth strategy by leveraging unique customer values enabled by the cloud from our pioneering market position, with the industry typical sales cycles of 6-12 months. The 2023.1 release in February included significant user improvements and updated model libraries in our target industry application segments. Also related to our ongoing SaaS transformation, we continue to evolve and adapt our global organization. In the quarter this meant implementing targeted staff changes visible as one-time costs.

As we proceed into the second quarter, we remain highly motivated by the strong and positive feedback from our customers. The overall opportunity and interest are high in our uniquely positioned system simulation cloud-solution Modelon Impact. Our entire organization is executing with the aim of accelerating our ARR growth towards our mid-term financial goal of 35%.

Magnus Gäfvert, CEO Modelon  
Lund, May 16, 2023

**Investor presentation**

Modelon invites investors to a presentation of the Q1 interim report at 11.15am CET on May 16, 2023. CEO Magnus Gäfvert and CFO Jonas Eborn will present the Q1 earnings in a webcast via [Direkt Studios](#) channel.

The complete Q1 interim report is attached to this press release and is also made available on the company webpage: <http://www.modelon.com/investor-relations/#FinancialReports>.

*Modelon welcomes investors to Presentation of Q1 Interim report on Tuesday, May 16, 2023, at 11.15 am*

12 May 2023

**Modelon, a leading player in the simulation and analysis market that offers software products and complementary consulting services in industrial mathematical modeling, simulation and analysis of complex technical systems, invites investors to a presentation of the year-end report for the period Jan – March 2023.**

CEO Magnus Gäfvert together with CFO Jonas Eborn, will present the company on a webcast at 11.15 am CET on May 16, 2023. The presentation will be held in English and will be available at [www.modelon.com](http://www.modelon.com). To follow the presentation, please join via [Direkt Studios](#) channel.

*Stratasys Releases First Quarter 2023 Financial Results*

16 May 2023

Stratasys Ltd., a leader in polymer 3D printing solutions, announced financial results for the first quarter 2023.

**First Quarter 2023 Financial Results Compared to First Quarter 2022:**

- Revenue of \$149.4 million, 8.6% lower versus first quarter 2022.
- GAAP gross margin of 43.8%, compared to 42.6%.
- Non-GAAP gross margin of 47.3%, compared to 47.3%.
- GAAP operating loss of \$16.8 million, compared to an operating loss of \$19.6 million.
- Non-GAAP operating income of \$1.5 million, compared to non-GAAP operating income of \$2.0 million.
- GAAP net loss of \$22.2 million, or \$0.33 per diluted share, compared to a net loss of \$20.9 million, or \$0.32 per diluted share.
- Non-GAAP net income of \$1.1 million, or \$0.02 per diluted share, compared to non-GAAP net income of \$1.2 million, or \$0.02 per diluted share.
- Adjusted EBITDA of \$7.0 million, compared to \$8.1 million.
- Planned inventory spending resulted in cash used in operations of \$17.9 million, compared to cash used in operations of \$16.1 million in the year-ago quarter.

Dr. Yoav Zeif, Stratasys' Chief Executive Officer stated, "Stratasys continues to execute our winning strategy, driven by our broad, global, diverse set of systems, materials, and software solutions. Utilization of our systems is growing, resulting in our highest ever quarter for recurring revenues from both consumables and customer service, even as clients' capital budgets remain constrained. Our margin profile remains strong, and we delivered our seventh consecutive quarter of positive adjusted earnings per share, demonstrating the resiliency of our business model."

Dr. Zeif continued, "Engagement with our customers across our entire suite of existing and new technologies remains robust, and we were excited to introduce transformative new dental hardware and materials offerings that will stimulate meaningful future growth. We expect the recently closed addition of Covestro's Additive Manufacturing business to expand our leading position in higher-margin consumables offerings and significantly increase our recurring stream of revenue. Supported by our strong balance sheet, we continue to make the investments to drive disruptive innovation, such as our partnership with CollPlant to transform regenerative medicine. We expect to deliver outsized growth and industry share gains when macroeconomic headwinds subside and the additive manufacturing industry expands."

### **2023 Financial Outlook:**

Based on current market conditions and assuming that the impacts of global inflationary pressures, interest rate hikes and supply chain costs do not impede economic activity further, the Company is raising its revenue guidance and reiterating the remainder of its outlook for 2023:

- Full year revenue of \$630 million to \$670 million.
- Sequential quarterly revenue growth, notably higher in the second half.

- Based on current logistics and materials costs, full year gross margins of 48.0% to 49.0%, with a majority of the year-over-year improvement in the second half of 2023.
- Full year-operating expenses in the range of \$290 million to \$300 million.
- Full year non-GAAP operating margins in a range of 2.5% to 3.5%, with improving profitable contribution through the year.
- GAAP net loss of \$78 million to \$57 million, or (\$1.12) to (\$0.83) per diluted share.
- Non-GAAP net income of \$9 million to \$17 million, or \$0.12 to \$0.24 per diluted share.
- Adjusted EBITDA of \$35 million to \$50 million.
- Capital expenditures of \$20 million to \$25 million.

2023 non-GAAP earnings guidance excludes \$30 million to \$32 million of projected amortization of intangible assets, \$28 million to \$30 million of share-based compensation expense, and reorganization and other expenses of \$15 million to \$22 million. 2023 non-GAAP guidance includes tax adjustments of \$2 million to \$3 million on the above non-GAAP items.

#### **Medium Term Financial Forecast:**

In addition, the Company is providing the following forecast for key annual financial metrics:

- 2024 gross margin above 50% and positive free cash flow.
- 2026 revenues to grow organically to greater than \$1 billion, with adjusted EBITDA margin over 15%.

Appropriate reconciliations between GAAP and non-GAAP financial measures are provided in a table at the end of our press release and slide presentation, with itemized detail concerning the non-GAAP financial measures.

#### **Stratasys Ltd. First Quarter 2023 Webcast and Conference Call Details**

The Company plans to webcast its conference call to discuss its first quarter 2023 financial results on Tuesday, May 16, 2023, at 8:30 a.m. (ET).

The investor conference call will be available via live webcast on the Stratasys Web site at [investors.stratasys.com](https://investors.stratasys.com), or directly at the following web address:

<https://event.choruscall.com/mediaframe/webcast.html?webcastid=f4rFQOPp>

To participate by telephone, the U.S. toll-free number is 877-407-0619 and the international dial-in is +1-412-902-1012. Investors are advised to dial into the call at least ten minutes prior to the call to register. The webcast will be available for six months at [investors.stratasys.com](https://investors.stratasys.com), or by accessing the above-provided web address.

## *Synopsys Posts Financial Results for Second Quarter Fiscal Year 2023*

17 May 2023

Synopsys, Inc. reported results for its second quarter of fiscal year 2023. Revenue for the second quarter of fiscal year 2023 was \$1.395 billion, compared to \$1.279 billion for the second quarter of fiscal year 2022.

"Synopsys generated excellent financial results and operational execution in the second quarter. We exceeded all our guidance targets, while reaching another quarterly revenue record," said Aart de Geus, Chair and CEO of Synopsys. "Our financial performance is the product of a relentless drive for technology innovation and years of building trust in our customer base. Our industry-leading AI-driven design platform, Synopsys.ai, unleashes our next wave of impact as our customers drive a groundswell of 'smart, secure, and safe' new products."

"Exceptional execution across the company drove strong quarterly financial performance," said Shelagh Glaser, CFO of Synopsys. "We have a resilient business model uncommon in software companies and remain confident in our business. We are raising our full year guidance and expect revenue growth of 14-15%, non-GAAP operating margin accretion of 150 basis points to 34.5%, and non-GAAP earnings per share growth of 21-22%."

### *GAAP Results*

On a generally accepted accounting principles (GAAP) basis, net income for the second quarter of fiscal year 2023 was \$272.9 million, or \$1.76 per diluted share, compared to \$294.8 million, or \$1.89 per diluted share, for the second quarter of fiscal year 2022.

### *Non-GAAP Results*

On a non-GAAP basis, net income for the second quarter of fiscal year 2023 was \$393.3 million, or \$2.54 per diluted share, compared to non-GAAP net income of \$390.8 million, or \$2.50 per diluted share, for the second quarter of fiscal year 2022.

For a reconciliation of net income, earnings per diluted share and other measures on a GAAP and non-GAAP basis, see "GAAP to Non-GAAP Reconciliation" in the accompanying tables below.

### **Earnings Call Open to Investors**

Synopsys will hold a conference call for financial analysts and investors today at 2:00 p.m. Pacific Time. A live webcast of the call will be available on Synopsys' corporate website at [www.synopsys.com](http://www.synopsys.com). A webcast replay will also be available on the corporate website from approximately 5:30 p.m. Pacific Time today through the time Synopsys announces its results for the third quarter in August 2023. Synopsys will post copies of the prepared remarks on its website following today's call. In addition, Synopsys makes additional information available in a financial supplement and corporate overview presentation, also posted on the corporate website.

## Implementation Investments

### *Aspen Technology Advances BPCL's Sustainability Initiative*

17 May 2023

Aspen Technology, Inc., a global leader in industrial software, announced that its process simulation and optimization expertise is being integrated with Bharat Petroleum Corporation Limited's (BPCL) real-time crude assaying platform to achieve greater agility and more accurate decision-making in feedstock selection, monitoring and optimization of crude distillation units performance. The collaboration is part of BPCL's commitment to achieve net zero emissions by 2040.

As part of the collaboration, AspenTech's process simulation solution, Aspen HYSYS®, and its feedstock optimization solution, Aspen PIMS™, are being integrated into BPCL's BPMARRK®, a patented technology for predicting detailed refining characteristics of crude oils.

"Refiners often process mix of crude oils, for which accurate assay is not available on real-time basis. Variations in crude quality as well as lack of reliable crude assay information makes the task of real-time optimization extremely challenging if not impossible," said Mr. Sanjay Khanna, Director (Refineries) at BPCL. "BPMARRK® generates the entire assay within one hour as compared to several weeks through conventional laboratory methods, and it predicts detailed Crude Oil Assay with more than 500 data information of any unknown crude oil within 2-5 minutes making it extremely useful for real-time applications." Added Dr. Ravi Kumar V., Head (R&D), "BPMARRK® will benefit our community of users with faster and more accurate decision-making for the characterization of crudes and maximize the refinery profitability."

Sunil Patil, Senior Director, Solution Consulting at AspenTech, said: "AspenTech is pleased to expand its long-standing partnership with BPCL to ensure operational excellence and generate sustainability advances from more informed feedstock selections and value additions to its accurate processing in crude distillation units. In addition, the integrated solution will enable real-time decisions in response to changing operating conditions."

### *Blackline Safety Wins \$3.2 Million Deal with Leading U.S. Energy Company to Protect 1,000 Workers*

17 May 2023

Blackline Safety Corp., a global leader in connected safety technology, announced a four-year lease contract valued at \$3.2 million with an energy company in the Permian Basin, spanning south and west Texas, New Mexico, Arizona and part of California.

The company selected Blackline Safety to provide 1,000 G7c cloud-connected wearable safety devices for their workforce, replacing their previous gas detectors. The company also purchased G7 Docks, Blackline's simple solution to calibrating, bump testing and charging G7 devices without any complicated ethernet or Wi-Fi connection requirements.

The decision to upgrade was driven by the company's need to better understand what hazards their workers face on the job and have access to vital compliance information about their device fleet. Ultimately, Blackline's reliability, real-time connectivity and comprehensive reporting and data analytics sealed the deal.

*"The customer did a comparative demo with Blackline's connected safety devices against several competitive devices. G7c stood out to them for its ease of use and ability to provide real-time gas exposure information so they can see where workers might be in imminent danger and make sure they are safe," said Sean Stinson, President and Chief Growth Officer, Blackline Safety.*

The customer also noted that Blackline Analytics—included with a Blackline Safety service plan—was a deciding factor in this deal. "They were wasting a lot of time and energy trying to track down compliance information for a fleet of devices spread across four states," added Stinson. "Blackline Analytics shows this information for the entire fleet at a glance."

This new deal provides protection for 1,000 workers so they can feel confident to get their job done safely and return home at the end of their day. The multiyear contract further demonstrates that companies are looking for long-term, all-in-one connected solutions for lone workers, gas detection and compliance management to better protect frontline workers.

### *Crown Commercial Service signs new Memorandum of Understanding with Hewlett Packard Enterprise to accelerate the adoption of sustainable IT in the public sector*

18 May 2023

Hewlett Packard Enterprise announced that it has signed a new Memorandum of Understanding (MoU) with Crown Commercial Service (CCS) to provide UK public sector organizations with HPE GreenLake edge-to-cloud solutions that support the UK government's net zero commitment. In addition to HPE's full range of compute, storage, networking and cloud solutions, public sector organizations will have access to value-added sustainability services at no additional cost.

CCS – the UK's largest public procurement organization – supports the public sector to achieve maximum commercial value when procuring common goods and services. In 2021/22, CCS helped the public sector to achieve commercial benefits equal to £2.8 billion – supporting world-class public services that offer the best value for taxpayers. With the new MoU with HPE, CCS can support public sector organizations on their cloud journey with the latest hybrid cloud solutions, whilst driving more cost and energy efficiency. Furthermore, for the first time the agreement also includes services, expanding the scope and the practical use of the MoU across the wider public sector.

"CCS has renewed and extended our relationship with HPE through this updated Memorandum of Understanding which will help our customers accelerate their IT modernization, achieve sustainability and utilize systems that harness the power of data to improve services for citizens," said Philip Orumwense CBE, Commercial Director and Chief Technology Procurement Officer at Crown Commercial Service (CCS). "This MoU extends to cover all areas of HPE's

portfolio including new key areas such as HPE's pay-as-you go GreenLake platform - making it easier for all public sector bodies, no matter how big or small, to get value for money.”

Since the introduction of the Cloud First Policy in 2013, the UK public sector organizations are facing the challenge of advancing on their cloud journey while having critical services still running on legacy technology. Organizations are pressed to put the right strategy and tools in place to manage their workloads and resources efficiently throughout their inevitably hybrid infrastructure, not just to reduce costs, but also their environmental footprint. The HPE GreenLake edge-to-cloud platform will enable them to flexibly scale and actively manage infrastructure utilization at a granular level, eliminating overprovisioning and optimizing energy consumption.

Additionally, as part of the new MoU with HPE, CCS customers can benefit from HPE’s environmental and sustainability services, including a free sustainability assessment for the first 100 customers to help them create a sustainability strategy. The assessment provides an analysis of energy efficiency, providing guidance on IT transformation considerations, data center optimization, as well as engineering and transformation project services to drive sustainability. Additionally, public sector organization will have access to annual reports detailing factors like sustainability savings, IT asset up- and recycling, and the value of resold upcycled assets. These will help to quantify the environmental impact and savings achieved through IT asset lifecycle solutions and can be leveraged by the organizations for their sustainability reporting.

“With the revisions to the government’s 2050 net-zero emissions strategy the pressure on the UK public sector is increasing to deploy sustainable solutions while balancing their IT needs and cost between legacy technology and the government’s cloud strategy,” said Andrew Young, vice president of UK & Ireland Sales, HPE. “At HPE we are delighted that with the new MoU we can support public sector organizations on their journey to the cloud with highly efficient solutions designed with sustainability in mind and an edge-to-cloud platform that allows them to closely monitor their consumption. HPE GreenLake can help organizations that are struggling to modernize their systems or with public cloud pricing, providing an alternative, cost-efficient solution that allows them to optimally manage their workloads and data.”

With the new MoU, CCS and HPE are expanding the portfolio of compute products available, adding key systems like the composable, software-defined infrastructure for hybrid cloud environments and high performance compute (HPC) for artificial intelligence applications. It now also includes crucial storage capabilities, ranging from the full breadth of intelligent HPE Alletra Storage systems, covering everything from general purpose to business-critical workloads, to highly resilient storage solutions for mission-critical applications.

Through the latest application, analytics, and developer services recently added to the HPE GreenLake portfolio, CCS customers will be able to modernize their workloads and data across their hybrid cloud infrastructure. With HPE GreenLake for Private Cloud Enterprise, for example, a new offering providing an automated, flexible, scalable, and fully managed enterprise-grade private cloud, they will have access to an out-of-the-box modern cloud experience with optimized performance, open choice and low and predictable TCO.

## *Delta Plus Modernizes its Information System with Infor*

15 May 2023

Infor®, the industry cloud company, announced that Delta Plus, manufacturer and distributor of a complete range of personal protective equipment (PPE) to equip people from head to toe, has chosen Infor CloudSuite enterprise resource planning (ERP) solution to optimize its management processes. The company will also deploy Infor Factory Track™ warehouse mobility functions, as well as the Infor CPQ configure price quote tool and Infor IDM optical recognition software dedicated to the dematerialization of supplier invoices. This will provide the group with a modern, more scalable and interoperable IS, all secured in a high availability cloud environment hosted at AWS (Amazon Web Services).

The choice of Infor's ERP solution was made following the decisive commitment of Delta Plus's CIO, who supported Infor's Value Engineering approach and involved the group's general management, as well as all stakeholders in the project.

"Our current IT tools are a hindrance to the development and deployment of new entities, and we wanted to equip ourselves with a modern IT system capable of supporting us internationally," says Julien Bonnin, Delta Plus CIO. "The investment and professionalism of Infor's teams in helping us structure our project and define our specifications, the technological and functional performance of their solution, as well as their ability to support us over time, convinced us to make the right choice."

With its expertise and investment in R&D of more than 5 million euros per year, its 13 production sites in Asia, India, Europe and America, and its worldwide presence with 45 subsidiaries serving 110 countries, Delta Plus is one of the leading brands in the PPE market. Addressing many sectors of activity — hotels and restaurants, agriculture, industry, construction, energy, transport and storage, defence, etc. — the group has an organization that is as close as possible to its customers throughout the world.

Previously, the group deployed a single offering from China, but, over time and with new integrations, its offering has become regionalised, creating the need to be more flexible, more responsive and more efficient.

The project is scheduled to start in June. Initially, 1,000 users will benefit from Infor's new solutions, mainly in the functional areas of sales, inventory and supply chain management, financial and analytical management, and budget consolidation. However, this number is expected to grow as the group deploys and acquires new solutions on a regular basis.

"We are particularly enthusiastic about the success of this long-term project," Bonnin says. "The commitment of Infor, who we consider to be a true partner, is an essential point of confidence to which we are particularly sensitive."

Ronan Douerin, senior account executive at Infor, concludes: "This project is the result of close collaboration between Infor and the Delta Plus teams. Through workshops conducted with the group's operational departments, Infor's Value Engineering approach enabled the group to identify areas for improvement, which were then presented to its management committee."

## *DeSL's PLM Key Step in Janie & Jack's Digital Transformation*

16 May 2023

Janie and Jack® announced Discover e-Solutions (DeSL) to deliver Product Lifecycle Management (PLM) and PO Management software solutions. DeSL is a market leader in digital transformation and sustainability solutions including integrated end-to-end PLM software for the fashion, apparel, textile, footwear, and retail sectors.

Cindy Huske, SVP of Design, stated, “We are pleased to announce that we have selected DeSL as our partner for our PLM and PO Management solution. DeSL will enhance our design and development process to allow collaborative artwork, raw material and product execution with greater clarity and accuracy, maintaining design intent end to end.”

Janie and Jack's adoption of DeSL's digital solution will also help streamline their procurement process and increase efficiency. Linda Ryu, VP, Product Development, Technical Design and Sourcing elaborates, “DeSL will provide analytical costing capabilities configured to our requirement. Also Digital Purchase Orders allows us to manage vendor change requests en masse.”

“We are looking forward to participating in DeSL's Customer Advisory Board to further strengthen our partnership,” adds Linda. The Customer Advisory Board is an important aspect of DeSL's approach to software development, as it ensures the opportunity for its customer's to be involved with future functionality and influence development direction.

Jeff Streader, Managing Partner of Go Global Retail which owns Janie and Jack adds “This move from a legacy application to a cloud-based PLM and PO Management solution is an important step in our overall digital transformation within our premium children's brand and part of the Go Global Retail growth playbook.”

Janie and Jack's implementation of DeSL is a key step in their overall technology transformation to drive robust global growth.

## *IFS and Lockheed Martin Sign Enhanced Partnership to Keep Aerospace and Defense Assets Mission-Ready*

11 May 2023

IFS, the global cloud enterprise applications provider, and Lockheed Martin announced a joint partnership to promote products and services to help aerospace and defense organizations maximize the value of their enterprise software investments, modernize their equipment maintenance and support processes, and keep assets mission-ready.

IFS and Lockheed Martin have worked together for a number of years. In 2021, IFS and Lockheed Martin announced that both companies had been selected by the U.S. Navy to deliver an intelligent maintenance solution to power the streamlining of multiple legacy systems into a single, fully digitized and insight driven logistics system. The solution comprises capabilities for planning and executing maintenance, repair and overhaul of more than 3,000 assets, including aircraft, ships and land-based equipment.

This new agreement will build on the success of the two companies. IFS software will be made available in the Lockheed Martin Innovation Demonstration Center located at its Training and Logistics Solutions facility in Orlando, Florida. Additionally, IFS and Lockheed Martin will collaborate on bid processes for customer opportunities, as well as share technology roadmaps to align their technology offerings for aerospace and defense customers.

Scott Helmer, Aerospace & Defense President, commented: "This agreement builds upon a key relationship with one of the world's leading A&D manufacturers and defense contractors. It will provide both organizations with strong alignment on complementary solutions and services to help A&D organizations ensure Total Asset Readiness."

Reeves Valentine, Vice President of Land and Maritime Solutions at Lockheed Martin Rotary and Mission Systems, said: "At Lockheed Martin, we develop highly-tailored solutions to help our customers achieve their critical missions," He added: "Delivering digital tools that feature intuitive interfaces, streamlined workflows and AI-powered features keeps our military ahead of evolving threats. This partnership with IFS combines both companies' efforts to ensure our customers have the most innovative defense capabilities."

### *Infosys and bp Deepen their Relationship to Transform bp's Digital Application Landscape*

16 May 2023

Infosys, a global leader in next-generation digital services and consulting and bp, a global integrated energy company, announced the signing of a Memorandum of Understanding (MoU) on May 10 to demonstrate their intent for Infosys to be bp's primary partner for end-to-end application services, including development, modernization, management and maintenance. This strategic engagement further strengthens the long-standing relationship, spanning over two decades, between the two companies.

As bp pivots towards becoming an integrated energy company with the ambition to be a net zero company by 2050 or sooner and to help the world get to net zero, bp and Infosys will together focus on modernizing bp's application landscape to enhance business resilience, drive value from operational efficiencies, and build more adaptive and agile processes to speed up innovation. The companies will continue to explore more avenues for bp to advance sustainability, DE&I and other social impact initiatives.

**Leigh-Ann Russell, EVP, Innovation & Engineering, bp**, said, "We are delighted to further develop our relationship with Infosys to help accelerate our digital transformation and scale growth through tech-enabled operations. Together, we look forward to delivering innovative solutions that meet the evolving needs of our customers and drive growth for the future."

**Salil Parekh, CEO & MD, Infosys**, said, "This is a strategic milestone in our long-standing relationship with bp. As we see global momentum in energy transition, building a strong digital core and scaling it to maximize operational efficiency is a key business imperative. We are now jointly working towards enhancing digital maturity, productivity, and driving innovation for bp."

Together, we will leverage the power of digital technologies and advancements in AI to deliver solutions that will help to transform bp's operational landscape and drive business growth."

## *MarkaLAB Ready for International Supply Chain Expansion with Centric PLM*

16 May 2023

MarkaLAB, the Turkish design, merchandising, manufacturing, and distribution company specializing in sportswear and fashion apparel, has adopted Centric Software's comprehensive Product Lifecycle Management (PLM) solution to further expansion into global markets. Centric Software® provides the most innovative enterprise solutions to plan, design, develop, source and sell products within the apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury segments to achieve strategic and operational digital transformation goals.

Established in 2019, MarkaLAB's dynamic team of creatives and designers successfully execute their clients' visions from concept to consumer at every step, identifying the gaps that brands need to fill in the Turkish and international markets. The company sources high-quality materials from Turkey, Egypt and China. Ensuring competitive pricing structures across the board with in-house operations, MarkaLAB streamlines local and international production to guarantee transparency and a swift turnaround in a competitive market. With steady expansion since 2019, they have capitalized on the Turkish market and are poised to take on the international supply chain.

Having reached the limits of growth at their current scale, MarkaLAB decided that it was time to invest in improving their existing systems. MarkaLAB began investigating various options for a modern, centralized PLM solution and it soon became clear that most of the best-known companies in the fashion industry already partnered with Centric Software to manage their full range of sourcing, development, production and distribution. The company is certain that Centric has the most suitable best practices in its features to enable them to adopt the solution and easily configure Centric PLM® to suit their specific needs.

"The Design, Product Development and Sourcing departments are going to be the main users of Centric PLM, and our expectation is that it will be instrumental in managing the end-to-end development of materials and products," says Ceyhun Cenger, Strategic Planning & Business Development Manager of MarkaLAB.

After a series of meetings in the lead-up to their implementation of Centric PLM, MarkaLAB has expressed great satisfaction with the rollout process so far and indicated that their first impression of the Centric team is that they are very well-organized, confident in the solution's capabilities and well-prepared to offer world-class customer service to their clients.

"It's very gratifying to us that a pioneering company like MarkaLAB, which has helped so many other brands achieve success in Turkey and abroad, has decided to partner with us," says Chris Groves, President and CEO of Centric Software. "We can't wait to see the successes that will unfold as we continue to grow together."

## *Oostwegel Collection Implements Infor's Suite of Hospitality Solutions*

17 May 2023

Infor®, the industry cloud company, announced that Oostwegel Collection, a Dutch group of historically authentic luxury hotels and restaurants, has implemented Infor's full suite of solutions for the hospitality industry. The first business globally to go live with all five of Infor's hospitality-specific systems, Oostwegel Collection has implemented Infor Hospitality Management Solution (HMS), Infor Sales & Catering (SCS), Infor EzRMS revenue management, Infor Table Reservations Solution (TRS) and Infor Point of Sale (POS) across all of its properties.

Having used Infor EzRMS since 2015, Oostwegel Collection was impressed with its functionality as well as the excellent customer service and support from Infor. The business started to explore other Infor hospitality solutions as part of its strategy to not only replace its incumbent on-premises property management solution (PMS) but to try to secure a single vendor for all of its hospitality management systems.

After a thorough assessment of the market, Oostwegel Collection opted for the suite of solutions from Infor. Infor was the only vendor offering the full range of solutions that provided the functionality Oostwegel Collection was looking for, all in the cloud, which was crucial for the business.

The full suite of solutions provides a single, fully integrated platform for the group, linking with other business systems to ensure data consistency and integrity across the organisation. The business can now view data across Infor solutions, which has led to significant efficiencies in data management.

"The excellent support we received and still are receiving from the Infor Support team encouraged us to explore the other hospitality solutions Infor has to offer," comments Camille Oostwegel, owner & managing director of Oostwegel Collection. "Now we've implemented Infor's full suite of solutions, we can effectively and efficiently manage the guest experience at every touchpoint. The multi-property functionality gives us full control and visibility across the entire business at any moment in time."

Infor has worked alongside partners Adyen and Annoncer to deliver additional, integrated capabilities to Oostwegel Collection. Adyen will provide end-to-end payments capabilities, data-driven insights, and local payment methods in a single global solution for the group, simplifying payments that are underpinned by watertight security and a single support team for the entire payment process. Annoncer's advanced kitchen display system (KDS) and intuitive interface will enable seamless digital communication between the dining rooms and kitchens of the group's many restaurants, meeting the high standards of top chefs and restaurant managers, supporting everything from diner profile information to allergy requirements and even employee breaks.

The Oostwegel Collection project team worked alongside the team at Infor to ensure the smooth implementation of the solutions to suit the particular needs of all the hotels and restaurants in the group.

“We were impressed by the dedication of the Infor team. Everyone really did everything in their power to get things right first time,” comments Pascal Penders, Oostwegel Collection project lead. “The Infor expertise was invaluable and the Infor team prepared and managed the entire implementation process. We’re already seeing the benefits of having an integrated solutions platform across the organisation and are looking forward to what else we can achieve over the coming months.”

“As Oostwegel Collection has demonstrated, choosing a single vendor for a suite of solutions is proving to be the ideal approach,” comments Stan van Roij, VP of sales for Infor Hospitality. “Our market-leading solutions deliver the functionality needed to enhance the guest experience at every opportunity, as well as the crucial business insight that hospitality businesses need to stay one step ahead in such a competitive market. We work alongside our customers to ensure our systems address the specific challenges they face, delivering excellent solutions underpinned by experience, expertise and outstanding support.”

### *TCL Selects Blue Yonder and Accenture to Transform Supply Chain Planning Capabilities*

15 May 2023

TCL Industries Holding will transform its business with Blue Yonder’s supply planning solution, with strategic support from Accenture.

Formerly part of the TCL Group, TCL was spun off as its own business in 2019 and provides a full range of intelligent technology products for global users. To support the company’s digital supply chain transformation strategy, TCL needed a more integrated and end-to-end solution. By implementing Blue Yonder’s solution, TCL will be able to focus on strategic decisions to help grow its business and expand production; improve its order promising rate to increase customer satisfaction, while supporting its customer sales goals; and reduce inventory by right-sizing production.

Blue Yonder’s supply planning solution, combined with Accenture’s technology and industry experience, will help TCL gain a holistic view of its planning process and deploy advanced capabilities to create more accurate and higher quality plans. In addition, TCL will be able to balance its global objectives for demand satisfaction, collaborate on planning scenarios in situations of material shortage and disruptions, and use prescriptive recommendations to make accurate and faster decisions throughout the manufacturing and distribution network. This will allow its supply chain operations to minimize stock-outs, maximize inventory turns, optimize costs, and improve the customer experience.

“Flexible and efficient supply planning capabilities are critical for being able to accurately deliver a wide selection of products to meet customer expectations,” said Harvey Kim, managing director, Communications, Media and Technology, Accenture Greater China. “With the combination of Accenture’s process, technology and industry experience, coupled with Blue Yonder technology, we can help TCL achieve their business goals and drive tangible value.”

Antonio Boccalandro, president, APAC/LATAM, Blue Yonder, said, “TCL was previously an i2 Technologies customer, so we are excited to bring them back into the Blue Yonder family. They have seen significant growth year-over-year in their sales so they needed a solution that could help them plan for their supply needs even in the face of disruptions and challenges. By implementing Blue Yonder’s supply planning solution, they will have the ability to share materials across plants, increasing the efficiency of material utilization. In collaboration with Accenture, we are looking forward to helping TCL transform their supply planning capabilities and hope to work with them on future solutions they might need.”

### *UK Atomic Energy Authority to Develop Fusion Energy Plant with Dassault Systèmes’ 3DEXPERIENCE Platform*

17 May 2023

Dassault Systèmes announced that its 3DEXPERIENCE platform was selected for UKAEA’s Spherical Tokamak for Energy Production (STEP) program, which aims to deliver a prototype fusion energy plant, capable of putting electricity on the national grid.

Once deployed, the 3DEXPERIENCE platform will support the STEP program to deliver a prototype of the plant, starting with a concept design of a spherical tokamak by 2024.

The 3DEXPERIENCE platform provides a unified virtual environment and a single source of information through all phases of the plant’s life cycle, enabling better connection and management of the engineering process. This, in turn, supports improved collaboration, leading to increased confidence in terms of delivery. It empowers teams with the technological capabilities to leverage data, knowledge and collaboration to mitigate program bottlenecks, risks and delays.

“The STEP program is working hard to design and build a prototype fusion energy plant that demonstrates the ability to put electricity on the national grid,” said Chris Waldon, Delivery Director, STEP. “One of the challenges we face is the development and management of huge amounts of engineering design data and we are looking forward to working with Dassault Systèmes to develop the virtual twin of the design, using the 3DEXPERIENCE platform.”

As the world struggles to meet the energy needs of a growing population, recent scientific breakthroughs in fusion energy have bolstered efforts to create viable solutions that can transform energy production and consumption while supporting sustainability objectives set by the global community.

Fusion energy has great potential to deliver safe, sustainable, low carbon energy for generations to come. It is based on the same processes that power the sun and stars.

UKAEA is a world leader in fusion research and development and STEP is the program that will deliver not only the prototype plant but also a path to commercial fusion and development of a thriving fusion industry in the U.K.

“Our technology catalyzes capital project innovations like UKAEA’s STEP program that are driving the energy sector’s transformation as it urgently works toward alternative, sustainable innovations,” said Corinne Bulota, Vice President, Infrastructure, Energy & Materials Industry,

Dassault Systèmes. “Customers that have adopted our 3DEXPERIENCE platform to overcome inefficiencies caused by deeply entrenched data, a lack of project visibility and dispersed stakeholders have reported benefits up to a 15% increase in productivity with our ‘Capital Facilities Information Excellence’ industry solution experience.”

## Product News

### *“Hi, I’m Éncy!” Meet the SprutCAM X AI assistant*

16 May 2023

*In the just released update, SprutCAM X integrates ChatGPT technologies based on the OpenAI API to provide an AI virtual assistant to help engineers with CNC machining tasks.*

SprutCAM Tech is excited to announce the release of the update of SprutCAM X, the easy to learn and use powerful CAD/CAM software for next generation makers. The just released update of SprutCAM X integrates an AI virtual assistant that will help users with various aspects of CAM workflow. The AI assistant is based on ChatGPT technologies.

The AI wizard is called Éncy (pronounced like [ˈɛnsɪ]) and it greets the user with the following message: “Hi, I’m Éncy, your SprutCAM X AI assistant. Ask away, and I’ll be happy to help!”

The AI assistant is powered by the OpenAI API, which uses deep learning models to understand and generate natural language. Engineers can communicate with the AI assistant using text commands in multiple languages, and the AI assistant responds accordingly.

#### **Éncy can perform the following tasks:**

- Explain the G-code generated as a result of post-processing. You can ask the AI assistant to clarify any line of code or command, and it will give you a detailed explanation of what it does and why it is necessary.
- Generate a G-code using a text description of the operations. You can simply type what you want to do, such as “drill a 10 mm diameter hole at point (100, 25)” and the AI wizard will generate the corresponding G-code for you.
- Write code in Python to create .dxf or .stl files. You can use the AI assistant to create 2D or 3D models of your parts using Python code. The AI assistant guides you through the process and shows you the results in real time.
- Provide reference information for the industrial robot or CNC-machine when creating kinematic schemes in MachineMaker, a zero code application for building digital twins from SprutCAM Tech. You can ask the AI assistant for any information about the robot or CNC-machine you are using, such as its dimensions, specifications, capabilities, limitations, etc.
- Answer any question from a SprutCAM X user, even not related to the operation of the software. You can chat with the AI assistant about anything you want, such as CNC tips and tricks, industry news, best practices, etc. The AI assistant will try to answer your

questions as best it can, or direct you to relevant resources if it doesn't know the answer.

To create the above requests, CNC-engineers can use various macros that are automatically adapted to the context of the task being performed.

Andrei Kharatsidi, co-founder of SprutCAM Tech:

*"We are committed to creating software that enables our customers to seamlessly transition from CAD to finished parts with the fastest turnaround time in the industry. SprutCAM X with ChatGPT technologies will save you time, improve your productivity and enhance your creativity".*

### **Éncy available now**

The new update of SprutCAM X with AI assistant is available for download. SprutCAM X offers a 30-day trial license with no functional limits to test all the features and benefits of the software.

### *Altium Announces Launch of Altium 365 GovCloud*

16 May 2023

Altium, a leading provider of electronics design software, has announced the launch of a dedicated region of the Altium 365 cloud platform designed for regulated companies and organizations handling sensitive data. Located on US soil and exclusively managed by US persons in the AWS GovCloud region, Altium 365 GovCloud helps organizations ensure compliance with various US government regulations by choosing an Altium 365 workspace in the GovCloud region.

Participating in the United States defense supply chain, aerospace, energy, and telecommunications industries requires compliance with regulatory requirements such as ITAR and EAR. Altium 365 GovCloud can help organizations manage regulated product development, meet flow-down requirements as contractors and suppliers, maintain strict control over access to their intellectual property (IP), and reduce IT overhead. The Altium 365 GovCloud team, led by the Director of Cloud Solutions Volodymyr Volotko, brings significant expertise in establishing secure and compliant environments for government agencies and contractors.

Altium 365 GovCloud offers organizations all the features and advantages of the Altium 365 cloud platform, along with additional security measures customized for highly regulated industries.

Altium recognizes that government agencies require a secure and compliant project management environment. Bruno Blasigh, Director of Cloud Security, says, "Altium 365 GovCloud offers a cloud-based solution that helps to meet U.S. government's export regulations, enabling government agencies and contractors to securely collaborate, design, and manage their projects, helping them achieve mission success."

Ananth Avva, Senior Vice President and GM Cloud Platform, added, "Altium 365 GovCloud provides additional security and compliance controls to support critical public sector missions. We are committed to providing top-tier solutions that assist the defense industrial base and

government agencies in delivering value to the communities they serve." Altium offers a Trust Center with a knowledge base to help users understand the security and compliance features of Altium 365 GovCloud.

## *CADENAS develops intelligent 4D models for the Asset Administration Shell*

11 May 2023

### **In an open ecosystem, nine partners are working on the Asset Administration Shell to revolutionise data exchange in engineering**

CADENAS, Bausch+Ströbel, Bosch Rexroth, Festo, HARTING, SICK, Siemens, Phoenix Contact, and WAGO jointly have demonstrated how the Asset Administration Shell standard can be implemented in practice.

The companies have exchanged digital twin data according to the AAS standard and evaluated the added value based on a specific application with machinery manufacturer Bausch+Ströbel. In doing so, the nine partners thus made the interoperable digital twin based on an Asset Administration Shell from the component manufacturer to the customer possible for the first time.

#### **Advantages of the Asset Administration Shell**

Driven by the Industrial Digital Twin Association (IDTA), the AAS standard is industry-neutral and independent of manufacturers, enabling all of the information and functionality of a given asset to be documented, described and, most importantly, shared.

In the area of Industry 4.0, it facilitates the digital representation, for example, of a product or a machine, based on a uniform "data language" and standard data access. This is crucial for the efficient exchange of digital twin data between companies where the use of proprietary formats within heterogeneous systems and IT landscapes is prevalent. For customers, this means speeding up and simplifying the engineering process as asset data becomes more open, more readily exchanged and can serve as the link between the physical and digital world.

#### **Specific application at Hannover Messe**

The partners are joining together at Hannover Messe to demonstrate how this can work, using a labeling machine from Bausch+Ströbel as an example. By providing component data in accordance with the Asset Administration Shell standard, the component manufacturers and software developers involved enabled Bausch+Ströbel to create a digital twin of the machine faster and more efficiently, saving a great deal of engineering time and thus saving money.

"There is no longer any need to modify, search for, and complete the data, so we can begin our value-creating activities directly," says Erich Bauer, Vice President of Research & Development at Bausch+Ströbel. "Thanks to the Asset Administration Shell standard, the data is also of higher quality because, for example, we no longer have to reformat them."

#### **4D models of CADENAS**

CADENAS is responsible for the intelligent 4D models, the so-called digital twins, within the Asset Administration Shell. The technology for this is based on the software eCATALOGsolutions.

"In the age of digital product transformation, the Asset Administration Shell is an absolute must for component manufacturers. Currently, it contains the relevant information of the digital twin of a component. In the future, it will evolve with the advancing state of the art," Jürgen Heimbach, CEO CADENAS, is certain.

By collaborating in an open ecosystem, the nine partners are driving Industry 4.0 and the digital transformation in a crucial way. Other companies can join the working group.

### *Envision Digital and Dassault Systèmes Announce Global Partnership to Drive Industrial Decarbonization*

16 May 2023

Dassault Systèmes and Envision Digital announced their partnership to optimize the performance of sustainable energy solutions, at the international business summit Choose France.

The two companies will address how the interaction between their proprietary technologies – Envision Digital's EnOS digital system for decarbonization and Dassault Systèmes' 3DEXPERIENCE platform – enables virtual twin experiences for the engineering, manufacturing and operations of large assets across industries.

By connecting EnOS real-time asset operations data with a virtual twin of asset engineering and manufacturing on the 3DEXPERIENCE platform, Dassault Systèmes and Envision Digital provide digital continuity that allows quality and performance optimization in unlimited virtual scenarios.

"The collaboration between Envision Digital and Dassault Systèmes will contribute to the acceleration of the industrial energy consumption optimization and transition to a carbon-free economy. The synergies between our best-in-class digital platforms, EnOS and 3DEXPERIENCE, will enable customers to access modular, innovative and efficient AIOT technologies generating fast returns," said Maher Chebbo, Europe Managing Director at Envision Digital.

"We are continually exploring new opportunities to help customers accelerate their sustainability goals. And what better way to do so than working alongside our customer Envision Digital, who understands first-hand the value of the 3DEXPERIENCE platform, virtual twins and data science for the development of more efficient renewable energy solutions," said Florence Verzelen, Executive Vice President, Industry, Marketing & Sustainability, Dassault Systèmes.

### *EPLAN Data Portal Update 01 Mai 2023*

16 May 2023

440 manufacturers and more than 1,420,000 data sets are available with the update Mai 16, 2023.

#### **New manufacturer catalogs**

- Delta Computer Systems, Inc. – 80 new data sets with cables, converters and PLC

- OBO BETTERMANN Holding GmbH & Co. KG – 78 new data sets with cable ducts, housing, protection devices and user-defined rail

#### Updates and new data

- Rockwell Automation – 591 new and 376 updated data sets
- Rockwell Automation (NFPA Data) – 591 new and 376 updated data sets
- ABB LTD – 326 new and 106 updated data sets with contactors, housing accessories - internal extensions and relays
- Banner Engineering Corporation – 2 new and 197 updated data sets with sensors, switches and pushbuttons
- Zhejiang CHINT Electric Co., Ltd. – 5,534 new data sets with electrical engineering - special items, protection devices, signal devices, sensors, switches and pushbuttons
- Euchner GmbH + Co. KG – 11 new data sets with sensors, switches and pushbuttons
- Fuji Electric FA Components Co., Ltd. – 872 new and 359 updated data sets with signal devices and sensors, switches and pushbuttons
- ifm electronic gmbh – 1 new and 19 updated data sets with contactors, relays, sensors, switches and pushbuttons
- Indu-Sol GmbH – 3 new data sets with generals
- Lenze SE – 3 new and 48 updated data sets with converters
- Murrelektronik GmbH – 45 new data sets with logic items and PLC
- NOARK Electric Europe s.r.o. – 4,931 new data sets with contactors, protection devices and relays
- Phoenix Contact GmbH & Co. KG – 21 new data sets with protection devices
- Pepperl+Fuchs SE – 2 new data sets with PLC
- Pilz GmbH & Co. KG - 4 new and 236 updated data sets with cables, contactors, generals, relays and PLC
- PQ Plus GmbH – 14 updated data sets with measuring instruments
- K. A. Schmersal GmbH & Co. KG – 13 new data sets with field distribution devices and relays
- SEW-EURODRIVE GmbH & Co. KG – 1 updated data set with converters
- Sick AG – 1 new data set with sensor, switches and pushbuttons
- Siemens AG – 121 new and 216 updated data sets with converters, routing accessories and PLC
- SMC Corporation – 1 new data set with amplifiers and controllers
- TE Connectivity – 689 new data sets with plugs

- Tekima S.r.l. – 17 new and 12 updated data sets with cables
- WAGO GmbH & Co. KG – 1 new and 1 updated data set with PLC
- Weidmueller Group – 11 new and 59 updated data sets with terminals

### Summary

- 2 new manufacturer
- 26 updated manufacturer
- 11,832 new data sets
- 2,875 updated data sets
- 0 deleted data set
- 12,320 new parts with EDS
- In total 819,513 parts with EDS
- In total 288 manufacturers with EDS parts
- In total 1,437,511 data sets live in EDP

### *Eviden launches ElevateNow to drive customer innovation on their SAP transformation journey*

16 May 2023

**Eviden, the Atos business leading in digital, cloud, big data and security, announces “ElevateNow”, and leads to market a new solution built with ServiceNow to support SAP customers in modernizing their business as they make the journey towards SAP S/4HANA.**

The new solution combines expert consultancy, implementation, migration services and management from Eviden and ServiceNow, offering clients the opportunity to re-think their ERP strategy with complementary cloud-based software solutions. ElevateNow helps clients discover and remove manual, time-consuming, and error-prone processes from their existing ERP core system while migrating from a legacy on-premise ERP to cloud and porting complex innovations from the system of record into the user engagement layer.

Today businesses want to grow, develop new and disruptive business models, attract and grow their customer base and have loyal and happy employees and business partners. For this, a robust and resilient innovation platform which offers a flexible way to design, deploy and innovate, and safeguards existing business innovation, is essential.

Moving from an on-premises ERP system to one in the cloud is a complex task, and one which requires a reliable solution which guarantees no disruption to business-critical processes. ElevateNow offers a complete solution, combining expert consultancy with implementation and migration services, all on a unified single platform bringing together expertise from Eviden and ServiceNow. The solution enables businesses to modernize and improve existing workflows and

applications, so that they are resilient and scalable and may run more efficiently, thereby allowing for accelerated adoption of new technologies.

ElevateNow ensures frictionless migration, by separating ‘systems of record’ (core modules in SAP) and the native ‘systems of differentiation’ and ‘systems of innovation’ of ServiceNow, which reduces risk from all-in-one go-lives. ElevateNow provides data-driven insights in a revolutionized and unified single-platform for enhanced customer and employee experience.

**Paul Jenkins, Service Now CDO, Eviden, Atos Group** said *“Moving to SAP S/4HANA Cloud is an opportunity for businesses to modernize and improve existing processes so businesses can be future-fit – more agile, adopting technology faster, and increasing the speed of innovation. With our SAP and ServiceNow practice, we are ideally positioned to help clients in their journey to the cloud.”*

*“Businesses can increase the agility and overall value of their ERP systems by leveraging ServiceNow as a system of engagement layer to enhance legacy innovations in the ERP core with purpose-built templates and low-code workflows,”* said **Jens Strandbygaard, senior director of Product Management at ServiceNow.**

Eviden, an Atos business, is an Elite ServiceNow partner and a Platinum SAP partner with over 9,000 SAP consultants and 1,000 ServiceNow experts globally, with 1,000+ ServiceNow certifications and 4,500 SAP certifications.

## *HCLTech Makes Segmentation Implementation Available For Anyone On SAP S/4HANA*

16 May 2023

HCLTech, a leading global technology company, announced the launch of its conversion solution for demand and supply chain segmentation for SAP S/4HANA, a simplified characteristic-based segmentation solution that manages regulatory restrictions, compliance checks and validations into integrated finance and supply chain management processes.

*“HCLTech is consistently investing in building a comprehensive suite of digital products to address the digital transformation needs of our customers. Co-developed with SAP, this solution was born out of the need to simplify the regulatory approval process and provide innovative enhancements on top of the standard SAP functionalities,”* said Shyam Enjeti, Executive Vice President, Digital Business Services, HCLTech.

The automated compliance check within SAP radically simplifies the validation of complex requirements at the execution and planning levels. Segmentation can now be deployed even with a brownfield SAP S/4HANA migration or to existing SAP S/4HANA customers without changing material numbers, making this a key differentiator of the HCLTech solution.

*“With the additional functionalities and our team of segmentation experts, we provide the delivery capability to help our clients realize simplified compliance, reduced risk and improved productivity,”* added Shyam Enjeti.

HCLTech's SAP practice works seamlessly with HCLTech's digital consulting, engineering services, IoT WoRKS™ and cloud infrastructure practices to design, implement and support tomorrow's integrated, intelligent solutions today. As a SAP Global Strategic Services Partner, HCLTech's 10,000+ consultant base leverages insights, advanced accelerators and industry-acclaimed frameworks to deliver award-winning services from local offices across Europe, Africa, Asia and the Americas.

## *Honeywell And Arcadis Join Forces To Help Commercial Building Owners Accelerate Their Efforts To Reduce Energy And Carbon Impact*

17 May 2023

Honeywell and Arcadis have announced a collaboration to provide tools and services that help optimize energy use and carbon emissions in commercial buildings worldwide. With an initial focus on five projects in various locations worldwide, the companies will jointly offer a range of end-to-end solutions to help clients and customers expedite progress toward their carbon-reduction goals.

For Arcadis and Honeywell, this relationship strengthens the efforts that both organizations are making to help clients that are committed to improving outcomes related to ESG. The relationship is not exclusive, and both companies expect to add additional collaborations to enhance their offerings in this space.

Data from the World Economic Forum suggests that approximately 80% of today's buildings will still be standing in 2050<sup>i</sup> – which means the challenge of controlling escalating energy use, particularly in older buildings, to meet carbon-reduction targets will increase over the coming decades. Many building owners and operators lack the expertise and technology to monitor and optimize energy performance, making it harder for them to initiate change in their organizations. Honeywell and Arcadis offer unique but complementary services to address these shortfalls and will work with clients and customers to map a path toward lower carbon emissions, while also improving resilience.

For building owners who have already set goals and made pledges to reduce carbon footprint across their portfolio, the collaboration will deploy a software suite that applies milestones to document progress with tailored insights and data-led reports that showcase these efforts to internal and external stakeholders. Honeywell and Arcadis will also formulate strategic goals for organizations that do not have access to asset- or device-level energy performance data.

Arcadis brings a deep background in evaluating business impacts across programs and portfolios. It assesses ESG risks for companies by developing current-state assessments that analyze technical and financial scenarios to measure impacts across energy and climate, materials and waste, and buildings and infrastructure. Arcadis also helps building owners include other ESG goals in the design of their real estate assets, such as climate adaptation, biodiversity, and inclusivity.

"The strength of Arcadis is our ability to help clients identify where change can have the most impact in their organization when it comes to their energy use and carbon footprint," said Alan

Brookes, chief executive officer, Arcadis. "By working with Honeywell, we can take that insight and provide an end-to-end service from planning to execution and ongoing maintenance to allow clients to reduce the energy use within their building portfolios and demonstrate the value of their investment to key stakeholders."

Honeywell brings decades of experience in developing smart-building technologies that utilize artificial intelligence and machine learning (AI/ML)-enabled software to enhance control systems with sensor-driven analytics, occupancy tracking and predictive maintenance. The company also offers service solutions that help building owners fund improvements as operating expenses instead of capital investments.

"By combining our ready-now advanced building controls software with Arcadis' expertise in sustainability assessments and roadmapping, we can develop plans for customers that meet both their short-term need to manage energy use and their long-term aspiration to reduce their carbon footprint," said Billal Hammoud, president and chief executive officer, Honeywell Building Technologies. "By drawing on our respective strengths, we can deliver more efficient and effective sustainability solutions for buildings."

Documenting and reporting sustainability efforts will only increase in importance as more and more regulatory actions are enacted. The Corporate Sustainability Reporting Directive (CSRD), for example, requires all large and listed companies to disclose information on risks and opportunities related to ESG issues and their impact on the environment.<sup>ii</sup> Through collaborations such as this one, Arcadis and Honeywell are creating an ecosystem of third-party solutions and complementary services to help clients and customers worldwide reduce their energy consumption and carbon emissions.

### *HPE Ezmeral Software accelerates and simplifies analytics and AI/ML initiatives with significant advances to the hybrid multi-cloud data and analytics platform*

16 May 2023

Hewlett Packard Enterprise introduced the next step in the HPE Ezmeral Software platform, designed to help organizations leverage data globally and deploy analytics at scale through a predictable, software-as-a-service (SaaS) solution for hybrid multi-cloud environments. HPE Ezmeral Software extends the edge-to-cloud data and analytics capabilities of HPE GreenLake and provides the data and analytics foundation for machine learning (ML) and artificial intelligence (AI) projects. The simplified platform now features an all-new user interface, expanded selection of the most popular data sources and open-source tools, interoperability across the platform and its tools, and a consistent cloud operating experience.

Despite growing demand to create new revenue streams and efficiencies from data, only 24 percent of enterprise data created in 2022 was leveraged for analytics or fed into AI/ML workloads<sup>1</sup>. This is due to several challenges that organizations of all types and sizes face today. First, data is more siloed across multiple clouds and different data formats and sources. Second, enterprises grapple with analytics tools and workloads that struggle to meet performance, cost and compliance requirements. Finally, public cloud-based solutions bring limited data controls,

unpredictable costs and risk of vendor and data lock-in, while do-it-yourself, open-source tools are not built for enterprise IT and security requirements.

HPE Ezmeral Software provides a complete data and analytics platform with predictable and transparent economics, enabling organizations to confidently innovate with data everywhere. The enhanced HPE Ezmeral Data Fabric Software provides the foundation with a single, federated view of data across hybrid and multi-cloud deployments, so organizations can easily access, analyze, and govern data globally. The new HPE Ezmeral Unified Analytics Software builds on this foundation and empowers developers and data analytics professionals with self-service access to fully managed and curated open-source tools for the complete lifecycle of analytics and AI/ML workloads. Together, the data fabric and analytics solutions from HPE enable organizations to harness data across their enterprise for analytics and AI/ML projects that improve decision-making and unlock new revenue streams.

- **HPE Ezmeral Data Fabric Software** provides seamless access across multiple data sources and formats, including files, objects, tables and streams, as well as across hybrid cloud deployments. The software is available for the first time as a SaaS offering and with a new intuitive user interface. Customers now have precise controls and automated policy management for optimizing workload placement according to performance, data locality, sovereignty, costs and compliance.
- **HPE Ezmeral Unified Analytics Software** is a comprehensive new offering for data engineering, data science and data analytics delivered as a SaaS and self-service experience. Customers can build data pipelines, develop, deploy and monitor models and visualize data with evergreen tools including Apache Airflow, Apache Spark, Apache Superset, Feast, Kubeflow, MLFlow, Presto SQL and Ray. New connectors and data sources include Snowflake, MySQL, DeltaLake, Teradata and Oracle. With the open and extensible software, teams can easily add applications, locations, and sources as needs evolve.

While competitive offerings often require customers to incur significant costs to move data to the cloud for analysis, HPE Ezmeral Software is hybrid by design and is deployable across the edge, colocation, on-premises, and public cloud environments. The location-agnostic deployment approach minimizes data ingress and egress costs by enabling customers to run analysis where the data and compute capabilities reside.

“Despite the hype about AI and Generative AI applications transforming business, most companies still struggle to bring these technologies into their basic workflows,” said Mohan Rajagopalan, vice president and general manager, HPE Ezmeral Software. “Our solutions address where organizations are today, empowering them to leverage the tools they already use, so they can focus resources on accelerating their AI, analytics, and digital modernization journeys, instead of managing cumbersome data siloes or untested, disconnected open-source tools.”

### **Enterprises Turn to HPE Ezmeral Software for AI/ML Outcomes**

The HPE Ezmeral Software value proposition and technology offerings have resonated with customers and the portfolio achieved double-digit year-over-year revenue growth in fiscal Q1.

Customers are using the software for fraud and risk detection in financial services, medical research and patient healthcare, quality analysis in manufacturing, network monitoring in telecommunications and autonomous driving.

The financial services market is a leading industry for HPE's data and analytics platform. Nomura, a global financial services group, uses AI and ML software to digitally transform financial services and protect its assets. "Risk prediction and anomaly detection are critical capabilities to protect our global financial markets. These workloads require massive amounts of data to be ingested at scale. With HPE Ezmeral Data Fabric Software, we are able to deliver a strategic platform to ingest, store, secure petabytes of financial data and also use a subset of it for machine learning," Arnab Chatterjee, vice president, global head database, middleware and web engineering, Nomura.

Carestream Health, a global healthcare company, provides AI-driven software to help improve patient care by enhancing the medical images used for diagnosis. "Our mission is to provide radiologists with as much insight as possible from medical imaging so they can make confident, effective patient diagnoses. Using the fully managed, open-source machine learning tools within the HPE Ezmeral Software, we have implemented an AI-as-a-service platform that has led to a 73% reduction in time to train our machine learning models," John Kopcienski, director, Rochester R&D Center, Carestream.

Alliant provides consumer marketers across hundreds of major brands with audience data solutions that deliver insight and profitable outcomes. To keep pace with accelerated growth in programmatic digital and television advertising, Alliant wanted to further enhance processing and delivery capabilities, particularly related to AI and machine learning.

"Alliant's analytics tools are currently deployed on-premises and in the cloud. HPE Ezmeral Software enables us to scale audience creation and delivery, optimize where the data storage and analysis occurs and reduce capital expenses through a managed services and SaaS approach," William Adam, chief technology officer, Alliant.

### **HPE Extends Momentum in Open-Source Tools and Analytics**

Building on the growing customer interest around managed open-source technologies, HPE established a new global center of excellence (CoE) for HPE Ezmeral Software in Greece this April. HPE recently opened more than 30 new positions for software engineers and developers who have extensive skills and experience in open-source tools, including the MLOps platform, Kubeflow, to bolster this new CoE and has already successfully filled most roles.

### **Availability and Additional Resources:**

HPE Ezmeral Data Fabric Software and HPE Ezmeral Unified Analytics Software are available now as a SaaS offering to run on any infrastructure or public cloud.

### *IMAGINiT Empowers AEC Firms with Launch of Clarity 2024*

16 May 2023

IMAGINiT Technologies launched IMAGINiT Clarity 2024 offering new features and refined task automation processes to significantly reduce time spent on manual, low-value tasks. Increased

workflow efficiencies and enhanced task reliability, usability and integration give BIM Coordinators greater ability to automate processes across projects, potentially saving more than 200 hours per project annually.

“Whether for a start-up or an *Engineering News Record* Top 100 architectural firm, we’ve always focused on translating customer feedback from webinars, implementations and support requests into features that solve the most common challenges,” says Bill Zavadil, president and chief operating officer, IMAGINiT Technologies. “Our Clarity suite of products help increase productivity because it frees up time by automating manual, time-consuming tasks and streamlining administrative processes. This gives teams time to collaborate on higher value design work. This is evidenced by the fact that Clarity’s suite of tools recently surpassed 2 million hours saved on projects across our customer base since its introduction in 2012.”

IMAGINiT Clarity 2024 is compatible with Autodesk Revit® 2024 and fully supports versions of Autodesk Revit and Autodesk Revit Server back to 2020 with limited support available for Autodesk Revit 2019. With Clarity 2024, AEC firms, their BIM Coordinators and their partners and customers will experience innovative new features designed to improve workflows and increase team efficiencies. These features include:

### **Metadata Enablement**

Clarity 2024 now delivers enhanced metadata support for both Autodesk Construction Cloud and Autodesk BIM 360. New time-saving features include web-based triggers that automatically initiate tasks upon specific changes in Autodesk Construction Cloud and Autodesk BIM 360 projects. Clarity also makes it easy to publish existing Revit metadata into Autodesk Construction Cloud and BIM 360, seamlessly integrating all available metadata into the model.

For firms adopting ISO 19650 building information management principles, Clarity enables users to incorporate the latest workflows by leveraging file metadata, ensuring team members utilize documents as intended.

### **Unified Sync Improvements**

Clarity 2024 introduces a number of features supporting Unified Sync improvements across teams and external partners.

The new Unified Sync Task centralizes the file syncing process, replacing multiple steps and tools with one global, consistent dropdown menu that integrates data between platforms. This simplifies and accelerates the process by eliminating the need for different tools or intermediate data saving when synchronizing across platforms. Unified Sync Task now includes support for Box, Dropbox, Google Drive and Egnyte in addition to the long list of already supported tools including Autodesk Construction Cloud, Autodesk BIM360, Network Folder, ProjectWise, Procore, and Microsoft Teams, OneDrive and SharePoint.

Folder Name Mapping, another customer-driven feature, enables seamless folder synchronization or backups between cloud services, even when teams use different folder structures. Users simply document the differences using the intuitive wizard and then Clarity ensures the correct mapping moving forwards.

## Additional Integration Enhancements

Teams using Autodesk Desktop Connector version 16 are limited to 40 active projects per machine, but Clarity 2024 now continuously evaluates the cue of tasks that require processing and then automatically and dynamically turns projects on or off to enable all necessary tasks to be processed each day. Operating 24/7, Clarity cycles through projects, ensuring the maximum number of 40 projects per machine is never exceeded while seamlessly managing tasks on each server to complete all necessary work.

## *Introducing libcad.so*

16 May 2023

If you are looking for a CAD library compatible with Linux, this piece of news is for you. Please welcome libcad.so.

It is a new library for developers that offers a wide range of features the same as CAD DLL, but is compatible with the Linux operating system.

### Import Formats:

- CAD formats: AutoCAD® DWG (up to Autodesk AutoCAD® 2024), DXF, DWF, HPGL, PLT;
- Vector formats: SVG, CGM, PDF;
- 3D formats: STEP, IGES, SLDPRTR, SLDASM, X\_T, X\_B, BREP, STL, SAT/SAB, FSAT, OBJ, 3DS, SMT, IPT, IFC;
- Raster formats: PNG, BMP, JPG, GIF, TIFF.

### Export Formats:

- Vector formats: AutoCAD™ DWG, DXF, PDF, SVG, CGM, HPGL;
- 3D formats: STEP, SAT, SAB, STL, OBJ;
- Raster formats: BMP, JPG, PNG and others;
- G-code.

### Main Features:

- Support of all popular 2D and 3D CAD formats;
- High speed and accuracy of visualization;
- Easy access to the properties of CAD entities: coordinates, texts, layers, etc.;
- Conversion to a wide range of file formats;
- Generation of G-code from DWG and DXF files;
- Unicode support.

## *Manage Variability and Reuse Across all Product Representations with Aras Variant Management*

16 May 2023

Aras, which provides the most powerful low-code platform with applications to design, build, and operate complex products, announced the availability of the latest version of its Variant Management application which delivers capabilities designed to manage product platform variability on different product representation levels with full traceability and revision history. It enables designers of next generation products to manage complex product configurations across all engineering domains and organizational boundaries.

Product development expands from traditional mechanical engineering to true interdisciplinary systems engineering. The demand for more customer choices and innovative service offerings requires that companies adopt efficient ways to manage product variants. Defining and managing variants at every level of product representation is critical to controlling costs and staying competitive in today's market.

Aras Variant Management enables companies to establish a consistent approach to defining and managing variability as an essential element of their product strategy. It provides unprecedented flexibility to define product platforms and maximize module reuse while reducing cost of quality, lowering development cost, and shortening time-to-market. Using high-performing, functionally rich and intuitive user interfaces, engineering and business teams across the organization can easily define and validate product variability features, options and rules, to configure specific product structures.

The application maintains separate data models for rules and for breakdown structures in any domain enabling reuse of both in a new context. This shortens development time of new variants, simplifies conflict resolutions of rules, and allows all domain-specific development teams to participate in the process.

“Product variant management used to be done using typical CPQ tools during the sales process, but product complexity driven by pervasive connectivity, increasing software content, and a high degree of customization is forcing OEMs to consider the basic tenets of variability management much earlier in the product lifecycle,” said John Sperling, SVP of Product Management at Aras. “Aras Variant Management enables all engineering and business teams to participate in the context of their product representation level.”

With Aras Variant Management, all variant definition information is maintained as part of the tool-agnostic product digital thread managed by the Aras platform. This ensures automatic traceability of variability drivers and results which enables an efficient process of maximizing reuse, incorporating new product features, and performing change impact analysis.

## *Mobility turnaround: KEBA and CADENAS step on the gas*

17 May 2023

### **KEBA's electronic product catalogue includes the manufacturer's KeContact P30 charging stations as BIM-capable 3D models in various LODs**

In October 2022, there were 840,645 e-cars on German roads, more than doubling their number since 2021. However, petrol is still the most popular fuel among German drivers: more than 31 million fossil fuel vehicles were counted at the beginning of 2022.

For the mobility turnaround to succeed, more charging points for electric vehicles must be established as quickly as possible. With this goal in mind, KEBA has developed an electronic product catalogue in cooperation with CADENAS.

### **Digitalisation for electromobility**

Based on the eCATALOGsolutions technology by CADENAS, the company is now providing digital twins of a total of 27 charging stations from the KeContactP30 series, which planners can use in common BIM programs. "Digital core data and product data are being requested more and more intensively by our partners and customers every year. The trend towards digital twins for planning and design, especially for larger installations, is clear," explains Daniel Mabrouk, Service Design Manager Energy Automation at KEBA.

In the course of the traffic turnaround, architects and electricians are planning evermore buildings with charging points for e-cars. To steer this process into the fast lane, it is important to provide customers with data that contains all the necessary information and is compatible with BIM software. In addition, the data sets "must comply with technical requirements such as connected load, load management, calibration standards or user authorisation," Mabrouk explains.

### **eCATALOGsolutions for manufacturers**

In addition to the benefits for planners in the engineering process, KEBA also expects a streamlining of its own workflows: Until now, customers received individually compiled responses to their written enquiries. The new digital product catalogue includes all planning-relevant information and is available to interested parties day and night.

KEBA is also looking forward to the analysis using the CADENAS Statistics Dashboard. There, manufacturers can determine which products in which variants are particularly in demand. "We hope that this will give us more insight into the needs of the users," says Mabrouk.

## *ProjectReady Extends Autodesk Construction Cloud® Integration*

12 May 2023

ProjectReady, a leading provider of collaborative project information management software for the Architecture, Engineering, and Construction (AEC) industry, has announced an expanded integration with Autodesk Construction Cloud®, a portfolio of software and services that combines advanced technology, a builders network and predictive insights for construction teams. Now, customers can integrate ProjectReady with Autodesk® Build or Autodesk® Docs.

The ProjectReady platform works as an integrated data environment (IDE™) to improve collaboration through the integration of systems and common data environments (CDEs) used by AEC industry professionals and project owners. This new integration gives users greater control over their project information, eliminates duplicate data entry across systems, and significantly reduces the amount of time team members spend searching for and recreating information.

Businesses often deploy a range of software applications depending on varying project needs and budgets, which can create information silos when disjointed solutions are unable to integrate with each other across projects and stakeholders. Keeping information siloed across disparate solutions directly impacts a project's bottom line – often resulting in poor productivity, budget overruns, and missed deadlines. As the industry's only truly agnostic IDE, ProjectReady bridges the silos that persist across organizations and helps move projects over the finish line.

With ProjectReady's extended integration with Autodesk Build and Autodesk Docs, users can now:

- Automatically synchronize content across all connected systems to provide project team members with an authoritative single source of truth.
- Route RFIs, Issues, transmittals, and change orders for approval through connected systems with ProjectReady's DCNext™, for improved team communication and collaboration.
- Register email and attachments directly to connected systems, ensuring all relevant information is associated with the project and accessible by the entire team.
- Use ProjectReady's Connect And Attach solution to find and send project information faster than the traditional email attachment process.

“Bringing together myriad systems used on AEC projects is only a part of what a truly modern project information management solution needs to accomplish. The other, arguably more important component, is making sure the solution actively addresses the major challenges the industry faces today,” said Joe Giegerich, founder and CEO of ProjectReady. “Bringing Autodesk Build and Autodesk Docs into the mix of systems ProjectReady connects is another way we’re working to bring the built world together in a way that makes sense, while empowering entire project teams to work together better and making projects more productive and profitable.”

“When construction teams lack integrated data and documentation environments, communication and collaboration quickly fall apart,” said James Cook, director, partner integrations at Autodesk Construction Solutions. “As the industry adopts new tools to help teams process and manage their data, it’s important to ensure these tools can work together and communicate successfully and consistently. ProjectReady’s new integration is yet another way for our customers to effectively share and manage the information they capture and create in Autodesk Construction Cloud, providing project owners with increased visibility, breaking down silos, and improving collaboration across teams.”

As a cloud-based collaborative project information management solution, ProjectReady provides AEC professionals and project owners with an IDE from which they can deploy automated project setup, security, and governance; flexible project management, enhanced document control and connected workflows; and a dynamic interface and responsive dashboard to address bottlenecks, manage information, and improve productivity. In addition to Autodesk Build and Autodesk Docs, ProjectReady integrates with other Autodesk Construction Cloud solutions, including BIM 360® and PlanGrid®. ProjectReady is also the only solution in the market that automates SharePoint provisioning and security while extending integration to other popular industry solutions like Bluebeam and Box.

### *PTC Brings Creo to the Cloud with Introduction of Creo+*

16 May 2023

PTC announced its Creo+™ software as a service (SaaS) computer-aided design (CAD) solution and the release of the tenth version of its Creo® CAD software. **Creo+** combines the power and proven functionality of Creo with new cloud-based tools to enhance design collaboration and simplify CAD administration. Building on the market-leading capabilities of Creo for model-based definition, simulation-driven design, and advanced manufacturing, Creo+ includes real-time design collaboration tools to enable multiple team members to review, explore, and edit product designs. Creo+ also includes the PTC Control Center™ application, powered by the PTC Atlas™ SaaS platform, which enables simple deployment and management of software licenses for cloud-based tools.

“With Creo+, our customers will be enabled to design faster, easier, and more collaboratively than ever before,” said Brian Thompson, General Manager of Creo at PTC. “We’ve combined the market-leading design capabilities of Creo with productivity benefits that can only be achieved through the power of the cloud. Now, Creo+ users can collaborate on the same designs simultaneously with internal and external partners, which helps accelerate the development process and reduce redesign. The release of Creo+ is a significant milestone for our customers, for PTC, and for the entire CAD industry.”

With Creo+, customers have access to:

- **Real-Time Collaboration and Branching Tools:** Teams can collaborate in real-time to review, explore, and edit product designs using a dedicated workspace with any number of people. This drives early design feedback from manufacturing, suppliers, and other stakeholders while promoting concurrent design rather than sequential design. Easy-to-use branching tools provide visibility to exploration activities, and when ready, these exploration branches can be merged back into the main design.
- **PTC Control Center:** Administrators can deploy and update Creo+ across the organization from a single desktop, minimizing the time spent installing, configuring, and updating the software. Creo+ enables users to be more efficient when assigning and deploying named licenses and adjusting licenses according to user requirements. The PTC Control Center is accessible with a simple cloud-based interface.

Creo+ is fully upwards compatible from on-premises versions of Creo and is built on the same core technology as Creo, so no data translation is needed.

In addition to the release of Creo+, PTC announced the simultaneous release of Creo 10. With Creo 10, users can now design and simulate with composite materials for lighter products that maintain strength and durability. Additionally, Creo 10 introduces Ansys-powered thermal stress as well as non-linear materials and contact simulation, which significantly broadens addressable simulation-driven design use cases in Creo.

Creo+ includes all the capabilities of Creo 10.

## *SAP and Microsoft Collaborate on Joint Generative AI Offerings to Help Customers Address the Talent Gap*

15 May 2023

SAP SE announced the next step in its long-standing partnership with Microsoft, using the latest in enterprise-ready generative AI innovation to help solve customers' most fundamental business challenges.

The companies will collaborate on integrating SAP SuccessFactors solutions with Microsoft 365 Copilot and Copilot in Viva Learning, as well as Microsoft's Azure OpenAI Service to access powerful language models that analyze and generate natural language. The integrations will enable new experiences designed to improve how organizations attract, retain and skill their people.

"For years, Microsoft and SAP have worked together to help drive their customers' transformation journeys forward," said Christian Klein, CEO and member of the Executive Board of SAP SE. "SAP has long embedded AI into our solutions, and we're very excited about the opportunities generative AI unfolds for our industry and our customers. Today's announcement is one example of how we are bringing the power of generative AI to business, building on 50 years of trusted innovation for companies worldwide."

"We have an incredible opportunity to deliver next-generation AI that will unlock productivity growth for every individual, organization and industry, including the human resources function," said Satya Nadella, Chairman and CEO, Microsoft. "We're building on our long-standing cloud partnership with SAP and bringing together the power of Microsoft 365 Copilot with SAP SuccessFactors solutions to transform how organizations attract and develop their most important resource – their people."

### **Addressing the Skills Challenge — One of Today's Toughest Business Problems**

Across the world today, companies are facing a growing challenge as they manage the gap between the skills they have in their work force and the skills they need for the future. Closing that gap means optimizing how they recruit and hire new talent in today's competitive market, as well as how they deliver learning and development programs to help employees grow.

Today, these functions require a lot of manual, repetitive work and often end up missing the mark. Companies are constantly reinventing the wheel each time they create a new position,

updating requirements based on the rapidly changing skills landscape, ensuring job descriptions are market competitive and developing interview questions to unearth the potential in every candidate.

Another concern is closing the gap between each employee's unique career aspirations and the cross-skilling and upskilling opportunities offered by the organization. With today's announcement, Microsoft and SAP will collaborate to enable SAP customers to benefit from the power of generative AI to attract the most qualified candidates for key roles and generate personalized insights to keep them engaged once on board.

### **Streamlining Recruitment and Employee Learning**

Through this collaboration and SAP's use of the Azure OpenAI Service API, SAP and Microsoft will work together on new experiences that streamline recruiting and employee development processes, including:

- **Recruiting:** SAP will leverage the Azure OpenAI Service API and data from SAP SuccessFactors solutions to create compelling and highly targeted job descriptions. Through an integration between the SAP SuccessFactors Recruiting solution and Microsoft 365, people leaders will be able to fine-tune job descriptions using Copilot in Microsoft Word with additional content and checks to detect bias. The final job descriptions will then be published in SAP SuccessFactors solutions to complete the workflow, without people leaders having to leave their normal flow of work. SAP will also leverage the Azure OpenAI Service API to offer prompts to interviewers within Microsoft Teams with suggested questions based on a candidate's resume, the job description and similar jobs.
- **Learning:** Integration between SAP SuccessFactors solutions and Microsoft Viva Learning will enable employees to use Copilot in Viva Learning to conduct natural language queries to create personalized learning recommendations based on data and learning courses in SAP SuccessFactors solutions that align with the employee's career and development goals. As learning is completed, the SAP SuccessFactors portfolio will update automatically, providing companies an up-to-date view of the skills landscape in their organization. This enhancement builds on an already robust integration with content, assignment, permissions and SSO sync, available now, and an automated admin setup Experience available to customers later this year.

### **A Rich Data Foundation for Effective AI**

Given SAP's worldwide footprint, the company's immense data estate provides the potential to significantly enhance the capabilities of large-language models across many industries. As such, today's announcement is also a model for how AI tools can work to enhance the power of data and systems in any field.

### **A Responsible Approach to AI**

SAP AI abides by the highest industry standards on responsible AI. It is transparent, so organizations can understand how it makes inferences and builds recommendations. It respects

the privacy of sensitive data and helps avoid bias. As one of the first companies to define guiding principles for using AI in its software, SAP works with leading ethics experts as part of its AI ethics advisory panel to explore the implications of deploying AI in the enterprise.

## *Sensera Systems Introduces SiteWatch PRO3 Smart Security Solution*

16 May 2023

Sensera Systems, Inc., the market leader in all-in-one compact-solar site cameras, announced the introduction of its 3rd generation SiteWatch PRO3 smart security solution. These proven, all-in-one, day/night, all-weather intelligent remote security cameras are ideal for perimeter security on any project or site size.

Sensera's SiteWatch PRO3 day/night solar security cameras combine thermal, low-light, and color cameras with IR illumination, video analytics, and 4G LTEcommunications in one integrated system. This smart camera is perfect for 24/7 monitoring capable of real-time alert notifications (pushed to your email or mobile device). All video analytics are executed inside the camera, and only video relating to actual events is sent to the cloud for archival and viewing. This powerful camera can store up to 512GB or 137 days of continuous video recording so that no incident is ever missed.

### Highlights

- **Works with No Light on Site** – the thermal sensor can detect people and vehicles with zero light, then uses the included IR illuminator to capture details with the low-light camera.
- **Long-range Detection** – the thermal camera provides long-range detection to cover more of the jobsite.
- **3-in-1 Camera System** – thermal for motion detection, low-light for capturing detail in the lowest light conditions, and color for daytime and with sufficient ambient lighting. The intelligent system switches between camera sensors automatically to provide the best imagery based on light levels.

“Over the past year, the construction industry has experienced a high volume of jobsite thefts and vandalism and our GC clients have been hit hard,” said Rob Garber, CEO, Sensera Systems. “We are thrilled to release our next-generation SiteWatch PRO3 all-in-one smart security camera for complete perimeter security. This popular solution now provides even more value with long-range detection and low-light capabilities that can provide faster real-time notifications when unauthorized visitors enter a site.”

Sensera's Solar+AC security camera solutions provide maximum flexibility for ideal system placement and installation. Our systems are completely DIY, requiring no power or Ethernet, and can be set up by one person in 20 minutes. This flexibility also makes it simple to relocate your cameras for alternative monitoring views or to a new site upon project completion. Solar+AC security models provide the unique ability to easily switch between power options depending on your needs.

Sensera's new SiteWatch PRO3 security solutions are available today for rental or purchase. Current SiteWatch PRO owners may be eligible for special upgrade pricing.