

## Contents

Implementation Investments .....	2
Anticimex Sweden upgrades to IFS Cloud to boost efficiency across its field service operations .....	2
BW Offshore chooses IFS Cloud to deliver global efficiencies .....	3
ClinChoice Extends 13-Year Medidata Partnership with the Addition of Clinical Data Studio to Improve Data Management and Strengthen Clinical Trial Capabilities .....	4
Kontron secures another major defense and security order expected to be worth around EUR 165 million .....	4
LPP Sets a New Standard for Omnichannel Retail Agility with Centric Planning .....	5
Vattenfall Hydro Selects Copperleaf to Enhance Asset Investment Planning and Risk Management.....	6
Product News.....	7
Ansys Collaborates with Sony Semiconductor Solutions to Advance Scenario-Based Perception Testing in Autonomous Vehicles .....	7
NEW Sage Cloud-Native Construction Packages Built to Meet the Demands of Construction Submarkets .....	8

## Implementation Investments

### *Anticimex Sweden upgrades to IFS Cloud to boost efficiency across its field service operations*

19 December 2024

IFS, a leading provider of enterprise cloud and Industrial AI software, has announced that Anticimex Sweden, part of Anticimex Group, a global leader in pest control and hygiene solutions, will implement IFS Cloud to transform its service operations and further support an enhanced customer experience.

Building on a 25-year partnership with IFS, Anticimex chose to migrate to IFS Cloud as part of its strategic transition from providing a treatment-based approach to preventive pest control. Anticimex will use the new platform to standardize service processes and provide the scalability needed to support future growth and long-term sustainability goals through increased digitalization.

Anticimex had already been successfully using the latest IFS's Planning Scheduling & Optimization (PSO) solution since 2019. A key factor in their decision to upgrade to IFS Cloud was the ability to continue leveraging the latest Industrial AI-driven PSO capabilities within the platform. Together with the Mobile Work Order app and Advanced Forms, IFS Cloud will enable Anticimex to continue their service optimization journey, positioning the company to enhance efficiency, through faster response times, reduced operational complexities, and improved customer satisfaction.

Beyond field service, IFS Cloud will support critical business functions including finance and supply chain. Once fully implemented, the solutions will include IFS Customer Engagement and IFS Advanced Forms – a no-code platform for improving data capture and workflows. These additions will enable Anticimex to further enhance its customer focus by streamlining operations without the need for major customizations.

"IFS's deep understanding of our industry sector and its ability to provide solutions tailored to our precise needs has been key to our long-standing partnership," said Alexander Storckenfeldt, CEO, Anticimex Sweden. "By moving to IFS Cloud, we will be able to continue developing our company. This technical upgrade provides opportunities to further improve our customer journey, so we can deliver the best service and expert knowledge to our customers. In addition, it also enables us to continue developing the functionality and user interface, simplifying the work for our employees and making our internal processes more efficient. Finally, the upgrade will strengthen our business in the long run and improve the quality of the services we deliver to our customers".

"With IFS Cloud, we remain evergreen too, meaning we can seamlessly adopt and benefit from the latest innovations through twice-yearly updates," added Storckenfeldt. "This positions us, to lead the industry with cutting-edge preventive pest control services and continue delivering customer centric solutions."

"We are proud to continue our partnership with Anticimex and support its journey toward a more integrated and efficient operational model," said Ann-Kristin Sander, Managing Director, IFS Nordics. "By leveraging the full potential of IFS Cloud, including PSO and our wider industrial AI capabilities, Anticimex will be well placed to drive innovation throughout its transformation journey and deliver high quality services with greater customer value."

### *BW Offshore chooses IFS Cloud to deliver global efficiencies*

17 December 2024

IFS, the leading technology provider of enterprise cloud and Industrial AI software, announced that BW Offshore, the builder and operator of floating production, storage and offloading (FPSO) units for the offshore energy industry, has chosen IFS Cloud to streamline multiple business processes, deliver increased efficiency, and transform cost-control.

The strategic upgrade is the latest in a 15-year partnership between BW Offshore and IFS, with the company seeking to increase margins and reduce operational risk as part of its sustainable growth goals against a complex backdrop of dynamic energy market conditions. Leveraging increased automation and Industrial AI embedded across processes and approval flows will significantly improve the asset-intensive company's data quality, reducing previous manually generated errors.

BW Offshore will use the latest energy industry capabilities in IFS Cloud to improve project inventory valuation and transparency, gain greater control over project costs, support client reimbursable processes, and drive-up efficiency in maintenance operations. In finance, IFS Cloud will enable BW Offshore to achieve more efficient processing of supplier invoices through a shift from manual to automated methods. This step-up in capability will also improve group consolidation and cash-planning.

Substantial gains in asset performance optimization capabilities include analytics that boost the insights available to employees and reduced time-to-report for incidents. User-friendly automation in maintenance support processes is also set to enable multi-company time-reporting, with contractors able to update on the assets and source RFQ processes.

Fritz Ekløff, Head of IT at BW Offshore said: "Our company is always at the forefront of digitalization whenever we see it will deliver substantial business value. After a long and fruitful relationship with IFS, there was little question we would upgrade to IFS Cloud to take advantage of the latest energy industry-specific capabilities. We anticipate that IFS Cloud will deliver value through enabling us to achieve significant increases in efficiency onshore and offshore, while helping us to remain fully agile and competitive in what is a volatile global energy market subject to many pressures."

BW Offshore will also utilize IFS Customer Success services, an engagement framework that provides access to dedicated expert support throughout the implementation process and beyond.

Ann-Kristin Sander, Managing Director, IFS Nordics said: "BW Offshore recognizes how IFS Cloud will power its growth, keeping the company at the cutting-edge in a very demanding

industry. The upgrade means BW Offshore can streamline integrations right across the IT landscape and, once fully implemented, the new capabilities will unlock even greater efficiencies. In future, BW Offshore will also benefit from faster access to the latest IFS.ai innovation as a result of being evergreen on IFS Cloud. We are proud that IFS's deep industry expertise will continue to help BW Offshore achieve its goals."

### *ClinChoice Extends 13-Year Medidata Partnership with the Addition of Clinical Data Studio to Improve Data Management and Strengthen Clinical Trial Capabilities*

18 December 2024

Medidata, a Dassault Systèmes brand and leading provider of clinical trial solutions to the life sciences industry, has renewed its long-standing enterprise partnership with ClinChoice, a global contract research organization (CRO). Under this new agreement, ClinChoice will utilize the Medidata Platform to streamline study data and supply management, boost trial efficiency, and accelerate growth as a full-service CRO in Asia, Europe, and North America. ClinChoice also plans to prioritize Clinical Data Studio accreditation, further enhancing its capabilities through a transformative AI-powered data quality management experience.

ClinChoice's commitment in utilizing Medidata's solution has spanned over a decade, facilitating secure connections among patients, sites, and sponsors within a unified cloud environment. As an early adopter, ClinChoice played a critical role during the pandemic by deploying Rave RTSM's Direct-to-Patient model, which maintained patient access and optimized inventory across diverse regions and regulatory requirements. By integrating Medidata's solutions, ClinChoice continues to strengthen its operational efficiency and position itself for growth in today's increasingly complex clinical trial landscape.

"Since our first implementation of Medidata Rave EDC in 2011, our partnership with Medidata has supported our development, starting in the U.S., then China, and eventually to the wider global stage," said Ling Zhen, Global Chairman and CEO of ClinChoice. "We are delighted to extend our work together to include Medidata's Clinical Data Studio and other advanced technologies to further boost our expansion."

"ClinChoice's dedication to innovation and patient-centered approaches makes them an invaluable partner," said Edwin Ng, senior vice president and general manager, APAC, Medidata. "With this renewed partnership, we look forward to empowering ClinChoice with Medidata's advanced solutions to further streamline their trial operations, expand their global reach, and accelerate access to life-changing therapies for patients worldwide."

### *Kontron secures another major defense and security order expected to be worth around EUR 165 million*

18 December 2024

**Kontron, a leading global provider of IoT/Embedded Computing Technology (ECT), has received a significant order from a leading European company in the defense, security, and aerospace technology sectors. The order is expected to be worth around EUR 165 million and**

**includes the provision of high-performance VPX computing and communication computing units for mobile and stationary surveillance applications.**

The customer, which specializes in the development of advanced sensor technologies for military, civilian, and commercial applications, will use Kontron's system solution to support its advanced surveillance technology.

Kontron supports the customer with its many years of expertise in military-based applications with a high-performance, extremely robust system solution. The solution is specially designed for military applications and offers error-free, reliable, and secure operation even under extreme conditions.

With this order, Kontron strengthens its position as a leading provider in the field of defense technologies and underlines the importance of state-of-the-art, secure, and reliable solutions for global security requirements. Kontron works exclusively with NATO countries in this sensitive area and ensures the highest standards as a strategic partner.

Hannes Niederhauser, CEO of Kontron AG, comments: "This order is a significant milestone for Kontron and underlines the confidence of our partners in our leading expertise in state-of-the-art technologies for defense applications. With our system solution, we are making a significant contribution to taking surveillance systems to the next level."

### *LPP Sets a New Standard for Omnichannel Retail Agility with Centric Planning*

17 December 2024

Centric Software® is thrilled to announce the successful go-live of its Centric Planning™ solution with LPP SA (LPP), a prominent European fashion retailer known for its diverse portfolio of five brands: Reserved, Cropp, House, Mohito and Sinsay. This milestone marks a transformative moment for LPP, as Centric Planning enables precision, efficiency and visibility across its extensive omnichannel operations. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source, price and sell products such as apparel, footwear, sporting goods, furniture, home décor, consumer electronics, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

LPP chose to partner with Centric Software to enhance its Merchandise Financial Planning and Assortment Strategy execution. With Centric Planning now live, LPP's merchandising and planning teams can collaborate seamlessly in a centralized system, bringing unified processes across its portfolio of brands while significantly reducing reliance on complex spreadsheets.

Miłosz Wójcik, Product Lead at Silky Coders, LPP's IT subsidiary, shared his insights on the transition, "Centric has been an invaluable partner, providing the support we need to streamline our operations and unify planning across all brands. The solution has empowered our teams to reduce manual efforts, improve data accuracy and focus on driving strategic growth."

Centric Planning replaces disparate spreadsheets, allowing LPP's strategic and merchandising teams to manage plans across channels and brands with real-time data accuracy. This

integration has improved collaboration, reduced the risk of errors and aligned the entire organization around shared planning goals, creating a streamlined, efficient workflow.

“We are excited to partner with LPP on their journey as they enhance their planning capabilities,” says Chris Groves, CEO of Centric Software. “Our partnership with LPP underscores our commitment to delivering innovative, agile solutions that meet the unique demands of high-growth businesses. The successful go-live of Centric Planning is just the beginning and we look forward to continuing our work with LPP as they set new benchmarks in omnichannel retail.”

This go-live marks a critical step forward in LPP’s ongoing expansion and showcases the transformative impact of Centric Software’s solutions in the dynamic world of fashion retail. As LPP moves into its first full season powered by Centric Planning, the company is poised to make data-driven decisions with newfound agility and precision.

### *Vattenfall Hydro Selects Copperleaf to Enhance Asset Investment Planning and Risk Management*

18 December 2024

Copperleaf, an IFS company, announces that Vattenfall Hydro, one of Europe’s largest providers of hydroelectric power, has selected **Copperleaf Portfolio™** for Asset Investment Planning (AIP). The Copperleaf solution will support Vattenfall Hydro’s goal of aligning its investment planning with its financial and operational objectives (known as Hydro P25), enhancing asset risk visibility across their hydroelectric dams and river systems, and enabling value-based, risk-informed decision making.

With the implementation of Copperleaf’s AI-powered solution, Vattenfall Hydro will streamline its investment portfolio, balancing time-varying risks, costs, and strategic objectives. The solution will also incorporate regulatory investments using a TOTEX driven approach, expand planning constraints to include resource and material limits and sustainability goals, and introduce non-economic measures like CO2 reduction and biodiversity, ensuring a comprehensive and transparent approach to asset management.

“Copperleaf will assist us in setting the right investment level based on our strategy,” said Yvonne Björnström, Director Technology Dam Safety, Environment, Asset Management and Technology, Vattenfall Hydro. “Improved efficiency in asset investment planning enables higher focus on risk and puts us in a better position to run a profitable business.”

“We’re incredibly proud to welcome Vattenfall Hydro to the Copperleaf Community as our first client in Sweden,” said Christina Jørgensen, Copperleaf Regional Manager. “Their decision to partner with us is a testament to the trust they place in Copperleaf to deliver a future-proof solution that aligns with their strategic objectives and operational needs.”

“We are excited to embark on this long-term partnership with Vattenfall Hydro, a company whose commitment to sustainability and innovation aligns perfectly with Copperleaf’s values,” added Stefan Sadnicki, Copperleaf Managing Director, EMEA & APJ. “By implementing the

Copperleaf solution, we look forward to helping our client improve transparency, foster better governance, and enable more agile and informed decision making across its planning cycles.”

## Product News

### *Ansys Collaborates with Sony Semiconductor Solutions to Advance Scenario-Based Perception Testing in Autonomous Vehicles*

19 December 2024

Ansys is collaborating with Sony Semiconductor Solutions Corporation (Sony) to improve perception system validation in ADAS/AVs. Ansys AVxcelerate Sensors provides real-time multispectral lighting simulation capabilities, enabling thorough evaluation of different lighting scenarios and weather conditions including rain, snow, and fog. By using Ansys simulation, OEMs and Tier 1 suppliers can expedite and validate thousands of on-road driving hours in less time.

ADAS and AV systems rely on camera, radar, and LiDAR sensor-based perception systems to accurately evaluate the environmental surroundings and conditions that inform navigational decisions. Without reliable validation of these systems, OEMs and Tier 1 suppliers risk increased safety issues, heightened regulatory challenges, and reduced trust. Ansys and Sony address these factors by enabling a high-fidelity simulation of camera sensors — improving performance, mitigating risk, and accelerating development times to streamline safety compliance.

The AVxcelerate Sensors platform generates a virtual environment with varied lighting, weather, and material conditions to simulate how light travels through the environment, the camera lens, and then hits the imager. Coupled with Sony’s sensor model, this simulation can reproduce pixel characteristics, signal processing functions, and system functions of Sony’s HDR imager with extreme predictive accuracy. This simulation model enables users to conduct robust, scenario-based testing — with either pre-defined inputs or real-time feedback — for Sony’s HDR imager-based perception systems, improving accuracy, reliability, and safety in ADAS and AV applications.

To minimize on-road testing, combined simulations can inject images into advanced Software-on-Chip perception systems. Simultaneously, an electronic control unit, used to control functions like engine management and transmission, is integrated into this simulated environment to test its performance. This approach ensures the entire simulation process, from sensors to processing chips, is accurate and reliable.

“Achieving full autonomy involves OEMs working with leading technology providers like Ansys to enhance the accuracy of the integrated tools used to validate AV systems,” said Tomoki Seita, general manager, automotive business division, Sony Semiconductor Solutions Corporation. “Through this collaboration, customers can confidently verify their systems using highly reproducible, predictively accurate simulations. This is especially useful for OEMs and

Tier 1 suppliers that run actual camera simulations to verify recognition algorithms and vehicle control software.”

In addition, the AVxcelerate platform is compatible with many customer-specific simulation toolchains, including open-source or other commercial simulators, is highly scalable, and is cloud-enabled for improved computational power and broad accessibility. This workflow allows designers to generate realistic images to assess performance before the sensor is assembled or generate a virtual training dataset at scale.

“Meeting safety compliance is a top priority for our OEM customers, but it is incredibly difficult to achieve due to the number of scenarios that need to be tested,” said Shane Emswiler, senior vice president of products at Ansys. “Ansys offers a breadth of multiphysics simulation solutions to make AVs safer and more reliable while accelerating the development process. With AVxcelerate Sensors, users can replicate on-road decision-making in a high-fidelity virtual environment, enhancing predictive accuracy and transforming the way companies design and test AVs.”

### *NEW Sage Cloud-Native Construction Packages Built to Meet the Demands of Construction Submarkets*

18 December 2024

Sage, the trusted software provider for small and mid-sized businesses (SMBs) in the construction industry, announces the launch of end-to-end cloud-native packages designed to meet the needs of submarkets within the construction industry. The new packages : Sage for Real Estate Developers, Sage for Home Builders, and Sage for General Contractors, are built to address the respective challenges faced by real estate developers, home builders, and general contractors.

“Sage has decades of experience serving businesses across all sectors of the construction and real estate industry, so we understand their unique software needs. GCs require different tools to run their business compared to a home builder or real estate developer,” said Julie Adams, Senior Vice President, Construction and Real Estate, Sage. “Our construction packages bring together the must-have solutions for each submarket, ensuring that they’re bases are covered from preconstruction to operations and finance, all built on the power and flexibility of a cloud-native platform.”

The submarket packages include Sage Intacct's powerful finance and operations solution at their core :

- **Construction Financials** : Built specifically for construction, Sage Intacct Construction gives teams total visibility into the health of their projects and business. It helps mitigate escalating construction costs and keeps projects on target with robust budgeting tools, real-time cost tracking, and insights into job costs, change orders, invoices, and more.
- **Construction Management** : End-to-end construction operations software that streamlines workflows, enhances team collaboration, and optimizes resource allocation across projects. Sage Construction Management is built for collaboration and mobility,

with access to the platform anytime and from any device. Plus, teams can create customized reports showing items like labor, materials, and work-in-progress.

Each package includes additional solutions that are tailored to the demands of that submarket. The cloud packages are built on a multi-tenant, true-cloud foundation, delivering automatic updates so teams are always on the latest version. With an open platform and robust partner ecosystem, Sage provides customers with the power of choice – the flexibility to choose the right mix of Sage and partner-provided solutions optimal for the business today and can flexibly scale and adapt with the business as needs change.

### **How Sage Construction Packages help customers**

Retail Property Group, a commercial real estate company based in Boca Raton, Fl., needed a new, cloud-based solution that could help streamline workflows and deliver real-time access to their data. The team turned to Sage and experienced immediate time savings.

"I would say without question, hours every single day are now productive because we are not waiting on the server-based system. It's a night and day difference ; I was shocked," said John Jenkins, CFO, Retail Property Group. "I'm very pleased with where we're at and optimistic about where we're going to be, and I don't think we would be anywhere near that without our Sage solutions."

In addition to these newly launched packages, Sage also offers Sage for Specialty Contractors, a cloud package that manages all phases of construction and field services, and Sage for Construction Essentials, an entry-level cloud package for smaller companies within any construction sector.