

## Contents

<b><i>CIMdata News</i></b>	<b>2</b>
CIMdata to Host a Free Webinar on Multiple-View Bill of Materials Management	2
CIMdata's Mike Fry to Participate in an upcoming Webinar	3
Managing the Digital Thread in Global Value Chains – A CIMdata Commentary	4
<b><i>Acquisitions</i></b>	<b>8</b>
Accenture Acquires Dutch Product Design and Innovation Agency VanBerlo	8
Cap Gemini acquires Advectas	9
Nemetschek: Maxon and Red Giant Merger Completed	9
Rockwell Automation to Broaden Connected Enterprise Consulting Expertise with Acquisition of Kalypso	10
<b><i>Company News</i></b>	<b>10</b>
Accenture Receives Four Regional SAP® Partner Excellence Awards Based on Contributions to Strengthen Intelligent Enterprises	10
Bentley Systems Issues Call for Nominations for the Year in Infrastructure 2020 Awards Program	11
Cadence Named by Fortune and Great Place to Work as One of the 2020 100 Best Companies	13
CGS Expands Presence in the Indian Market with a New Office in Hyderabad	13
Dassault and Xometry Partner to Offer Instant Part Production in Design Environment	14
Fujitsu Granted First Private 5G License in Japan	15
Open Text Report: Phishing Attempts Grew by 640 Per Cent Last Year	16
Oracle Cloud Applications Achieves FedRAMP Moderate Authorization	17
SAP Continues to Drive Transformation of the Company	17
SAP is a Global Top Employer for the Third Year in a Row	18
SoftInWay Partners with Siemens	19
Variantum has signed a cooperation agreement with SharePLM	19
<b><i>Events</i></b>	<b>20</b>
Keynote Speakers Announced for SAP Ariba Live in Las Vegas	20
SEMI Symposium Europe to Explore Most Pressing Tech Needs in Region	21
Vectorworks Design Summit Keynote Speakers Announced	21
<b><i>Financial News</i></b>	<b>22</b>
Atos posts 2019 annual results	22
Synopsys Posts Financial Results for First Quarter Fiscal Year 2020	25
Trimble Announces Record 2019 Financial Results	25
<b><i>Implementation Investments</i></b>	<b>27</b>
Atos supports OneWeb in successful launch of 34 new satellites	27
Cotonificio Albini Digitizes Asset Management with Infor	27
Infosys Partners with GE Appliances to Enable Digital and Workplace Transformation	28
SodaStream Puts Sparkle into Asset Management with Infor and GIV Solutions	29
Tamara Mellon Strides Ahead with Centric PLM	30
<b><i>Product News</i></b>	<b>31</b>
Altium Redefines Design and Visualization in the Cloud	31
Elysium's Solution Supports Dassault Systèmes' 3DEXPERIENCE in the Digital Supply Chain	32
Minerva Group launches PLM solution for midmarket manufacturers	33

## CIMdata News

### *CIMdata to Host a Free Webinar on Multiple-View Bill of Materials Management*

19 February 2020

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, “Making Multiple-View Bill of Materials Management a Reality.” The webinar will take place on Thursday, March 12, 2020 at 11:00 a.m. (EDT) and will last for one hour.

The Digital Thread has been a core element of the PLM vision for decades. Within the last 3- to 5-years, commercial PLM solutions have advanced to a point where the enablement of the Digital Thread is technically possible. Leaders in many industries are starting to implement multiple-view bill of materials (multi-view BOM) solutions and envision expanding these solutions upstream and downstream as a digital thread throughout the product lifecycle.

This webinar will focus on multi-view BOM strategies for the implementation of eBOM, mBOM, and sBOM structures that are core to the concept of the digital thread, a journey that has its challenges. Two major difficulties that commonly arise and methods to overcome them will be considered. The first will address the reality that multi-BOM solutions involve disruptive change to processes and roles. The second will address the reality that multi-view BOM technology has gaps that are not thoroughly understood.

Attendees at this webinar will:

- Gain an understanding of the nature of two major factors that impact the success or failure of a multi-view BOM transformation.
- Learn how to turn organizational resistance to a multi-view BOM transformation into positive engagement.
- Learn how to sustain management support by applying a defined methodology to quantify and verify benefits of a multi-view BOM transformation.
- Learn how to anticipate and remediate technology gaps early in the multi-view BOM solution planning work stream.

According to James Roche, CIMdata’s Director, Aerospace & Defense Practice, and the host for this webinar, “With recent advances in commercial PLM software, enablement of the Digital Thread is technically possible. Leaders in many industries are pursuing multi-view BOM implementations, and they are learning that the costs of disruption are readily apparent, but the benefits are elusive. Transformations to multiple-view bills of materials, such as eBOM/mBOM/sBOM, have complex impacts on process and roles and apply stress at the untested boundaries of technology. Novel methods are available for proactively engaging the user community in transformation design and value verification, and for mitigating gaps at the boundaries of technology.”

Mr. Roche has 35+ years of experience in transformation and IT enablement of product development and manufacturing processes. He has been a strategic advisor and program manager for PLM programs across the United States, Europe, and Asia. Before joining CIMdata Mr. Roche was a PLM Practice Manager at CSC Consulting and at A.T. Kearney. He was also at EDS, where served as the chief

architect for General Motors' worldwide engineering systems and as head technical negotiator for strategic supplier contracts.

This webinar will be of interest to PLM program and project managers, PLM program planners, PLM solution architects, PLM business analysts, PLM organizational change management professionals, digital transformation experts, configuration management specialists, corporate strategic planners, corporate IT planners, and anyone who wants to learn more about multi-view BOMs.

During the webinar attendees will have the opportunity to ask questions about the topics discussed. To find out more, visit: <https://www.cimdata.com/en/education/educational-webinars/webinar-making-multiple-view-bill-of-materials-management-a-reality>. To register for this webinar please visit: <https://register.gotowebinar.com/register/6348566247054242818>.

 [Click here to return to Contents](#)

## ***CIMdata's Mike Fry to Participate in an upcoming Webinar***

19 February 2020

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that Mike Fry, Executive Consultant, will take part in a webinar that will help attendees gain an understanding about why it is imperative to have seamless connectivity between CAM, tooling, and simulation software in today's manufacturing environment.

In this webinar, "Create Better Parts in Less Time with Advanced NC Simulation & Optimization," Mr. Fry will join a discussion that will include the following topics:

- Advanced NC simulation and optimization capabilities.
- What makes seamless connectivity between CAM, tooling, and simulation software so important for manufacturing today.
- How software can protect your investment while increasing shop floor productivity.

Mr. Fry has 40+ years of PLM and broad manufacturing industry experience servicing clients from aerospace & defense, shipbuilding, automotive, and electronics industries. Prior to his consulting career, Mr. Fry was an aerospace design engineer with Beech Aircraft and Martin Marietta. Later, while at several leading PLM solution providers, he worked with global manufacturing companies in the automotive, aerospace & defense, building products, fabrication, industrial equipment, and marine industries. More recently he was involved in the predictive analytics discipline working on projects implementing the Internet of Things (IoT) and Industry 4.0 practices to provide data collection for cognitive computing and decision-making. This work was applied to machine tool operations, drone imaging and video capture, as well as jet engine failure prediction.

The webinar, which is hosted by CGTech, will take place on Wednesday 11 March at 2:00 p.m. EDT. To learn more or register, visit <https://www.cimdata.com/en/events/plm-industry-events/event/526-webinar-create-better-parts-in-less-time-with-advanced-nc-simulation-optimization>

 [Click here to return to Contents](#)

## *Managing the Digital Thread in Global Value Chains – A CIMdata Commentary*

18 February 2020

### **Introduction**

For as long as there have been products, those products have had a lifecycle. They were conceived, created, sold, supported, and retired long before the advent of digital tools. Today that lifecycle is supported by a plethora of digital tools, each generating intellectual property that must be captured and managed as part of a digital thread spanning from idea through life. That management problem is hard enough within a company, but today's global value chains make it even more difficult. Creating robust data definition and exchange standards can help address this problem, and a global community worked together to define the ISO 10303 suite of standards, known as STEP, that is collectively intended to do just that. Eurostep built their business model and solutions on taking a standards-based approach to solving this common problem. Their solution, ShareAspace, has been successfully used to support collaborative development and lifecycle support in a range of industries. Their ability to capture and manage a collaboratively developed and supported digital thread is the focus of this commentary.<sup>1</sup>

### **Capturing the Digital Thread Across a Global Value Chain**

Since the advent of Industry 3.0, digital computing technologies have been applied to the product and process lifecycle in a variety of ways. Early days saw two-dimensional mechanical computer-aided design (2D MCAD) evolve to 3D. Cheap computing power made computer-aided engineering (CAE) feasible and now commonplace. More recently, the emergence and rapid growth of social computing applications and the Internet of Things (IoT) brought even more data that must be considered during the lifecycle. And these are just a few of many types of applications regularly employed in industry. These applications and use cases generate a range of data that must be managed to support the product lifecycle.

CIMdata owes its existence (and name) to the advent of Industry 3.0, also often referred to as the emergence of computer-integrated manufacturing (CIM). We have chronicled the evolution of the application of digital technologies to the product lifecycle since the early 1980s. In the early 2000s CIMdata and the industry converged on the concept of product lifecycle management (PLM), which CIMdata sees as a strategic business approach enabled by a set of digital technologies. Since the emergence of PLM, CIMdata has discussed the bill of information, a virtual data store for information associated with the product lifecycle from idea through life—CAD files, BOMs, documents, visualization/markup, CAM files, etc., including the interrelationships among them. PLM has always been about managing this wide range of information, associated to the evolving product and its lifecycle, in an extremely heterogeneous tool environment.

Today, the phrase “digital thread” has taken hold in a range of industries to describe much the same idea. CIMdata defines the digital thread as a communication framework that allows a connected data flow and integrated view of an asset's data (i.e., its Digital Twin) throughout its lifecycle across traditionally siloed functional domains. The phrase digital twin is also widely used but definitions vary widely. What each solution provider means by the phrase varies, mainly as a function of their current offerings and strategies. CIMdata's preferred definition of the digital twin is a virtual representation (i.e., digital surrogate) of a physical asset or collection of physical assets (i.e., physical twin) that exploits data flow to/from the associated physical asset(s). In a smart, connected world, products can report detailed information on their current status and recent use, information that can be invaluable to maintain overall equipment effectiveness (OEE) or, increasingly, to optimize future product designs based on real world data.

Capturing this set of data and process information is an extremely complex problem. The digital thread definition talks about a communications framework for sharing that information across design, manufacturing, and deployment. How should such a framework best be defined? Eurostep and their many satisfied customers believe that a standards-based definition is the best approach. Eurostep built their business and solutions around this approach, including their flagship offering, ShareAspace.

### **Eurostep ShareAspace: Hub for the Digital Thread**

---

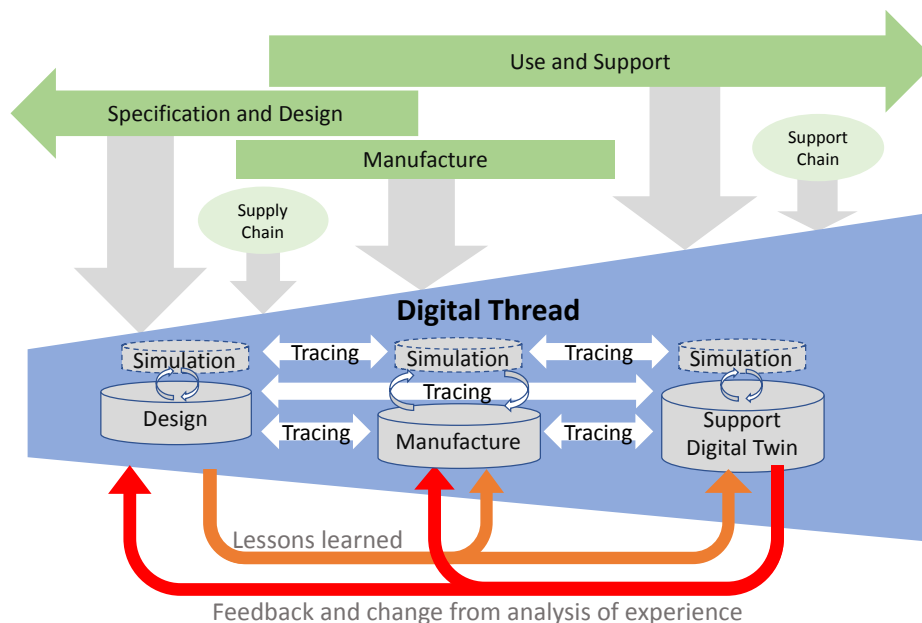
<sup>1</sup> Research for this commentary was partially supported by Eurostep.

# CIMdata PLM Late-Breaking News

Eurostep is well-known for their work on standards that enable product data exchange and collaboration. Founded in 1994, Eurostep has been a key proponent of openness and standards, with a focus on ISO 10303, formally known as “Automation systems and integration — Product data representation and exchange,” but better known as STEP, the Standard for the Exchange of Product model data. STEP Application Protocol 242 (AP 242 or ISO 10303-242) defines “managed model-based 3D engineering,” dictating how 3D content is to be shared. In the PLM context, ISO 10303-239, the Product Life Cycle Support (PLCS) standard, is equally important as it defines “what information can be exchanged and represented to support a product through life.” In today’s parlance, PLCS helps capture the digital thread. Eurostep’s work on standard data formats and structures to support global collaboration has been core to their mission. In 2001 Eurostep introduced ShareAspace, the first value chain collaboration solution built around data exchange standards like ISO 10303, ISO 10303-239, and ISO 10303-214/242.

It is important to note that the ISO 10303 development process was driven by leading industrial companies and supported by the solution providers and government bodies such as Ministries of Defense. Leading industrial firms like Boeing, BAE Systems, Lockheed Martin, Rolls-Royce, and Saab, together with their customers, wanted to ensure that their combined information needs could be met. Solution and service providers were also involved, representing a range of application areas including PLM, enterprise resource planning (ERP), enterprise asset management (EAM), and maintenance, repair and overhaul (MRO).

Eurostep takes a very broad view of the digital thread, reflected in the range of business problems addressed by ShareAspace illustrated in Figure 1 Most complex designs are collaborative efforts between a prime contractor or original equipment manufacturer (OEM) and their supply chain partners. These collaborations generate a lot of information about the evolving design and the associated manufacturing processes that must be captured as part of the digital thread that will help animate digital twins. Many of the use cases Eurostep supports are for extremely long-lived products with complex support requirements, e.g., military aircraft and ships. Rightfully, custodians of these long-lived products have concerns about data preservation for long-term use. There is concern about intellectual property being locked in the data format of providers and systems that are likely not to be around for the asset’s lifetime. Again, this demonstrates the importance of data format standards in helping to meet these lifecycle support requirements.



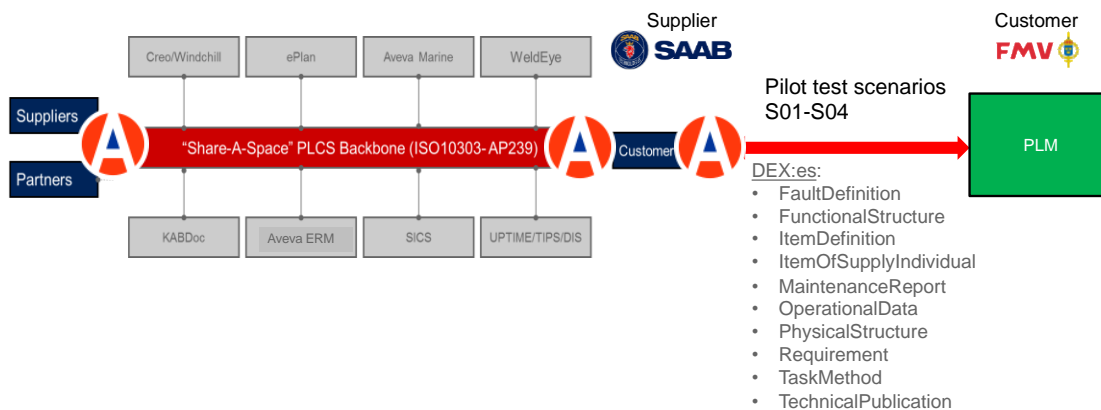
**Figure 1—Eurostep Support for the Digital Thread**  
(Courtesy of Eurostep)

Eurostep has an impressive list of customers using ShareAspace as the collaboration hub to support a range of lifecycle use cases, from collaborative development to aftermarket support. Making this work requires a strong set of business

# CIMdata PLM Late-Breaking News

arrangements, supported by process and information standards to ensure the digital thread information is complete for all upstream and downstream usages.

Saab Kockums (Kockums), a shipyard in Sweden known for military shipbuilding, used ShareAspace to implement a very broad lifecycle vision that also includes using PLCS DEXs (Data Exchange Specification) to communicate with their main customer. Saab deployed ShareAspace as the product data backbone as well as a collaboration hub for suppliers, partners, and customers to enable model-based product development. In a recent presentation, Mr. Torbjörn Pettersson, IT Director for Kockums, spoke of the complexities of maintaining point-to-point integrations in a traditional PLM environment. In model-based development, different tools describe requirements, functional models, logical models, and physical/3D models, making it difficult to define and maintain the complex relationships among those views. Kockums decided that a better approach would be to focus on the data, developing a concept model that semantically defined the knowledge domains that would be shared by different organizations over the product lifecycle. This concept model and its mapping would then help define the necessary integrations. Figure 2 illustrates this concept in practice for how Kockums is using ShareAspace as the backbone and to support their end customer, the Swedish Defence Materiel Administration (FMV). It includes integrations between ShareAspace and commercial tools like Creo, Windchill, EPLAN, and AVEVA Marine, with the data and process requirements defined by a set of DEXs. Work on building out this complex environment is on-going.



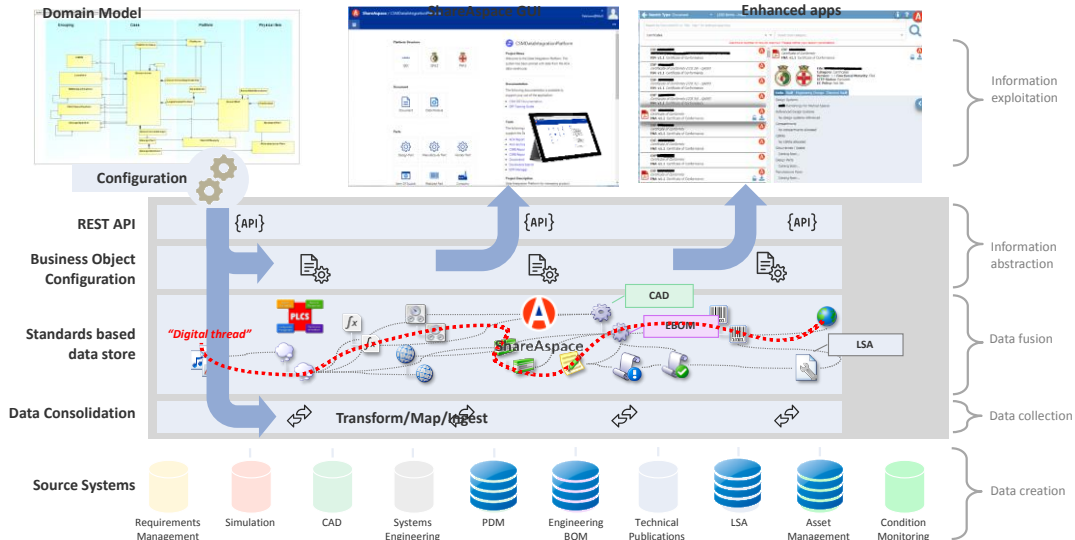
**Figure 2—FMV Suppliers Use the ShareAspace Information Backbone**  
(Courtesy of Eurostep)

BAE Systems, a leading UK defense contractor, is implementing an equally expansive lifecycle vision, in this case for the Queen Elizabeth-class aircraft carriers. The new ships were developed by the Aircraft Carrier Alliance (ACA), a partnership between BAE Systems, Babcock International, the Thales Group, and the UK Ministry of Defence (MOD) to build these carriers for the Royal Navy. At the PI PLMX event in London in 2019, Mr. Roger Hobley, Technology Development Manager for BAE Systems Maritime Services, emphasized that the MOD is the end user for his work, not his colleagues at BAE Systems. The Royal Navy's new flagship has an expansive mission that must be delivered at 1/3 to 1/5 of the cost of her nearest rival (the Gerald Ford-class carrier from the United States). The timelines are also very aggressive. This required assembling an "all-star" team working at multiple shipyards to make their vision a reality. Both carriers—the HMS Queen Elizabeth and her sister ship the HMS Prince of Wales—have been delivered and commissioned in the Royal Navy, an impressive feat of engineering and complex, multi-site manufacturing. With the development program complete, the Aircraft Carrier Alliance is being closed down. This presents a major challenge: preserving the design data as part of the digital thread for the carriers and keeping it current and accessible for lifetime support.

Supporting the carriers requires the active participation from a distributed support chain from across the MOD and industry. Each partner and their respective value chains have their own development processes and tools. BAE Systems have built a solution to help manage the design intent through life. The goal is to deliver "assured product support information (APSI)" to the customer, in this case the MOD. The focus was not on the individual tools but on the information needed to provide that assurance to the customer. BAE Systems sees their work with their ACA partners and Eurostep as founded in a shared belief in the power of standards, enabled by a customer champion in the MOD. The project remained focused on the needed information and less focused on tools, an uncommon approach. This is important, as data is converging from over 165

# CIMdata PLM Late-Breaking News

different systems. ShareSpace provides the common data integration platform that spans the lifecycle, gathering information from tools used in design through to maintenance management, as shown in Figure 3.



**Figure 3—Architecture Supporting the Queen Elizabeth-Class Carriers Program**  
(Courtesy of Eurostep)

CIMdata was impressed with the use of ShareSpace in this complex application. This standards-based information architecture is now proven as readily achievable, with the right combination of technology, people, and strong leadership, a combination this program has enjoyed. Their approach preserves the digital thread across the potential divide between development and support, a complex endeavor many programs struggle to achieve. CIMdata looks forward to future updates on progress over the early years of the program when the information architecture and business processes will be tested as the carriers execute their missions and need effective lifetime support.

## Conclusion

In today's smart connected world, it is essential for product companies to be able to capture and manage a digital thread of information on product and process development that spans from idea through life. Capturing this information from complex global value chains and managing relationships is extremely challenging. The tool environment can be heterogeneous in the extreme, with data coming from global sources.

Over the last twenty-five years, the global standards community, driven mainly by large industrial firms, produced the STEP family of standards that collectively define the data needed to build a digital thread to support the full lifecycle. Eurostep remains active in the ISO 10303 standards process and built their business on supporting its development and use with their flagship ShareSpace collaboration solution. The company has an impressive range of customers in a variety of industries that are committed to using ShareSpace as their backbone and/or collaboration hub for product lifecycle support. Most parties in these collaborations have their own internal PLM-related tools and infrastructure but can readily provide the necessary information mapped to the ISO standards by integrating with ShareSpace. This is an effective approach that recognizes the heterogeneous reality of most value networks and PLM implementations today. Its success to date supporting a wide range of collaborative enterprises is also impressive. ShareSpace is the collaboration hub for large complex projects for long-lived assets like the Queen Elizabeth-class aircraft carriers, down to focused applications like building an after-market support business at a going concern who needed to build their digital thread to help make that business feasible and profitable. The common thread, if you will, is the commitment to product data standards as the means to ensure open and maintainable information, something that is in the DNA of Eurostep.

[!\[\]\(2b376d1a92330ab09dad2665d2f89bf5\_img.jpg\) Click here to return to Contents](#)

## Acquisitions

### ***Accenture Acquires Dutch Product Design and Innovation Agency VanBerlo***

19 February 2020

Accenture has acquired award-winning product design and innovation agency VanBerlo, headquartered in Eindhoven, Netherlands. The acquisition will strengthen Accenture's capabilities to help clients benefit from the merging of physical products and digital services. Terms of the deal were not disclosed.

VanBerlo innovates products and services for companies in many industries, including fast-moving consumer goods, mobility, healthcare, banking and high-tech. The agency's smart connected solutions combine physical objects with digital services, using technologies like internet of things sensors, artificial intelligence and data analytics. These solutions can provide more personalized offerings and convenience to users while offering companies new ways to expand their businesses.

Since its foundation in 1982, VanBerlo's work has collected more than 150 awards, including from iF, Red Dot and Good Design. In 2017, Erasmus University and Dutch television and radio broadcaster AvroTros named it the Netherlands' most innovative company.

VanBerlo has a team of more than 90 professionals working from studios in Eindhoven and The Hague. They have deep experience in innovation and product strategy; product, software and user experience design; and prototyping, with a focus on sustainable solutions. The team will join Accenture Industry X.0, the part of Accenture that uses digital technologies to improve how companies design, engineer and manufacture products and services, and operate industrial facilities.

Frank Rennings, managing director and Accenture Digital Lead in the Netherlands, said: "The number of smart connected products is increasing rapidly and the speed of digitization is challenging our clients' design and development processes. Both call for a new approach to innovation. Bringing VanBerlo's creative team into our Industry X.0 practice will enable us to help our clients develop new business models and generate new revenues from smart connected products and services."

Thomas Paulen, CEO of VanBerlo, said: "Our multidisciplinary team is passionate about creating forward-looking solutions that meet humans' needs and generate growth for clients. We are looking forward to joining Accenture Industry X.0 and driving innovation for global clients."

The acquisition of VanBerlo will complement Accenture's acquisition of innovation agency Happen in October 2019, which has a team in Amsterdam.

Other acquisitions Accenture has made to strengthen its Industry X.0 business include US product innovation and engineering company Nytec, German technology consultancy Zielpuls, and German strategic design agency designaffairs.

 [Click here to return to Contents](#)

## ***Cap Gemini acquires Advectas***

20 February 2020

Capgemini announced the signing of an agreement to acquire Advectas, a leading business intelligence and data science company in Scandinavia. By joining Capgemini's Insights & Data global business line, the 200+ strong Advectas team will help to further meet growing client demand for Capgemini's business intelligence and data analytics services across the region.

Founded in Sweden in 2006, to help companies make better business decisions based on data-driven insights, Advectas has a strong Scandinavian footprint with offices in Stockholm, Copenhagen, Gothenburg and Malmö. Client projects span multiple industry sectors and include business intelligence solutions; data management and data science services; consulting, planning and simulation.

“Over the past thirteen years Advectas, a well-known player in the Scandinavian market, has built up a strong competency in the analytics space through the outstanding quality of its people and high caliber of its client base,” comments Zhiwei Jiang, CEO of the Insights & Data Global Business Line at Capgemini. “Along with many commonalities in terms of culture and clients, Advectas brings to Capgemini a further presence in cities across Sweden and Denmark, a strong track record in helping clients to monetize data, as well as deep and significant relationships in the Scandinavian business intelligence space. I am delighted to welcome the Advectas team to Capgemini.”

“The cultural fit between Advectas and Capgemini was a major consideration for us. In Capgemini we saw a number of fundamental values that mirror our own, such as team spirit, freedom and trust, as well as a deeply collaborative mindset,” said Stefan Olsson, CEO and President of Advectas. “We had reached a stage where our large clients wanted to expand and evolve our solutions for their global marketplaces. By joining Capgemini, we will be able to offer them this scale along with many other integrated digital and cloud-based capabilities to support their long term business goals.”

 [Click here to return to Contents](#)

## ***Nemetschek: Maxon and Red Giant Merger Completed***

20 February 2020

Maxon, the developers of professional 3D software solutions and Red Giant, creators of unique tools for editors, VFX artists, and motion designers, are pleased to announce the completion of all financial and regulatory agreements required to complete their merger. Additionally, key appointments in executive leadership have been revealed.

“After months of planning and hard work, we're proud to announce the merger of our two companies is officially completed,” stated David McGavran, CEO. “We are excited to begin our partnership with Red Giant which shares with us a great tradition of outstanding products, innovation and superior customer experience. Our newly formed and seasoned executive team is thrilled to start integrating the talented teams and processes of both companies.”

The new executive team includes leaders from both Maxon and Red Giant, making this a true fusion of the two companies. Together they are expected to bring remarkable synergies across all areas that will result in greater reach, product innovation and customer service. Also, later this year Enrique Glas, who currently serves as Vice President Corporate Finance and Controlling with Nemetschek, will be joining the executive team to bring best of class leadership to the finance department.

 [Click here to return to Contents](#)

## ***Rockwell Automation to Broaden Connected Enterprise Consulting Expertise with Acquisition of Kalypso***

20 February 2020

Rockwell Automation, Inc. announced that it has signed an agreement to acquire privately-held Kalypso, LP, a US-based software delivery and consulting firm specializing in the digital transformation of industrial companies with a strong client base in life sciences, consumer products and industrial high-tech. Kalypso offers a full suite of consulting, digital innovation, enterprise technology and business process management services that enable the transformation of product design and development, production management, and client service models.

“Kalypso’s deep roster of experienced consultants and technologists, expertise across the digital value chain and established customer base in key growth sectors will enable us to further accelerate our customers’ Connected Enterprise journey and support Rockwell Automation’s strategic objective of continued double-digit growth in Information Solutions and Connected Services,” said Frank Kulaszewicz, Senior Vice President, Control Products & Solutions at Rockwell Automation.

Rockwell Automation is best positioned to bring Information Technology (IT) and plant floor technology (OT) together. The Connected Enterprise converges plant-level and enterprise networks, and securely connects people, processes, and technologies to drive digital transformation and enable smart manufacturing through operational intelligence, productivity and risk management. The added capabilities and experience of the Kalypso team will further enhance Rockwell Automation’s ability to deploy technology and deliver even greater value to customers.

“We are excited to be joining Rockwell Automation to broaden its enterprise software consulting and information architecture offerings and enhance our ability to help our clients harness the power of digital innovation to discover, create, make and sell better products,” said Kalypso CEO George Young.

The transaction is expected to close in the spring of 2020, subject to customary approvals and conditions, and will be reported in the Control Products & Solutions business segment.

 [Click here to return to Contents](#)

## Company News

### ***Accenture Receives Four Regional SAP® Partner Excellence Awards Based on Contributions to Strengthen Intelligent Enterprises***

21 February 2020

Accenture recently received four 2020 SAP® Partner Excellence Awards, presented each year to top alliance partners that have made outstanding regional contributions toward driving companies’ digital transformations. Accenture earned the following awards this year:

- SAP APJ Award for Partner Excellence 2020 for SAP S/4HANA® Innovation Partners
- SAP APJ Award for Partner Excellence 2020 for ISV Solution Partners
- SAP EMEA Service Partner Excellence Award 2020 for Overall Contribution
- SAP EMEA Service Partner Excellence Award 2020 for SAP S/4HANA

Accenture was also named the SAP® Ariba® and SAP® Fieldglass® EMEA South Services Partner of the Year.

“This year, Accenture has taken home awards across numerous areas, which we believe showcases our

ability to lead our clients along their journey toward becoming intelligent enterprises,” said Christophe Mouille, senior managing director and lead for Accenture’s Global SAP Business Group. “Accenture and SAP have worked together for decades to revolutionize the future of business through innovative solution development and delivery, creating tremendous opportunities for our clients.”

Stephane Mermet, vice president of alliances for SAP EMEA North, said “The FKOM award ceremony recognizes top-performing SAP partners in EMEA that have consistently engaged with SAP to help ensure the success of customer transformation projects.” Peter Roberts, vice president of alliances for SAP EMEA South added: “It is a great pleasure to recognize Accenture’s outstanding contribution to SAP business in EMEA and as an instrumental partner supporting customers moving to SAP S/4HANA.”

Accenture also recently announced that it is the first company to achieve SAP® Model Company certification, which can accelerate custom deployment of SAP S/4HANA by as much as 30 percent. This certification distinguishes Accenture’s intelligent enterprise solutions for oil and gas and life sciences companies that are delivered through Accenture myConcerto®.

Awards were presented by SAP to top-performing SAP alliance partners in different regions that have made outstanding contributions to driving companies’ digital transformation. Recipients of this year’s awards have been – in partnership with SAP – helping customers adopt innovation easily, gain results rapidly, grow sustainably and run more simply with SAP solutions. Nominations for the SAP Partner Excellence Awards were based on internal SAP sales data. A steering committee composed of regional and global SAP representatives determined winning partners in each category according to numerous criteria such as sales achievement and performance. Awards were presented in a variety of categories, including overall sales, innovation, technology, services and solution-specific areas.

 [Click here to return to Contents](#)

### ***Bentley Systems Issues Call for Nominations for the Year in Infrastructure 2020 Awards Program***

18 February 2020

Bentley Systems, Incorporated announced its call for nominations for the Year in Infrastructure 2020 Awards program. The awards, which are judged by independent juries of industry experts, recognize infrastructure projects for digital innovations that improve project delivery and/or asset performance. The deadline for nominations is May 1, 2020.

The Year in Infrastructure Awards are an integral part of Bentley’s annual Year in Infrastructure Conference. The conference, which will take place October 12-15 at the Vancouver Convention Centre, brings together infrastructure professionals and industry thought leaders from around the world to share best practices and learn about the latest advances in technology that will improve infrastructure project delivery and asset performance. Winners are announced during the gala awards dinner at the culmination of the conference.

Users of Bentley software are invited to nominate their projects in the Year in Infrastructure Awards program, no matter which phase the project is in – planning/conception, design, construction, or operations. The three finalists chosen for each awards category win a trip to Vancouver to attend the Year in Infrastructure 2020 Conference as guests of Bentley Systems. As part of the conference, the finalists will present their projects before the judges, industry thought leaders, and more than 100 members of the media.

Every project nominated for an award receives recognition across the global infrastructure community. Through the Year in Infrastructure Awards program, participants:

# CIMdata PLM Late-Breaking News

---

Gain global recognition by having their infrastructure projects profiled in Bentley's Infrastructure Yearbook, which is distributed in print and digital formats to media, government, and industry influencers around the world. All winning and finalist projects are also featured on [bentley.com](http://bentley.com)

Enhance their competitive edge by demonstrating to existing and potential clients the value they add to projects through their digital innovations

Receive media coverage from global media and support from the Bentley team in marketing and promoting their respective projects to the media

The Year in Infrastructure 2020 Awards will recognize outstanding achievements for infrastructure projects and assets in the following categories:

4D Digital Construction

Bridges

Buildings and Campuses

Digital Cities

Geotechnical Engineering

Land and Site Development

Manufacturing

Mining and Offshore Engineering

Power Generation

Project Delivery

Rail and Transit

Reality Modeling

Roads and Highways

Road and Rail Asset Performance

Structural Engineering

Utilities and Communications

Utilities and Industrial Asset Performance

Water and Wastewater Treatment Plants

Water, Wastewater and Stormwater Networks

Additionally, projects that represent Bentley's mission of advancing infrastructure but transcend the narrower focus of the individual category awards can be considered for Special Recognition awards including:

Advancements in Digital Twins for Project Delivery (Project Digital Twins) for a project using a digital twin to gain useful insights, such as understanding the impact of change and design alternatives or highlighting issues with the quality of project data, to more effectively collaborate with the extended project team or to model the performance of a project and its construction.

Advancements in Digital Twins for Asset Performance (Performance Digital Twins) for a project involving an operating infrastructure asset that uses a digital twin to gain useful insights to improve the performance in areas such as throughput, safety, compliance, or maintenance, to evaluate the relative impact of different operational strategies, to support training operational staff, or to support remote

operations.

Advancements in Sustainability and Resilience for a project that has been designed or an infrastructure asset that is being operated to achieve better sustainability (lower carbon footprint, better use of renewables, reduced environmental impact) or higher resilience (ability to withstand and recover from man-made or natural disasters, adaptability to changing conditions).

 [Click here to return to Contents](#)

## ***Cadence Named by Fortune and Great Place to Work as One of the 2020 100 Best Companies***

19 February 2020

Cadence Design Systems, Inc. announced that Fortune and global research and consulting firm Great Place to Work® have named Cadence #82 on the 2020 Fortune 100 Best Companies to Work For® list. This is Cadence's sixth consecutive year on the list. The inclusion of Cadence on this list reflects the company's dynamic culture where employees are passionate about executing on the Intelligent System Design™ growth strategy, creating innovative technology and driving customer success.

For more information on the Cadence 2020 Fortune 100 Best Companies to Work For recognition, please visit <https://fortune.com/best-companies/2020/cadence/>

“Since joining Cadence in 2009, it's been amazing to see our worldwide team adopt a high-performance mentality,” said Lip-Bu Tan, CEO of Cadence. “Every day, our employees show a passion for customer success and strive to solve some of the world's toughest technological challenges through Intelligent System Design. Being recognized for six years in a row as one of the Fortune 100 Best Companies to Work For amplifies our ongoing commitment to excellence. As a collaborative team, we've achieved great successes. I'm continuously inspired by how our employees find new ways to delight customers with the emergence of transformative technology trends, like autonomous driving, artificial intelligence and 5G.”

The Fortune 100 Best Companies to Work For® list is one of a series of rankings by Great Place to Work and Fortune based on employee feedback from Great Place to Work-Certified™ organizations. Cadence was also ranked as a Best Workplace in the Bay Area and as a Best Workplace in Texas by Great Place to Work and Fortune.

Cadence has been recognized as a Great Place to Work in a number of regions around the world including Canada, Brazil, Europe (overall), Asia (overall), France, Germany, Greater China, India, Ireland, Italy, Korea, Poland and the United Kingdom. Additionally, Cadence was recognized in 2019 as one of PEOPLE Magazine's Companies That Care.

“The 100 Best show the way forward,” said Michael C. Bush, CEO of Great Place to Work. “These companies have created Great Places to Work for All—for everyone, no matter who a person is or what they do for the organization. As a result, they have built a path to realize the promise of artificial intelligence, gain strength from a diversity of perspectives, and thrive during downturns.”

 [Click here to return to Contents](#)

## ***CGS Expands Presence in the Indian Market with a New Office in Hyderabad***

21 February 2020

CGS, a global provider of business applications, enterprise learning and outsourcing services, announced today the launch of its new 80,000 square feet expansive office in Hyderabad, in line with expanding its presence in the booming market of India. The organization in Hyderabad has an employee

strength of 500+ and, through this new office, is aiming to double the headcount within a span of 18 months.

This new facility will host CGS's largest software development center outside of the U.S., where the company is headquartered. In its journey spanning three decades, CGS has provided end-to-end diversified IT solutions and serviced a host of clients across sectors including fashion, apparel, healthcare, retail, financial services, hospitality, technology and telecommunications, among others. Its current client portfolio boasts names such as Abercrombie & Fitch, WWE, Timberland, Madura, Orient Fashions and Komar. The company has also swiftly grown in 35 years with 7,500 employees globally, across North America, Latin America, Europe, The Middle East and Asia, serving over 45 countries. Commenting on the launch, Phil Friedman, President and CEO CGS said, "With continued growth in our applications and outsourcing businesses and client demand for software development and technical support services, expanding our footprint in this region made perfect sense. Not only is Hyderabad known for its growing technology sector, it offers a rich talent pool, making it a compelling location from which to serve our valued customers globally. The expansion of the Hyderabad office is a logical next step in our evolution and growth as a leading services provider. This new space increases our ability to attract and retain the necessary talent to ensure we meet customer needs."

"We are experiencing an exponential growth in our operations, which is a reflection of our success with a variety of projects in the areas of human-centric design and customer-led innovation," said Jithu Battu, Managing Director and Country Manager of CGS India.

Joel Reifman, Consular General of U.S. Consulate Hyderabad added, "I would like to extend my hearty congratulations to CGS leadership on their continued growth and expansion here in India, and for their proactive contribution to business innovations and social responsibilities. I wish CGS continued success in Hyderabad and India."

Jayesh Ranjan, Principal Secretary IT and Industries said, "I am very happy to be here for this milestone event. The software and product development center at Hyderabad is a vital component of CGS's global operations and has a growing influence in the cyber security and augmented reality component of the business. We have the right talent to support such cutting-edge technical advancements and the Government of Telangana will support them to ensure they put Telangana on the global map."

The launch was graced by a number of dignitaries including Joel Reifman – Consular General of U.S. Consulate Hyderabad, Jayesh Ranjan – Principal Secretary IT and Industries, Government of Telangana and BVR Mohan Reddy – Executive Chairman, CYIENT & Member-Chairmen's council of NASSCOM.

 [Click here to return to Contents](#)

### ***Dassault and Xometry Partner to Offer Instant Part Production in Design Environment***

18 February 2020

Dassault Systèmes and Xometry announced their partnership to provide customers with a seamless, integrated way to produce parts that accelerates the concept to manufacturing process. Engineers using Dassault Systèmes' SOLIDWORKS and CATIA applications will have automatic and immediate access to Xometry price quotes on MAKE Marketplace for manufacturing parts, without leaving their design environment. The announcement was made at 3DEXPERIENCE World 2020 in Nashville, Tenn.

Engineers can now play a greater role in the design to manufacturing aspect of part production by focusing on the shape of a prototype as well as the cost to produce it. Whereas sourcing manufacturing price quotes from service providers used to require a dozen clicks in a web interface, it now takes place instantaneously in a one-click immersive experience integrated with SOLIDWORKS and CATIA.

Engineers can view Xometry price quotes on their screen in the context of their design, and click to have it manufactured, all while retaining the option to get instant or manual quotes from other MAKE Marketplace suppliers.

“We launched the MAKE Marketplace in 2018 to make it easy for customers to design and manufacture. Our partnership with Xometry takes this a step further,” said Sébastien Massart, head of corporate strategy, Dassault Systèmes. “Customers can order high quality additive manufacturing or CNC machining parts in one click at the right price, thanks to Xometry instant quoting capabilities. This is all part of our vision to continuously reduce the friction that customers face going from design to manufacturing.”

Through this partnership, Xometry becomes the first “prime partner” of Dassault Systèmes’ MAKE Marketplace. This new category recognizes qualified service providers having industrial-grade quality certifications, and production capacities to answer demanding needs as well as high satisfaction rates. Dassault Systèmes plans to add other “prime partners” to the 3DEXPERIENCE Marketplace ecosystem.

“Engineers need the right tools to do their job successfully, and this includes working with a responsive, trusted manufacturing partner,” said Randy Altschuler, CEO, Xometry. “As the leader in 3D printing and on-demand manufacturing, we have served many customers in the MAKE Marketplace since its launch. Through our deeper partnership with Dassault Systèmes, we can directly connect with customers and make a commitment to provide a quote on every customer query. It’s all about faster manufacturing.”

 [Click here to return to Contents](#)

### ***Fujitsu Granted First Private 5G License in Japan***

18 February 2020

Fujitsu announced that it was granted Japan's first private 5G radio station provisional license by the Kanto Bureau of Telecommunications. As a next step, Fujitsu will establish a radio station emitting private 5G radio waves in order to verify private 5G network systems at its Shin-Kawasaki Technology Square office in Kawasaki, Japan.

In the spring of this year, Fujitsu will also move to open a "FUJITSU Collaboration Lab," which will serve as a dedicated co-creation space for collaborating with customers and partners to workshop and verify use cases utilizing private 5G.

Moving forward, Fujitsu will continue to apply for private 5G licenses for its other office locations, plants, and group companies in Japan, offering support for customers in various industries to achieve their own digital transformation projects to deliver new value and business innovations.

#### **First Step to Unlocking New Business Potential through Ultra-Fast Private 5G Networks**

The introduction of private 5G, which allows companies and local governments to operate their own, ultra-fast private networks, is expected to accelerate business innovation in response to the diverse needs of individuals and communities throughout society. Private 5G network technology promises to unlock numerous business applications in a variety of industries, such as accelerating the deployment of IoT in manufacturing, creating secure networks for seamless remote operations and enhancing surveillance at construction sites and medical facilities.

Despite the innovative potential of this technology, however, the introduction of private 5G requires specialized knowledge in the construction and operation of advanced networks as well as preparing appropriate test environments. To overcome these challenges, Fujitsu will draw on its experience in

developing solutions for private 5G networks to conduct technical verification and use case verification of new solutions with this technology together with its customers, with the aim of promoting the optimal use of 5G in real-world business contexts.

Shingo Mizuno, Corporate Executive Officer SVP, Vice Head of Service Platform Business Group at Fujitsu Limited, comments: "Obtaining this qualification marks an exciting and important milestone in the development of our 5G capabilities in Japan. We're looking forward to the chance to work together with our customers and partners to leverage private 5G network technologies to solve business challenges across a wide range of industries and use case scenarios going forward."

 [Click here to return to Contents](#)

### ***Open Text Report: Phishing Attempts Grew by 640 Per Cent Last Year***

18 February 2020

OpenText issued the 2020 Webroot Threat Report, highlighting not only the agility and innovation of cybercriminals who continue to seek out new ways to evade defenses, but also their commitment to long-established attack methods. Most notably, Webroot observed a 640 percent increase in phishing attempts and a 125 percent increase in malware targeting Windows 7®. The report is derived from metrics captured and analyzed by Webroot's advanced, cloud-based machine learning architecture: the Webroot® Platform.

"In the cybersecurity industry the only certainty is that there is no certainty, and there is no single silver bullet solution," said Hal Lonas, Senior Vice President and CTO, SMB and Consumer, OpenText. "The findings from this year's report underline why it's critical that businesses and users of all sizes, ensure they're not only protecting their data but also preparing for future attacks by taking simple steps toward cyber resilience through a defense-in-depth approach that addresses user behavior and the best protection for network and endpoints."

#### Notable Findings:

Phishing URLs encountered grew by 640 percent in 2019.

1 in 4 malicious URLs is hosted on an otherwise non-malicious domain.

8.9 million URLs were found hosting a cryptojacking script.

The top sites impersonated by phishing sites or cybercriminals are Facebook, Microsoft, Apple, Google, PayPal and DropBox.

The top five kinds of websites impersonated by phishing sites are crypto exchanges (55%), gaming (50%), web email (40%), financial institutions (40%) and payment services (32%).

Malware targeting Windows 7® increased by 125 percent.

93.6 percent of malware seen was unique to a single PC – the highest rate ever observed.

85 percent of threats hide in one of four locations: %temp%, %appdata%, %cache%, and %windir%, with more than half of threats (54.4%) on business PCs hiding in %temp% folders. This risk can be easily mitigated by setting a Windows policy to disallow programs from running from the temp directory.

IP addresses associated with Windows exploits grew by 360 percent, with the majority of exploits targeting out-of-date operating systems.

Consumer PCs remain nearly twice as likely to get infected as business PCs.

The data reveals that regions most likely to be infected also have the highest rates of using older operating systems.

Of the infected consumer devices, more than 35 percent were infected more than three times, and nearly 10 percent encountered six or more infections.

The continued insecurity of consumer PCs underscore the risk companies face in allowing employees to connect to business networks from their personal devices.

Trojans and malware accounted for 91.8 percent of Android™ threats.

 [Click here to return to Contents](#)

## ***Oracle Cloud Applications Achieves FedRAMP Moderate Authorization***

21 February 2020

Oracle today announced that Oracle Cloud Applications has achieved FedRAMP Moderate Authorization. FedRAMP is a government-wide program that provides a standardized approach to security assessment, authorization, and continuous monitoring for cloud products and services. With this new authorization, U.S. Federal Government customers can benefit from Oracle's complete and integrated suite of cloud applications for finance, human resources, supply chain, and customer experience.

To outpace accelerating change in technology, government agencies need to break down data silos, embrace the latest innovations, and improve digital experiences, collaboration, and service. Built on Oracle's industry-leading cloud platform and infrastructure, Oracle Cloud Applications enables customers to benefit from best-in-class security, high-end scalability, and performance, in addition to strong integration capabilities.

"FedRAMP Authorization for Oracle Cloud Applications is a critical step in meeting the growing demands and compliance requirements of our public sector customers," said Tamara Greenspan, group vice president, Oracle Public Sector. "By achieving this authorization, we are able to help the Federal Government tap into our complete and innovative cloud applications suite to not just keep pace, but stay ahead of the evolving business and technology landscape."

Oracle has been a long-standing strategic technology partner of the U.S. Federal Government. In fact, a component of the U.S. Intelligence Community was the first customer to use Oracle's flagship database software 35 years ago. Today, more than 500 government organizations take advantage of the superior performance of Oracle's industry-leading technologies.

 [Click here to return to Contents](#)

## ***SAP Continues to Drive Transformation of the Company***

20 February 2020

SAP SE announced that the company is taking the next step toward more customer-centric operations and processes to successfully support customers in their digital transformation.

Outstanding products, exemplary support and service processes, as well as industry know-how are crucial for customers. Equally important are clear and simple communication channels, a uniform appearance and transparency in terms of product strategy and integration scenarios. To achieve these goals, SAP is making the following organizational changes:

Sales, service and related customer success organizations will be bundled in the Customer Success board area managed by Adaire Fox-Martin.

Product management, development and product support will also come together under one board area led by Thomas Saueressig.

Juergen Mueller will be responsible for delivering one seamlessly integrated data management solution in addition to managing SAP's overall platform and technology development as well as intelligent technologies. Saueressig and Mueller's board areas will continue to work closely together.

As part of these changes, most former SAP Digital Business Services organization teams will be fully integrated in Fox-Martin and Saueressig's board areas. With the exception of Qualtrics, CX Engineering, CX Product Strategy, and major parts of Concur, all Cloud Business Group board teams will also be integrated into the new organizational model.

To deliver both best of breed and best of suite, SAP is establishing six primary solution areas: SAP Customer Experience, SAP S/4HANA, People (SAP SuccessFactors), Intelligent Spend (inclusive of SAP Ariba, SAP Fieldglass, and SAP Concur), SAP HANA & Analytics, and Qualtrics. SAP Cloud Platform will serve as the underlying technology platform for all these areas.

“Our customers rightly expect our portfolio of services to be seamlessly integrated and for all solutions to work together smoothly. SAP's success is dependent on customers' trust in our competence and ability to solve their challenges of the future,” said Christian Klein, Co-CEO of SAP SE.

“In order to be able to present ourselves credibly as ONE SAP, we have further strengthened the potential of our organization and merged functions across divisions. We are convinced that this will ensure the long-term success of both our customers and SAP. This is what we are fully focused on,” said Jennifer Morgan, Co-CEO of SAP SE.

 [Click here to return to Contents](#)

### ***SAP is a Global Top Employer for the Third Year in a Row***

19 February 2020

Last week SAP was officially certified as a Global Top Employer for the third year in a row. Representatives from Human Resources, Talent Acquisition, and Global Customer Operations accepted the certification and trophy at the award ceremony in Amsterdam on February 13. SAP is one of 13 companies globally to achieve this recognition from the Top Employers Institute in 2020.

The Top Employers Institute recognizes leading employers around the world — those that provide excellent employee conditions, nurture and develop talent throughout all levels of the organization, and strive to continuously optimize employment practices. More than 1,600 organizations in 119 countries across five continents participated in the rigorous certification program this year. The independent study evaluates SAP's employee offerings on the criteria of talent strategy, talent acquisition, workforce planning, onboarding, learning and development, performance management, leadership development, career and succession management, compensation and benefits, and company culture.

Stefan Ries, chief human resources officer (CHRO) and member of the Executive Board of SAP SE, said, “Our employees inspire our HR organization to continuously innovate to deliver the best employee experience possible. To be certified as a Global Top Employer for the third year in a row is a great achievement, and is only possible when our HR teams work together and aligned with all of our board areas — in the spirit of one SAP.”

SAP also earned Top Employer certification in four regions — Europe, Middle East, Asia-Pacific and

North America — and 25 countries. Participating SAP entities were also individually ranked based on Top Employer criteria in relation to other certified organizations in each region and country. The full results:

Attracting the best talent to the organization continues to be a top priority for SAP and being certified as a Top Employer illustrates its commitment to being an employer of choice.

According to Elke Manjet, global head of Talent Acquisition, “People want to join companies that drive a successful business and purpose in society. They want to join strong, inclusive teams where they can bring their authentic self to work and evolve both as professionals and as human beings.”

 [Click here to return to Contents](#)

## ***SoftInWay Partners with Siemens***

18 February 2020

SoftInWay Inc has joined forces with the software arm of German powerhouse, Siemens. The new partnership with Siemens Digital Industries Software means a vast expansion of the software portfolio for SoftInWay’s clients. Dr. Leonid Moroz, CEO at SoftInWay commented: “In today’s digital world the design process is interconnected and interdisciplinary. We have seen through many of our clients that our own flagship software AxSTREAM is often embedded in a bigger digital design process. Whilst turbomachinery is the heart of our business, it is often a subsystem of larger systems. The new partnership with Siemens enables us to provide those embedded interdisciplinary solutions for our clients as a single vendor.”

The new offering includes software products from Siemens’ Simcenter brand, namely the multi-physics simulation software STAR-CCM+ as well as Simcenter 3D and Siemens NX, one of the most powerful CAD packages in the market. Dr. Moroz continues: “Our customers’ success is our utmost priority. Through the Siemens products, our clients can benefit from cutting edge CAE technology like topology optimization, non-linear structural analysis and complex CFD such as combustion and acoustics. There is almost no engineering problem we cannot solve now. In the past year we have made strategic hires to launch this partnership and expand our engineering know-how; and after quietly kicking off the partnership in November, we’re ready to hit the ground running in the new year marketing a joint solution.”

Through this partnership, SoftInWay remains at the forefront of the digital transformation it drives to its customers. The trend towards faster development cycles and digital design sign-off is continuing across all industries. The additional insight customers can gain by using these advanced CAE tools ultimately leads to an integrated solution to simulate and optimize entire systems and associated components. The Digital Twin market is estimated to grow to USD 35 billion by 2025 and the SoftInWay team is committed to expand their offerings further by integrating AxSTREAM with their new Siemens partner software for a holistic Digital Twin. This partnership will bring unmatched design and analysis solutions to drive market-leading innovation in the turbomachinery sector.

 [Click here to return to Contents](#)

## ***Variantum has signed a cooperation agreement with SharePLM***

19 February 2020

Variantum is pleased to announce that they have signed a cooperation agreement with SharePLM. The agreement means that the two companies will work in partnership to provide PLM (Product Lifecycle

Management) training. The partnership will enable improved efficiency of new rollouts and improve the employee onboarding process for new client projects.

Variantum believes that any company should be able to easily sell the products that their customers want, regardless of the complexity. To do this, they have developed a modular system that complements existing systems and simplifies the product offerings across the whole product lifecycle. Doing so, allows greater visibility across the whole organisation allowing for more accurate pricing, improved product processes and a clear digital product offering.

Established in Spain, SharePLM helps companies improve the ROI of their PLM solutions. To do this, they help their clients to develop their PLM strategy through courses, classroom training and the setting up of training libraries. The partnership with Variantum will help SharePLM create even more customer specific training which will in turn provide added value for their customers.

“As the products we use contain more and more added functionality, it is vital that their effectiveness is not diminished due to their complexity. The partnership with SharePLM is a great example of how we can improve effectiveness by tailoring the customers training needs better” says Variantum’s CEO, Kimmo Karhu.

For more information about Variantum, please visit [www.variantum.com](http://www.variantum.com) or contact Kimmo Karhu ([kimmo.karhu@variantum.com](mailto:kimmo.karhu@variantum.com)) for more information.

 [Click here to return to Contents](#)

## Events

### ***Keynote Speakers Announced for SAP Ariba Live in Las Vegas***

18 February 2020

SAP SE announced that Ian Bremmer, political scientist and president of Eurasia Group and GZERO Media, and Jonathan Zittrain, expert on the governance of technology and Harvard University professor, are set to keynote SAP Ariba Live, taking place March 16-18 at the Wynn in Las Vegas.

As keynote speakers, Bremmer will discuss the growing influence of today’s highly complex and volatile geopolitical environment on modern business, while Zittrain will share his insights on the future of technology. Sessions at SAP Ariba Live will focus on balancing responsiveness and responsibility in procurement, supply chain and external workforce management operations while navigating a myriad of external risk factors to drive better business outcomes.

Attendees can choose from more than 100 breakout sessions that will address critical topics such as:

How to digitally transform procurement

Maximizing business opportunities on Ariba Network

Strategies for more effective vendor management and supplier collaboration

Building ethical supply chains and driving diversity spend

The new world of work and growth of the external workforce

Executing an intelligent spend management strategy to manage all types of spend on a single platform SAP Ariba Live is the largest spend management conference in the world. It brings together a diverse community of business leaders and professionals across procurement, supply chain, finance, HR and IT to experience the latest technologies, innovations and market trends with experts on SAP Ariba and SAP Fieldglass solutions and industry influencers.

 [Click here to return to Contents](#)

## ***SEMI Symposium Europe to Explore Most Pressing Tech Needs in Region***

18 February 2020

Leading executives, analysts, economists, and technologists will gather 1-3 April, 2020, at the SEMI Industry Strategy Symposium Europe (ISS Europe) in Brussels, Belgium to highlight opportunities to meet Europe's most pressing strategic, social and economic needs through technology innovation. Registration is open.

“ISS Europe is a powerful forum for identifying collaboration opportunities to strengthen Europe's competitive advantage in the digital economy,” said Laith Altimime, president of SEMI Europe. “With the emergence of 5G, artificial intelligence (AI), augmented reality/virtual reality (AR/VR), quantum computing and other leading-edge technologies, the semiconductor industry is well-positioned to help drive the digital transformation for Europe's societal and economic prosperity.”

ISS Europe 2020 will focus on technology's role in solving key global challenges, how Europe can hone its expertise in technology areas essential for its competitiveness and security, and the vital role of collaborative innovation. The symposium will kick off with the executive panel Innovations Strengthening European Sovereignty in the Digital Economy and include a discussion about the critical importance of talent, mentoring and diversity in fueling semiconductor industry growth in Europe and internationally.

Executives will network at the opening reception, and on the second day of the event SEMI will announce the 2019 European SEMI Award recognizing the individual or team who has made a significant contribution to the European semiconductor industry.

Sponsors of the symposium are DAS Environmental Experts, Ebara, Edwards, Tokyo Electron, and Watlow.

For more information about ISS Europe 2020, please see the program online or contact Pantelitsa Markus at [pmarkus@semi.org](mailto:pmarkus@semi.org). For sponsorship opportunities, contact Cassandra Melvin at [cmelvin@semi.org](mailto:cmelvin@semi.org).

 [Click here to return to Contents](#)

## ***Vectorworks Design Summit Keynote Speakers Announced***

17 February 2020

Global design and BIM software provider, Vectorworks, Inc. has named Lighting Designer Roland Greil and Vectorworks CEO Dr. Biplab Sarkar as the keynote speakers for the fifth Vectorworks Design Summit. This year's Summit will have two firsts: an entertainment design keynote speaker and a West Coast location.

From April 22 to April 24, 2020 in San Diego, California at the Omni La Costa Resort & Spa, design professionals, educators and students in the architecture, landscape and entertainment industries will be

able to participate in industry workshops, product training for all levels of expertise, inspiring keynotes, networking opportunities and a customer appreciation party.

Sarkar with the support of Vectorworks staff will deliver the first keynote on Thursday, April 23 at 9 a.m. His talk “Simplicity to Design the Complex” will focus on Vectorworks’ strategies to see where the company and products are headed, including partnerships, acquisitions and emerging technologies, to name a few.

“With design trends constantly evolving, we must remain at the forefront of new strategies and technology, giving our customers and users more reasons to feel empowered and confident in their designs,” said Dr. Sarkar. “The Vectorworks Design Summit continues to be the best opportunity to share how we’re supporting designers to create projects that push the limits of what’s been done before.”

On Friday, April 24 at 9 a.m., Greil of Woodroffe Bassett Design will address all industry professionals in his talk “Design Efficiency in Complex Conditions” focusing on how to stay efficient when given tight deadlines. Using examples from his own entertainment design work, Greil will explore how software-assisted collaboration with project stakeholders — creative and drafting departments, installation and construction professionals, project managers and more — sets the stage for success, no matter the industry.

“As a Design Summit keynote speaker, I’m honored to have the opportunity to interact with a diverse group of people in various professions and industries who all share the same interest — using cutting-edge design software to meet their needs,” said Greil. “I truly look forward to sharing some insights from my work in the entertainment industry at this year’s Vectorworks Design Summit, and my hope is that people will have inspiring takeaways to apply to their own designs and workflows.”

In addition to these two motivating keynotes, the conference itself will include more than 40 industry sessions and workshops, one-on-one tech support, networking events and over 90 hours of training. Various sessions will offer continuing education credits, where applicable.

 [Click here to return to Contents](#)

## Financial News

### *Atos posts 2019 annual results*

19 February 2020

Atos, a global leader in digital transformation, today announces its FY 2019 results.

Elie Girard, CEO, said: “We completed 2019 on a strong note exceeding +2% organic growth in the fourth quarter, led by an acceleration of our performance in Cloud, and in Big Data and Cybersecurity. The dynamic commercial activity throughout the year reflects our ability to drive our clients’ enterprise-wide and end-to-end digital transformation initiatives. We also improved our operational profitability in 2019 and delivered a solid free cash flow exceeding 600 million euros. I am proud of the dedication of the Atos teams in attaining such a performance.

With the acquisition of Syntel and the disengagement from Worldline, completed earlier this month under very favorable conditions, the Group has achieved a first step in repositioning itself towards a pure digital player, while enhancing shareholder return and keeping full financial flexibility. Atos is now ready to move forward to the next step.

2020 will be a year of exciting transformation, with further improvement in business and financial

objectives for the year. The Group is moving to an Industry approach, developing and attracting the highest level of expertise in each Industry, reshaping its portfolio of offerings and go-to-market, to serve our customers even better and drive our culture of customer obsession even further.

This transformation initiated in 2020 also aims at addressing the latest and most prominent of our customers' increasing digital needs, namely their cyber-protection and a step change towards decarbonization. With a renewed financial flexibility, the Group can now contemplate bolt-on acquisitions to support and accelerate this transformation, as demonstrated earlier this year with the acquisition of Maven Wave, a Cloud transformation leader based in North America. I will be delighted to present in further details our ambition and strategy for Atos, defined together with the Board of Directors, at our Analyst Day on April 22nd."

Revenue was € 11,588 million, +1.4% organically, particularly led by the Cloud performance and Big Data & Cybersecurity.

Operating margin was € 1,190 million, representing 10.3% of revenue, compared to 9.8% in 2018 at constant scope and exchange rates. Each Division contributed to the operating margin increase, Infrastructure & Data Management benefitting from automation and the RACE program, Business & Platform Solutions from the cost synergies with Syntel, Big Data & Cybersecurity from the topline growth. Finally, corporate central costs were reduced thanks to continued efforts on expense optimization.

In a year with much less contracts coming for renewal, the commercial dynamism of the Group was particularly high in 2019 with order entry reaching € 12.2 billion, representing a book to bill ratio of 106% compared to 111% in 2018 at constant rate. During the fourth quarter, the book to bill reached 121%.

Net income from continuing operations Group share was € 414 million, and Normalized net income from continuing operations Group share reached € 834 million. Basic and diluted EPS both reached € 3.84 and Normalized basic and diluted EPS both reached € 7.74.

Free cash flow reached € 605 million in 2019, excluding € 37 million of one-off items related to the Optional Exchangeable Bonds (OEB)[3].

Net debt was –€ 1.7 billion at the end of 2019 reflecting the free cash flow generated during the year, the sale of Worldline shares in November 2019, the acquisition of IDnomic during the year, the dividends paid in cash and the share buy-back to deliver performance shares.

## 2020 objectives

In 2020, the Group targets the following objectives for its 3 key financial criteria:

Revenue: 2% organic growth

Operating margin rate: +20bp to 40bp vs 2019

Free cash flow: € 700 million

## Commercial activity

The commercial dynamism of the Group was particularly high in 2019 with order entry reaching € 12.2 billion, representing a book to bill ratio of 106% compared to 111% in 2018 at constant rate. During the fourth quarter, the book to bill reached 121%.

Several large new contracts were signed over the period in Infrastructure & Data Management, which contributed to growth in Hybrid Cloud and Digital Workplace. In particular, large order entries were recorded in North America with a leading healthcare company, with National Grid, the NG911 contract

## CIMdata PLM Late-Breaking News

---

with the State of California and with Entergy. In addition, Germany closed several major deals notably with BASF and Itergo, whereas Benelux & The Nordics concluded a large contract in the Public & Health sector. Business & Platform Solutions signed new contracts notably in Benelux & The Nordics such as Fortum within Manufacturing, Retail & Transportation and a Dutch insurance company within Financial Services. Big Data & Cybersecurity pursued its strong commercial dynamics, fueled by a large win in the United Kingdom with the European Centre for Medium-Range Weather Forecast and in France with Météo France as well as in Germany with Bayer.

Full backlog increased to € 21.9 billion from € 21.4 billion at the end of 2018, representing almost 1.9 years of revenue. The full qualified pipeline reached € 7.4 billion compared to € 6.9 billion at the end of 2018.

### Operating income and net income

Operating income reached € 660 million in 2019, compared to € 630 million in 2018, resulting from the following items:

Staff reorganization amounted to €-100 million with the acceleration of the adaptation of the Group workforce in several countries. The increase in 2019 came mostly from the specific plan in Germany.

Rationalization costs were €-34 million resulting from the closure of office premises and data center consolidation, mainly in North America and France.

Integration and acquisition costs amounted to €-41 million and were mainly related to the integration costs of Syntel to generate synergies as well as migration and standardization of internal IT platforms from previous acquisitions.

€-157 million were recorded as Purchase Price Allocation amortization, compared to €-107 million in 2018. Syntel customer relationships and technologies amortization was €-67 million in 2019.

Equity based compensation plans amounted to €-73 million in 2019 compared to €-36 million in 2018, the small amount recorded in 2018 reflected the lower performance and the decrease in the number of shares granted in 2018.

In 2019, other items increased from € -40 million to € -125 million. Most of the increase came from: the sale of Worldline shares in November 2019. From an accounting standpoint, the book value of the Worldline shares was the valuation at the time of the distribution of the shares on May 7 (stock price at € 54.7) plus the portion of Worldline net income from May to October. As the sale of Worldline shares was fixed at € 53, the Group recorded a loss of €-53 million in its consolidated financial statements net of costs of disposal;

the settlement signed with a large telco operator in Germany over H2 2019 led to the recognition of a one-time charge of € 23 million.

Net financial expense amounted to €-208 million for the period compared to €-67 million for 2018. The increase mainly came for circa €-50 million from additional interest expenses to finance Syntel acquisition, € -54 million related to the part of the Optional Exchangeable Bonds which is treated as a derivative from an accounting standpoint and €-27 million of lease liability interests further to the first time application of IFRS 16. Finally, foreign exchange was of €-4 million compared to a gain of €+4 million last year.

 [Click here to return to Contents](#)

## ***Synopsys Posts Financial Results for First Quarter Fiscal Year 2020***

20 February 2020

Synopsys, Inc. reported results for its first quarter fiscal year 2020. Revenue for the first quarter was \$834.4 million, compared to \$820.4 million for the first quarter of fiscal 2019.

"Our first quarter was a strong start to fiscal year 2020. We delivered financial results at or above our guidance targets and are reaffirming our outlook for the year," said Aart de Geus, chairman and co-CEO of Synopsys. "Even with caution around global markets, electronics companies continue to invest in critical chip and system designs, as well as substantially increasing amounts of sophisticated software. Synopsys is uniquely positioned to enable these designs from Silicon to Software. Our innovation engine is unrelenting, and this quarter we will be introducing a number of exciting new products and differentiating capabilities. We remain on-track towards our longer-term revenue and operating margin expansion targets."

### **GAAP Results**

On a generally accepted accounting principles (GAAP) basis, net income for the first quarter of fiscal 2020 was \$104.1 million, or \$0.67 per share, compared to \$153.5 million, or \$1.01 per share, for the first quarter of fiscal 2019.

### **Non-GAAP Results**

On a non-GAAP basis, net income for the first quarter of fiscal 2020 was \$156.7 million, or \$1.01 per share, compared to non-GAAP net income of \$164.9 million, or \$1.08 per share, for the first quarter of fiscal 2019.

 [Click here to return to Contents](#)

## ***Trimble Announces Record 2019 Financial Results***

17 February 2020

Trimble Inc. announced fourth quarter and fiscal year 2019 financial results.

Fourth quarter 2019 GAAP revenue of \$824.0 million was up 5 percent as compared to the fourth quarter of 2018. Fourth quarter 2019 non-GAAP revenue of \$826.7 million was up 4 percent as compared to the fourth quarter of 2018. Fourth quarter 2019 was a 14-week quarter and fourth quarter 2018 was a 13-week quarter.

Buildings and Infrastructure revenue was \$313.8 million, up 9 percent. Geospatial revenue was \$168.7 million, down 6 percent. Resources and Utilities revenue was \$138.1 million, up 6 percent.

Transportation revenue was \$206.1 million, up 5 percent. Segment revenues reflect the results of Trimble's reportable segments under its management reporting system and are non-GAAP measures.

GAAP operating income was \$88.2 million, down 2 percent as compared to the fourth quarter of 2018. GAAP operating margin was 10.7 percent of revenue as compared to 11.4 percent of revenue in the fourth quarter of 2018.

GAAP net income was \$279.3 million, up 223 percent as compared to the fourth quarter of 2018. GAAP diluted earnings per share was \$1.11 as compared to GAAP diluted income per share of \$0.34 in the fourth quarter of 2018.

Non-GAAP operating income of \$178.2 million was up 4 percent as compared to the fourth quarter of 2018. Non-GAAP operating margin was 21.6 percent of revenue as compared to 21.7 percent of revenue in the fourth quarter of 2018.

## CIMdata PLM Late-Breaking News

---

Non-GAAP net income of \$134.1 million was up 10 percent as compared to the fourth quarter of 2018. Non-GAAP diluted earnings per share were \$0.53 as compared to non-GAAP diluted earnings per share of \$0.48 in the fourth quarter of 2018.

The GAAP tax rate benefit for the quarter was 271 percent as compared to a tax rate benefit of 28 percent in the fourth quarter of 2018, and the non-GAAP tax rate was 19 percent both in the fourth quarter of 2019 and 2018. Consistent with changes in tax laws and to align with our international business operations, a non-U.S. intercompany transfer of intellectual property, completed in the fourth quarter, resulted in a one-time tax benefit for the fourth quarter of 2019.

"Our quarterly results exceeded expectations and we closed the year with good performance," said Rob Painter, Trimble's president and chief executive officer. "Our strategy is more compelling than ever and cash flow and annualized recurring revenue reflected notable expansion."

Fiscal 2019 GAAP revenue of \$3,264.3 million was up 5 percent as compared to fiscal 2018. Fiscal 2019 non-GAAP revenue of \$3,271.3 million was up 4 percent as compared to fiscal 2018. Fiscal 2019 was a 53-week year and 2018 was a 52-week year.

Buildings and Infrastructure revenue was \$1,258.2 million, up 16 percent. Geospatial revenue was \$649.4 million, down 10 percent. Resources and Utilities revenue was \$571.4 million, up 1 percent. Transportation revenue was \$792.3 million, up 5 percent. Segment revenues reflect the results of Trimble's reportable segments under its management reporting system and are non-GAAP measures.

GAAP operating income was \$375.9 million, up 17 percent as compared to fiscal 2018. GAAP operating margin was 11.5 percent of revenue as compared to 10.3 percent of revenue in fiscal 2018.

GAAP net income was \$514.3 million, up 82 percent as compared to fiscal 2018. GAAP diluted earnings per share were \$2.03 as compared to GAAP diluted earnings per share of \$1.12 in fiscal 2018.

Non-GAAP operating income of \$667.8 million was up 4 percent as compared to fiscal 2018. Non-GAAP operating margin was 20.4 percent of revenue as compared to 20.6 percent of revenue in fiscal 2018.

Non-GAAP net income of \$502.6 million was up 2 percent as compared to fiscal 2018. Non-GAAP diluted earnings per share were \$1.99 as compared to non-GAAP diluted earnings per share of \$1.94 in fiscal 2018.

The GAAP tax rate benefit for the year was 49 percent, driven by the intellectual property transfer as noted above. The tax rate benefit was 2 percent in fiscal 2018. The non-GAAP tax rate was 20 percent as compared to 19 percent in fiscal 2018.

Operating cash flow for fiscal 2019 was \$585.0 million, up 20 percent as compared to fiscal 2018. Deferred revenue for fiscal 2019 was \$541.9 million, up 40 percent as compared to fiscal 2018.

During fiscal 2019, Trimble repurchased approximately 4.7 million shares for \$180 million. Approximately \$172 million remains under the current share repurchase authorization as of the end of the fourth quarter.

 [Click here to return to Contents](#)

## Implementation Investments

### ***Atos supports OneWeb in successful launch of 34 new satellites***

17 February 2020

Atos supported OneWeb and its mega-constellation program in the successful launch of 34 satellites which was conducted on February 6 from Baikonur, Kazakhstan. Atos contributed to this success by providing to OneWeb Satellites the testing equipment with revolutionary technologies that have drastically reduced the environmental footprint of the process – and received an award from OneWeb Satellites for the Payload Test Systems (PTS) and Tele Command Ranging (TCR) solutions.

This key ‘OneWeb mega-constellation’ project, led by OneWeb Satellites[1] and supported by Atos, involves sending into orbit, over a period of time, more than 650 satellites which will provide affordable high-speed Internet access across the globe. The first six satellites were launched in February 2019.

“We are proud to support such an ambitious program with our testing solutions; we ensure all OneWeb Satellites are rigorously tested in the most efficient and effective way. Together with OneWeb Satellites, we make the mass-production of satellites real.” said Bruno Milard, VP, Head of Business Unit Aerospace & Defense Electronics at Atos. “Atos is delighted to help define the leading edge of satellite manufacturing technology.”

Thanks to its advanced solutions, Atos was named “Best Ground Support Equipment (GSE) supplier” by OneWeb Satellites in recognition of its technical and commercial capabilities and the quality of its solutions and customer support. The award was presented at the OneWeb Satellites Global Partnership Summit 2020.

Atos’ ProUST univerSAS suite is composed of Power and RF special check-out equipment (SCOPE) for electrical ground support equipment (EGSE) which enables satellites to be tested prior to launch – to prevent or fix any issues and make sure requirements are met, thus reducing the strategic and financial impact of faulty components.

Based on a breakthrough full-digital design, ProUST univerSAS improves work quality and optimizes the power and energy density of satellite power testing. This illustrates Atos’ commitment towards an energy-conscious future and paves the way for future environmental-friendly developments. The solution was developed by Atos in Austria with Austrian national co-funding via the European Space Agency (ESA).

[!\[\]\(71f9d84356bec8aef5a389e4c1b7f2e3\_img.jpg\) Click here to return to Contents](#)

### ***Cotonificio Albini Digitizes Asset Management with Infor***

20 February 2020

Infor announced that Cotonificio Albini, a famous Italian brand and the largest European manufacturer of shirt fabrics, has chosen Infor CloudSuite EAM (enterprise asset management) to help digitize the corporate asset management. Implemented by Italian partner Know-How, the solution will allow the textile sector company to improve its management of the maintenance processes of the group's assets and operating personnel.

Formed in 1876, with over 140 years of experience in the textile sector and a strong focus on innovation and quality culture, Cotonificio Albini manages a large portfolio of assets at its factories in Italy, Egypt and the Czech Republic. Previously, it had no IT system for controlling asset management, so the company has chosen Infor CloudSuite EAM to provide a global and unified platform with common

graphics to control maintenance costs, purchasing and component replenishment.

Infor CloudSuite EAM is a best-in-class business asset management software that helps to digitize and optimize maintenance operations to achieve new levels of efficiency.

The solution has been built to reflect the many nuances of vertical industries and allows users to analyze the main maintenance and other operating processes, to identify more efficient and effective ways of operating.

The high configurability of the solution allows for perfect adaptability to the needs of the company and ensures maximum scalability, from an evolutionary perspective. Cotonificio Albini will implement a series of modules relating to the request of the work order following the reporting of a fault, work order planning for maintenance workers, the procurement and consumption processes of spare materials and activities related to inventory, up to intra-warehouse transfers and specific user-warehouse authorizations. Finally, a customized process was created for the specific needs of Cotonificio Albini in relation to the deadlines of the warehouse lots for the management of laboratory products.

The rollout of the solution involves three phases, with the initial go-live during the first quarter of 2020 at three plants in the province of Bergamo, two in Albino and one in Gandino, which will be followed by the Brebbia plant (VA) and Tessitura di Mottola (TA) and finally the foreign branches in Egypt and the Czech Republic.

"We needed to implement a system that consistently managed maintenance activities in our factories, both locally and internationally within the group. Infor's solution will allow us to unify the activities and optimize the work done by all our staff, improving their performance," said Andrea Albini, Cotonificio Albini's technical director.

"We are pleased to support Cotonificio Albini, an important brand in Italy. We see a growing interest in EAM solutions to optimize asset management and be competitive and successful on the market. Cotonificio Albini has understood the importance of investing in digital functionality and innovation to maintain its leading position in the sector, and by industrializing the efficiency of its production plants and optimizing the life cycle of its assets, this will result in a positive impact on the company's cash flow," said Bruno Pagani, Infor country sales manager for Italy.

"The partnership with Infor allows us to offer the market innovative and specific technology for the needs of the vertical sectors which, combined with our experience in the market, allows client companies to obtain benefits and achieve concrete results to optimize business activities," said Claudio Montanari, Know-How CEO.

 [Click here to return to Contents](#)

### ***Infosys Partners with GE Appliances to Enable Digital and Workplace Transformation***

19 February 2020

Infosys announced a long-term strategic partnership with GE Appliance, a Haier company, to effectively streamline IT operations. As an IT services partner, Infosys will help GE Appliances modernize its IT infrastructure and run IT in managed services mode as part of the overall innovation and optimization agenda.

As a part of this alliance, Infosys will assist GE Appliances to accelerate their digital and workplace transformation through automation-driven managed IT services support across global command centers, service desks, end-user computing, IT infrastructure, and applications. Backed by robust 'Transformation of service delivery' and 'Value to Price' models, coupled with levers of innovation

fund and year-on-year productivity, Infosys has developed a unified custom delivery model to accelerate GE Appliances' digital transformation journey.

Jasmeet Singh, Executive Vice President and Global Head of Manufacturing, Infosys, said, "We are excited to partner with GE Appliances as a key partner in their digital and workplace transformation journey. As incumbents across industries accelerate their digital efforts, work, workplace and workforce transformation will be integral to their journey. We believe that with our expertise in executing large transformation programs, we will co-innovate with GE Appliances to deliver great customer experiences."

Viren Shah, Chief Digital Officer, GE Appliances, said, "GE Appliances is on an ambitious multi-year journey to transform our information technology landscape as well as to re-imagine the way we work. We believe that this transformation will help us innovate better and faster for our end-users and we are looking forward to working with Infosys as one of our key partners in this journey."

[!\[\]\(57c18b879714b128ac3cf0d79c251988\_img.jpg\) Click here to return to Contents](#)

### ***SodaStream Puts Sparkle into Asset Management with Infor and GIV Solutions***

21 February 2020

Infor, a global leader in business cloud software specialized by industry, announced that SodaStream, the Israel-based manufacturer of the consumer carbonation product of the same name, has deployed Infor CloudSuite EAM. Delivered and supported by GIV Solutions, the Infor solution will facilitate more proactive asset management at the manufacturer, facilitating innovation, minimizing costs and maximizing performance.

Acquired in 2018 by PepsiCo Food Corp. for \$3.4 billion, SodaStream operates in 45 countries, and its products are sold in more than 80,000 retail stores to about 35 million consumers. With approximately 6,000 assets spanning equipment and machinery units such as plastic injection and assembly machines and metal processing and assembly machines, maintenance is a crucial element of its operations.

To maximize the availability of production equipment and machinery and to enhance service and response times for maintenance while reducing costs, SodaStream identified a requirement for a new maintenance management system. Having reviewed the market and been impressed with GIV Solutions' many successful enterprise asset management deployment projects, SodaStream chose GIV Solutions and Infor CloudSuite EAM.

The EAM system is deeply integrated into the SodaStream ERP system and the control systems of the production floor, which means the lifecycle of all assets can be managed fully. SodaStream is expecting to benefit from best-in-class asset management capabilities that will underpin more consistent maintenance policies across all sites and support three languages.

With advanced mobile functionality, Infor CloudSuite EAM will help technicians and engineers with specific expertise to be sent to the right type of problem to facilitate a quick solution. In parallel, live tracking of vendors' warranties and service-level agreements means that any exceptions can be flagged in real time to maximize asset performance and minimize costs.

"Our asset management and equipment are subjected to many challenges, from regulatory and environmental control to meeting ever-increasing production targets. Using Infor CloudSuite EAM, we are looking forward to embracing these challenges supported by the most innovative capabilities with which to achieve improved performance," comments Nir Rehav, SodaStream head of global IT. "After exploring various alternatives, GIV Solutions, together with Infor CloudSuite EAM, really stood out as

market leaders. The ability of the system to support asset availability, work with mobile devices, maximize utilization and reliability, extend equipment life, monitor technician certifications, manage warranties of equipment, and facilitate the availability of managerial information, all from a single system, was compelling and closely matched our project objectives.”

“SodaStream is a great example of a company that is embracing innovation and digitalization to evolve to meet the changing needs of its marketplace,” comments Kevin Price, Infor technical product evangelist & product strategist for EAM. “Through its deployment of Infor CloudSuite EAM, the company will be well positioned to capitalize on improvements in visibility, control and decision-making to expand market share and drive performance and profitability.”

"Every large-scale manufacturing organization faces huge risk in the event of equipment failure," comments Yaron Rapoport, GIV Solutions VP of technology and project lead for SodaStream. "Innovative and advanced asset management reduces risk by ensuring greater accuracy of the information and greater transparency in making the best decisions. Using a reliable EAM system also speeds up the resolution thus minimizing downtime and maintenance costs."

“We see our clients as long-term partners and, through this, we help our customers to continuously improve the use of their systems. Together, we can help create business benefits by utilizing the flexibility and product capabilities of the Infor platform combined with the high creativity and professional capabilities of the GIV team,” concludes GIV CEO Meir Givon.

 [Click here to return to Contents](#)

### ***Tamara Mellon Strides Ahead with Centric PLM***

17 February 2020

Tamara Mellon, the luxury women’s brand, has selected Centric Software®’s Product Lifecycle Management (PLM) solution for emerging brands, Centric SMB. Centric Software provides the most innovative enterprise solutions to fashion, retail, footwear, outdoor, luxury, consumer goods and home décor companies to achieve strategic and operational digital transformation goals.

As the co-founder of Jimmy Choo, Tamara Mellon knows the luxury world inside out. She launched her namesake brand in 2016, redefining luxury with a direct-to-consumer model that offers shoes and handbags designed ‘by women, for women’ with genuine Italian craftsmanship at the best price.

Tamara Mellon Brand wanted to get closer to the customer and needed a more efficient product development system than spreadsheets and emails.

“We’re always looking for new ways to give our customer what she wants when she wants it,” says Louis Graci, Director of Production and Product Development at Tamara Mellon Brand. “Critical to that is increasing the speed of production. Currently the process is manual and time-consuming, so we need PLM to provide one central location for our cross-functional (and global) team to collaborate.”

Tamara Mellon Brand selected Centric SMB, Centric Software’s SaaS, cloud-based PLM solution for emerging brands, based on its intuitive interface and Centric’s experience in fashion and footwear.

“The platform is easy to use and navigate,” says Graci. “It has a similar feel to Excel, making it a seamless transition. Centric’s experience in the luxury industry provides the best fit for our needs.”

“Having our product-related data in one centralized location is a huge step forward. Centric Footwear PLM is a flexible solution that gives us the ability to scale our team, make our development process more efficient, improve our data and analytics functionality and – longer term – provide the foundation for improving our to-market speed and replenishment capabilities as the business grows,” Graci adds.

“We are very happy to partner with Tamara Mellon as our latest Centric SMB customer,” says Chris Groves, President and CEO of Centric Software. “By making the decision to invest in best-in-class PLM, Tamara Mellon is creating a strong base for future growth.”

[!\[\]\(144bd6ca55a232a7ce6ff9d490e451c8\_img.jpg\) Click here to return to Contents](#)

## Product News

### *Altium Redefines Design and Visualization in the Cloud*

19 February 2020

Altium announced the launch of a new cloud-based application that redefines the way that printed circuit board designs are shared between designers, part suppliers, and manufacturers.

The A365 Viewer, powered by the Altium 365 cloud platform, is a brand new, and innovative way to view and share electronic designs through a browser on any web-enabled desktop, phone or tablet. Schematics, PCB layout, and 3D visualization provide an interactive eCAD experience with no downloads or installations required. The A365 Viewer is part of Altium’s cloud strategy and newly launched Altium 365 cloud platform.

Simplicity is the Ultimate Sophistication

Until now, designers have been forced to share their PCB designs through PDFs or static images. With the new A365 Viewer, an interactive experience is created that retains all of the key relevant information that's typically lost when sharing static files. For example, the A365 Viewer allows users to search for, select, cross-probe and inspect components and nets while moving seamlessly between schematic, PCB and 3D views of their board.

Using the A365 Viewer requires no CAD tools or experience. The A365 Viewer is designed to work with multiple eCAD formats, currently supporting Autodesk® Eagle™ and Altium Designer™. Other popular PCB design software formats will be supported in the near future.

Visually stunning, interactive CAD centric renditions of user PCBs, including Schematic, PCB, 3D and BOM all easily available through a browser on any web-enabled device.

Easily Embedded on Your Website

Anyone can easily embed the viewer on their website, free of charge, by visiting <https://www.altium.com/viewer/> . As an example, a well-known developer of electronics hardware and software kits, Arduino, is helping engineers and makers to easily and quickly visualize the PCB designs and assemblies available in their product kits, by embedding the A365 Viewer on the Arduino website.

"Adding the Altium 365 Viewer has significantly enhanced the user experience when navigating the product documentation in our website. Now Arduino users can freely browse schematics, PCB layout and even 3D models of the Arduino boards and modules online, without the need to download or install anything additional. The capability of being CAD-agnostic will shortly allow Arduino to add the online design viewer to every product page, including the ones designed in Autodesk Eagle." - Fabio Violante, CEO, Arduino

The A365 Viewer protects the IP rights of design owners while retaining the CAD design details via a new process called Published Design Impression (PDI). The Viewer processes the design source files to create a Published Design Impression, or PDI. The PDI is a CAD-aware, perishable snapshot of the design that captures limited information such as components, net connectivity and basic geometrics,

excluding design primitive data that would be required to fully comprehend and author changes to the design.

The design sources are discarded immediately after being used solely for the purpose of creating a PDI. The design is available for the duration of the user's browser session and is automatically removed when the browser tab is closed.

Altium is demonstrating its A365 Viewer at the Embedded World 2020 trade show, Hall 4 stand 371, taking place at the Nuremberg Exhibition Center on February 25-27. To learn more visit: <https://www.altium.com/viewer/>

 [Click here to return to Contents](#)

### ***Elysium's Solution Supports Dassault Systèmes' 3DEXPERIENCE in the Digital Supply Chain***

21 February 2020

Elysium, a global interoperability solutions provider, has integrated its advanced suite of software to support realizing MBD/MBE with Dassault Systèmes' 3DEXPERIENCE platform to aid users in achieving fast, accurate, compliance-checked transfer of data in multi-CAD environments.

The new Elysium integration also ensures that customized quality checks, geometry/PMI/attribute validation, and geometry simplification are done automatically within the 3DEXPERIENCE modeling, simulation and PLM ecosystem to create streamlined data workflows. This enhanced functionality is equally applicable to outside CAD and engineering data that can now be brought into the 3DEXPERIENCE platform as tested, compliant data used for master models and derivatives shared by OEMs and their suppliers in collaborative development.

"Many 3DEXPERIENCE users have been working to streamline digital data and improve productivity and throughput across product development," says Atsuto Soma, CTO of Elysium. "The increasing reliance on MBD/MBE to achieve these gains requires seamless interoperability of digital product data between systems. Today, sophisticated yet highly-automated, quality-based data distribution is now possible.

"Our deeper integration with 3DEXPERIENCE, based on our firm partnership with Dassault Systèmes, enables a more unified product-data sharing ecosystem," Soma notes. "Elysium expects to support major players in manufacturing throughout the world with our endeavors towards a complete 3D data-based workflow. We hope to become an essential partner for industry's success in enterprise-wide MBD."

The Elysium solution developed for Dassault Systèmes users and its counterparts includes data checking and healing, complying with 70-plus quality and best-practice standards, data migration to new software versions, change-configuration analysis, data transfer, and preparation of data in major CAD vendor formats for development of master and derivative models used in supply chains. The solution also includes 3D PDF reporting, optimization such as geometry simplification, and organizing and reviewing data comprised of Product Manufacturing Information (PMI) and attributes sent to downstream manufacturing systems. In addition, Elysium will support data import from Dassault Systèmes' 3DXML format.

Also, Elysium will provide a newly developed front-end SmartController for automated and simultaneous batch processing with multiple CAD data sources. New EX8.2 version-up releases of ASFALIS, CADdoctor and Direct Translator are becoming available this month and in March.

 [Click here to return to Contents](#)

## ***Minerva Group launches PLM solution for midmarket manufacturers***

20 February 2020

Minerva Group announced the launch of “Minerva PLM”, a PLM software solution with business-ready best practice solutions for medical device and electronic & high-tech industry verticals.

Minerva PLM combines the flexible model-based technology inside the Aras Innovator platform with business-ready industry features that has been developed on the background of 25 years of enterprise software implementation experience in Minerva.

Minerva PLM is developed by Minerva’s own in-house development team in close collaboration with customers across different industries, including the medical device and electronic high-tech. The knowledge and best practice experiences from more than 100 successful PLM implementations have been incorporated into business-ready capabilities inside Minerva PLM.

The best practice capabilities have already benefitted smaller and medium-sized OEMs and tier 1, 2 and 3 industry suppliers, and will also benefit larger organizations that wish to go live faster with less consultant efforts.

“I am of course excited about the opportunity to combine the very best PLM platform on the market today with our 25 years of industry best practice knowledge and hands-on experience. Now, we have built a solution that enables manufacturing companies across different industries to get a head start on their PLM journey with our business-ready industry best practice solutions,” says Leon Lauritsen, Vice President and partner at Minerva Group.

“We have seen great results working with Minerva to fit Aras Innovator to the requirements of individual customers and adding features that speak to the best practices they have developed for a variety of organizations from different markets,” said Peter Schroer, Founder and CEO of Aras.

“Minerva is the most successful Aras partner with vast implementation experience across industries, so it was natural to expand our partnership to make the most of Minerva’s deep industry vertical knowledge and the resiliency of the Aras Innovator platform.”

In recent years, Minerva Group has been chosen by the world’s largest manufacturing companies because of their enterprise PLM implementation expertise and market presence in North America and Europe.



[Click here to return to Contents](#)