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## CIMdata News

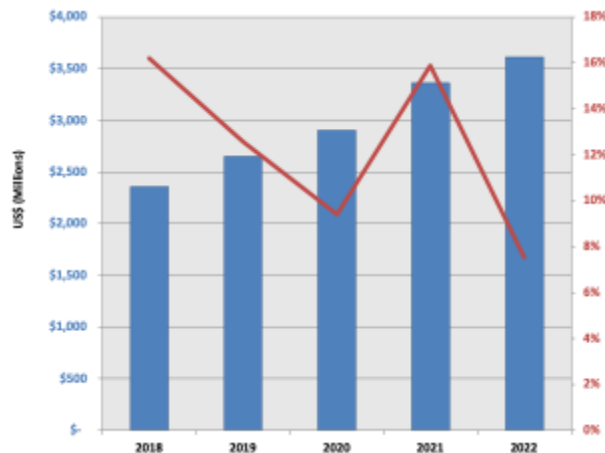
### *CIMdata Publishes China PLM Market Report*

18 July 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the release of the CIMdata 2023 China PLM Market Analysis Report.

This report provides detailed information and an in-depth analysis of the People’s Republic of China’s (“China”) rapidly evolving PLM market for the calendar year 2022, with forecasts from 2023 through 2027. The report discusses the major PLM trends and issues, PLM purchase investments in software and services, PLM adoption in various industry sectors, and market growth forecasts that pertain to China, an important and quickly expanding economic region. The report provides insight into PLM market dynamics within the region and the revenue performance of the leading PLM solution providers operating within it, both China-based and international PLM solution providers headquartered elsewhere. It reports on revenues attributable to various PLM solution providers in the Chinese market. This report is a joint collaborative effort of CIMdata and China-based e-works Research (<https://www.eworksglobal.com/> in English and <https://www.e-works.net.cn> in Chinese).

Stan Przybylinski, CIMdata Vice President, said, “In CIMdata’s measurement, the global PLM market grew 10% in 2022, just under our forecast. Chinese industries that are heavily investing in PLM include aerospace, automotive, high-tech electronics, and mechanical machinery. PLM investments in rail transit increased, and interest in PLM is growing in biotechnology, consumer electronics, and the construction industries.” The following chart illustrates the growth and size of the China PLM market from 2018 through 2022.



**China PLM Market from 2018 through 2022**  
 (CIMdata Estimates)

Global PLM solution providers continue to invest in China and are expanding their partner networks and growing their customer bases. The leading international PLM solution providers, including Dassault Systèmes, PTC, and Siemens Digital Industries Software, are all showing continued growth in China, but local firms are growing as well. “Local Chinese solution providers continue to gain real market share as shown by their increased presence as described in the report,” stated CIMdata’s President and CEO, Peter Bilello. “We continue to have strong attendance at our annual China PLM Market & Industry Forum, held virtually again this year. The Chinese government is ramping up investment in local IT firms, and it is starting to have a real positive impact on the China-based market, as shown in this year’s report. These competitors are closer to their local market and are expanding their offerings into new segments, a good sign for the vitality of the Chinese PLM market,” he added.

CIMdata designed this report to be a valuable source of information to support the business and market planning processes of PLM solution providers targeting China and industrial companies within China who would like to understand the PLM competitive landscape. Further details about the report, including pricing information, are available at <https://www.cimdata.com/en/research/plm-market-analysis-report-series>.

### *Powering the Cloud Journey: Siemens and AWS*

20 July 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the release of a new whitepaper, *Powering the Cloud Journey: Siemens and AWS*. The whitepaper describes the expanded collaboration between Siemens Digital Industries Software and AWS to provide a cloud-based environment that includes a SaaS offering available from the Siemens Xcelerator open digital business platform powered by AWS. This will enable companies to digitally transform with increased flexibility, scalability, security, and accessibility.

According to Mr. Mark Reisig, CIMdata Executive Consultant with over 40 years of experience in a variety of industries and PLM technologies, “Today’s companies need to digitally transform in the cloud. Successful digital transformation requires trust, support, reduced risk, flexibility, and a broad range of scalable technologies and solutions. Siemens Xcelerator’s open digital business platform and AWS enable industrial organizations to achieve technical innovation and digital transformation more rapidly.”

To learn more, please download and read the complete whitepaper at [www.CIMdata.com](https://www.CIMdata.com).

### *ShareAspace Supporting Your Journey Toward Maritime 4.0 - a CIMdata Commentary*

19 July 2023

*From concept to ship design through operations and maintenance.*

#### *Key takeaways*

- Maritime lifecycles are complex and long. Eurostep has developed solutions that help maritime companies support the maritime lifecycle from conceptual design,

construction, and throughout the operational maintenance of their ships and maritime products (e.g., oil rigs, etc.)—by gathering and linking the information that creates and supports the digital thread.

- An important aspect of maritime lifecycle support is to develop and track the up-to-date configurations of individual ships, classes of ships and their systems and subsystems throughout their life, regardless of where they are at any time globally.
- Changes to ships and other marine vessels are made anytime, anywhere, so tracking their maintenance lifecycles is very difficult. Eurostep has developed specific capabilities to support activities required to enable global maritime lifecycles and Marine 4.0.
- Throughout the lifecycle, supplier collaboration support is critical and must be secured.
- ShareAspace from Eurostep provides a solution to the above challenges. It helps companies move away from documents and toward digital processes to support Maritime 4.0. Thus, ShareAspace is an enabler for any organization transforming its business to digital.

## Introduction

The maritime industry is characterized by a number of complex issues that inform all aspects of conceiving, designing, building, delivering, maintaining, upgrading, and financing maritime projects such as ships, offshore vessels, undersea installations, and others.<sup>[1]</sup> Some of these that particularly impact on how shipbuilders operate and move to a more digitalized business include:

- Product and construction complexity and size—ships and other maritime structures contain many mechanical, electrical/electronics, and software systems. Safety and architectural issues include space layout, routed systems such as HVAC, human support systems, etc., as well as planning for build activities of very large-scale structures that are undertaken, often in cramped facilities. Shipyard manufacturing operation planning must address a high level of complexity. Plans for moving large structures throughout a shipyard are complicated by crane lifting capacity, where very large sections of ships and other maritime systems can be fabricated and stored before assembly, sequencing of assembly operations, maintaining operational systems (such as generators) during long build cycles, and many other issues.
- Marine construction companies operate in a complex, collaborative business environment in which multiple organizations design a ship and its components, the shipbuilder constructs it, other companies maintain it, it is financed by another institution, and the owner/operator approves it for use. Thus, marine building projects often take years to complete. The long timelines demand effective project management. They also increase the likelihood that technologies, customer requirements, and regulatory practices will change before the ship or vessel is commissioned.

- There is a large variation in the types of maritime projects that are undertaken, each requiring specialized expertise and applied technology. The variation ranges across surface and submersible vessels, manned and un-manned, small workboats to large ocean vessels, floating and fixed rigs, military and civilian.
- Ships are often designed to be built as a class structure wherein all of the ships in a class are similar but are almost never identical. This creates a configuration management situation for which most shipbuilders are ill prepared. For vessels that can have millions of parts, maintaining the configuration of each vessel becomes a difficult task and requires comprehensive configuration management capabilities. In addition, ships in-service undergo continuous change. The as-designed, as-built, and as-maintained configurations, when maintained properly, become the digital twin that enable manufacturing, maintenance, and operation to be managed much more efficiently.
- Design/build/construction/maintenance complexity—coordination of materials, system and subsystem acquisition, coordinated management and collaboration of suppliers across many disciplines, comprehensive project management including procurement, worker management, construction and assembly processes, handover, and maintenance. This results in a complex environment for defining, acquiring, collaborating on, and managing the digital models and data required to design, construct, test, commission, and maintain maritime vessels and equipment.
- Supply chain complexity—many suppliers in different disciplines use heterogeneous technology solutions (such as multi-CAD), spread internationally, with communication issues and difficult delivery schedules.
- The regulatory environment for shipbuilders is complex and continuously evolving. There are a multitude of international and national rules and standards that must be adhered to. These include safety, environmental, material, labor, and other regulations.
- Ships are typically not stationary. They operate globally in harsh environments and need to be supported globally. Therefore, information on each ship's configuration (its digital twin) needs to be captured and maintained. This is a daunting task to execute manually.
- IP protection and data security are particularly critical in military shipbuilding but are also important for maintaining the integrity of information provided by owner/operators and suppliers of various equipment used on board of ships and vessels.

Supporting Maritime 4.0 raises many digitalization challenges. Some of these are shown in Figure 1.



Figure 1—Industry Challenges  
 (Courtesy of Eurostep)

Many of these challenges are discussed above. Others are mitigated by introducing digitalization concepts such as digital twins and digital threads that span the ship or maritime systems end-to-end lifecycle. Eurostep ShareAspace provides many aspects required to support the collaborative digital twin, digital thread, and digital ship or maritime systems that make up the backbone of a Maritime 4.0 strategy solution.

Eurostep’s Solution Suite

As can be seen in Figure2, ShareAspace, Eurostep’s flagship product framework, supports the multiple processes and application domains required to enable a Maritime 4.0 strategy that integrates the activities required by owner/operators, prime maritime systems builders, and suppliers. It acts as a collaboration hub for activities and data that have to be coordinated among the various participants in the shipbuilding community.

Shipbuilders can use ShareAspace to integrate disparate CAD solutions and other product development applications (e.g., simulation and analysis) to create a single source of shareable ship and maritime systems design information. This includes creating and sharing configurations in the form of complex Bill of Materials (BOMs) that include items from multiple disciplines (e.g., mechanical, electrical, electronics, software, and others) supporting individual vessels and ship classes, including baselines for sub-classes and other variations.

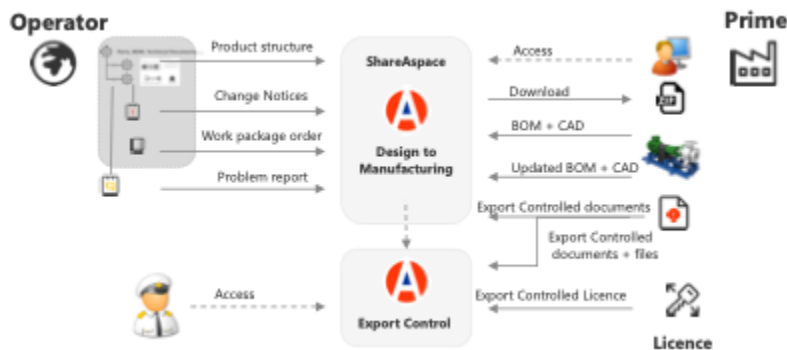


Figure 2—ShareAspace’s Process Coverage for Maritime 4.0  
 (Courtesy of Eurostep)

The data sets in ShareAspace can be managed in variations throughout the life of classes and individual configurations. This is critical since changes that are being considered may be applicable to a whole class of ships or maritime systems, a sub-class, or an individual system. Being able to search for variations in items, as well as the use of the same item across several ships or a class, is critical to facilitating correct and complete understanding of the impact of changes being considered. This is a very difficult, if not impossible task, in a manual environment or one in which the relationships between a class and the variations of the class members (individual ships) are not structured and managed. In addition, changes to a ship's or maritime system's design aspects have to be carefully managed throughout the lifecycle. To do this, the data has to be known and people have to be able to find it, which implies a comprehensive data management environment across design, construction, and operations. A third aspect of through-life support is to support analysis of data in the context of, first, the as-built system, then in the context of the as-maintained and as-serviced system—that is, what has changed, how, and why. ShareAspace supports a comprehensive integrated data environment that allows shipbuilders and operators to deal with the complex and abundant information that makes up the historical and projected configuration of ships and maritime systems in operation.

As mentioned earlier, the relationship between a shipbuilder and its multitude of suppliers is complex. Too often, this relationship is adversarial in some ways, with suppliers not wanting to share their IP with the shipbuilders and vice-versa. IP protection extends to the relationships between various suppliers, where competitive relationships can be even more difficult—wherein for one area two suppliers may be competitors and for another area they may be partners. Design information flow has to be managed to allow bidding and other activities to be expedited. After bid, the contracts and any issues need to be managed to support quality approvals and delivery needs.

Collaboration among all of the, often intertwined, players is paramount to creating more innovative and cost-effective maritime solutions. The collaborations that need to be supported are further aggravated by the fact that not all suppliers need the same types of information. The data required varies by type of supplier-shipbuilder relationship, from equipment suppliers who need simple data on the item to be purchased, to suppliers who build to a specific shipbuilder need, to co-design suppliers who interact with the shipbuilder to co-develop a specialized piece of equipment. ShareAspace provides a platform in which secured collaboration is a built-in capability. It has been demonstrated to be appropriate in commercial as well more restrictive naval environments (leveraging ShareAspace Export Control).

In-service asset management is another major issue in the maritime industry. Ships are rarely stationary. They tend to be repaired while in operation or in far-flung locations that may be anywhere in the world. The huge issue for owner/operators and maintenance organizations is capturing and keeping the in-service configuration of the vessel up-to-date. ShareAspace enables an as-maintained system of record that provides a secure and organized place to store configuration information as it changes. This helps alleviate the physical audits and scanning that often have to be done when a ship arrives at a maintenance facility. This can save weeks, even months, of work before the actual maintenance can commence.

Supporting a digital twin of each ship or maritime systems provides a basis for a lifecycle digital thread that spans all aspects of each system’s lifecycle. The digital thread connects all elements of a system’s complex data as well as the data’s lifecycle as the ship or maritime systems moves from design to build to operation. This aspect of ShareAspace supports full lifecycle configuration management as illustrated in Figure 3. This allows organizations to track changes for individual vessels and across classes. The digital twins are based on using structured data and information rather than documents that have to be parsed to determine their contents. However, document contents can be indexed to facilitate searching.

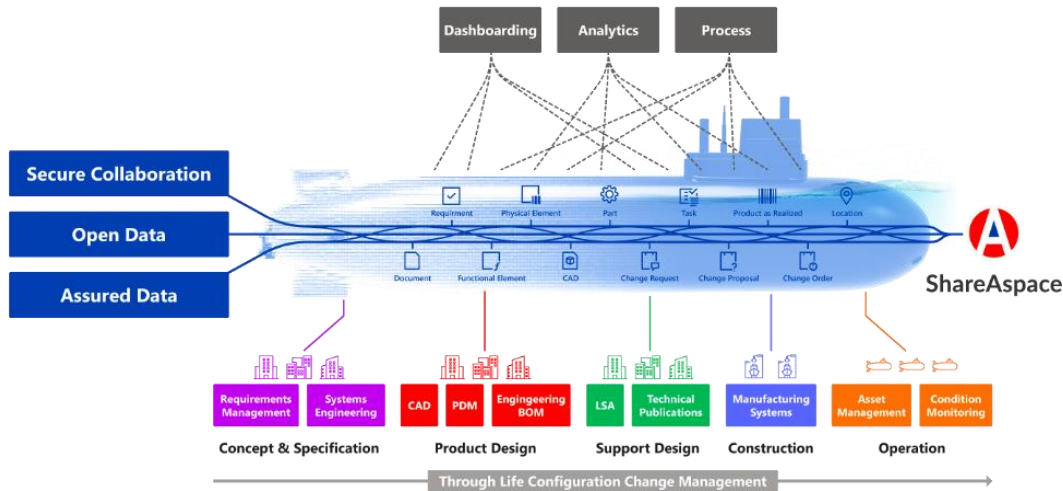


Figure 3—Extended Digital Thread and Digital Ship  
 (Courtesy of Eurostep)

### Interoperability

To facilitate Maritime 4.0 shipbuilders and other maritime industry companies need to digitalize their enterprises. Doing so provides the foundation and platform upon which these enterprises can position themselves to resolve the issues raised above and provide their customers with superior maritime solutions. A key element of a digitalized product development platform is to be able to support data from and integrate with the multitude of solutions used to design products in the maritime industry today. Interoperability is not an optional concept. It is a central capability of a viable solution that is capable of spanning the full maritime lifecycle from concept through life.

ShareAspace provides methods (via a REST API and messaging system) to create integrations and Interoperability with shipbuilding tools from other solution suppliers as well as with enterprise applications such as product data management (PDM), enterprise resource planning (ERP), design software (MCAD, ECAD, plant design), software development, manufacturing planning and computer-aided manufacturing (CAM), operations support, and others. Equally important is that ShareAspace’s collaboration environment supports integrations across business process, both within an organization and with its suppliers.

## User Observations

BAE Systems is a large, international provider of products and services supplied to various military and civilian customers. One of the company's primary objectives is to help its customers navigate the difficulties inherent in digital asset management across their products' lifecycles. BAE enables organizations to deliver Engineering through life support (ETLS) by delivering value across the digital thread. The aim is to capture and manage data to support assets (e.g., ships, aircraft, ground vehicles) from concept through to decommission. This exposes BAE Systems to all the issues faced by a prime contractor when working in a complex supply chain of varied suppliers, owners/operators, maintainers, and logistics. To overcome these issues, BAE Systems uses ShareAspace as a data aggregator, collaboration hub, and process control tool.

Mr. Luigi Sidoli, Head of Campaigns and Programmes at BAE Systems Digital Intelligence, stated that a primary reason for its adoption of ShareAspace was its "ability to aggregate configurations and provide essential ETLS for complex assets." The company has created an asset breakdown structure in ShareAspace that enables organizations to capture and analyze the actions required to maintain an asset's operational readiness and upgrade schedule. Supporting the logistics of supply chains and maintenance facilities viewed by BAE Systems as a key part of lifecycle asset management.

Mr. Sidoli also reiterated three critical aspects of asset management: improving asset availability, enhancing efficiencies, and reducing cost of ownership. BAE Systems utilizes ShareAspace's inherent adoption of the ASD and STEP standards to meet their customer's requirements in an integrated, collaborative environment. He noted that many customers had never previously used a central environment to support their supply chain, and that it helps competitive suppliers share and work together without compromising their IP through a COTS solution suite.

Benefits cited by BAE Systems include:

- Working with a small to medium enterprise (e.g., Eurostep) is an important aspect of its business operations
- Availability of a tried and tested COTS solution
- Ability to support its customers with best-of-breed solutions
- Access to Eurostep's expertise of ingesting, managing, and reusing data; and capabilities honed by experiences from other industries

## Conclusion

The Eurostep ShareAspace offers maritime operators and others access to design, build, and operational maintenance planning and execution data, work processes, and tools to help support complex maritime industry requirements including configuration of ship classes and individual ships and supplier collaboration through life. Eurostep's ShareAspace strategy provides benefits to maritime industry clients across domains. ShareAspace's integrated data and process management helps everyone involved in a maritime program make more informed

decisions more rapidly. These can impact design, engineering, analysis, procurement, manufacturing planning, service, logistics, and other activities.

ShareSpace helps shipbuilders and other organizations achieve a digitalized environment that advances Marine 4.0. It can help improve performance by streamlining processes, reduce errors throughout a ships or maritime systems lifecycle, result in cost savings, and more satisfied customers.

CIMdata recommends that companies acquiring or updating maritime lifecycle management solutions include ShareSpace in their evaluation.

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

### *Siemens Teamcenter Within Microsoft Teams - a CIMdata Highlight*

19 July 2023

*AI-driven global collaboration.*

At Realize Live 2023, strategic partners Siemens Digital Industries Software (Siemens) and Microsoft announced a new collaboration solution which integrates Microsoft Teams, Azure Open AI, and Siemens Teamcenter. A major problem facing companies is their ability to report problems quickly and accurately to those responsible for solving the problem. For example, many product quality issues go unreported because the person finding an issue has no practical way to communicate it to those responsible for addressing the problem. The Teamcenter within Teams solution effectively addresses this issue.[1]

With the Siemens Teamcenter app on Microsoft Teams, a person can speak in their native language to their mobile device (e.g., phone, table, or laptop) and describe the problem. The application will automatically translate the problem description (e.g., from Thai to German) and then use artificial intelligence to investigate possible solutions and automatically create a problem report sent to those responsible for resolving the type of problem being reported. The resulting corrective solution is then sent back to the person who reported the problem to implement the corrective solution.

Major features of this Teamcenter within Teams solution include:

- Single Sign-On (SSO)—authenticating through Microsoft Teams
- Microsoft Teams as an enterprise portal to Teamcenter
- Azure Open AI to translate the recorded problems
- Azure Open AI automatically extracts key information to investigate possible solutions, creating a problem report in the appropriate user’s native language
- Teams Apps Services
- To ensure security, all data is stored in Teamcenter, not in the Microsoft Teams backend, and all transmissions are encrypted

The initial release of this solution is scheduled for general availability in the second half of 2023. At Realize Live 2023 Siemens and Microsoft described a solid roadmap delivering expanding Teamcenter—Teams capabilities (e.g., Team Chats from Teamcenter) and Teams integration with other Siemens Xcelerator solutions (e.g., real-time presence and messaging with NX).

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

## *Smart Commercialization of Consumer Electronics Products - a CIMdata Commentary*

20 July 2023

*How to Improve Your Go-to-Market Process & Maximize Profitability.*

### *Key Takeaways*

- Consumer electronics products dominate our lives, from smartphones to smart home devices, wearable technologies, home appliances, power tools, e-bikes, e-toys, beauty devices, audio products, and medical devices.
- Brand owners and retailers are under increased pressure to plan new product features and develop launch and promotion strategies. Unfortunately, most companies lack a seamless end-to-end process for commercialization, with departments typically working in silos and overly relying on spreadsheets, email, and legacy databases to support their work.
- A more integrated approach to the commercialization of smart, connected products with shared access to information and support for collaborative working can dramatically improve process agility and reduce time to market, leading to greater growth and profitability.
- Responding to this market need, Centric Software has launched a solution to streamline the commercialization of smart, connected products which has the potential to help brand owners respond with greater speed and agility.

### Introduction

The consumer electronics industry has evolved and grown dramatically over the last 60 years, encompassing many previously separate categories, and including new ones that have emerged in recent years. In parallel, the morphing of old-school consumer electronics products into smart, connected products has been underway for some time and is already complete in many categories. These changes are dramatically increasing the number of consumer electronics products on the market and the rate at which they are being refreshed.

This commentary will explore the rapid evolution and explosive growth of the consumer electronics market and some of the products that are driving it. It looks at the impact growth is having on key stakeholders throughout the commercialization process, especially during planning, launch, and promotion, and the greater challenges they face to achieve growth and

profitability. It continues with a review of the processes and supporting tools being used to support product commercialization today and their numerous gaps, difficulties, and inefficiency. The commentary also discusses the benefits of a more integrated approach (i.e., a smart approach), allowing stakeholders to participate in collaborative processes and access reliable information throughout the process. The commentary concludes with an overview of Centric Software's solution for Commercial PLM and Visual Portfolio Planning. [\[1\]](#)

### Profiting from Consumer Electronics Products

Consumer electronics products have been around for over 60 years but have seen dramatic changes in recent years. From a market once dominated by home audio, it has grown to encompass appliances, computers, video games, cameras, Wi-Fi, home security, in-car accessories, health equipment, toys, bikes, drones, and many others. Additionally, in the last 10 years we have seen a dramatic evolution from "dumb products" to "smart, connected products." Through the use of sensors, embedded software, wireless connections, and smartphone apps, product features are increasing dramatically in the quest to provide more value for customers and more profit for brands and retailers.

Compared to earlier generations of consumer electronics, smart, connected products offer greater flexibility to tailor products to different regional markets. They also allow for more frequent updates, driven by technological innovation and market demand. The advent of smart, connected products has also created new market opportunities: for example, monetizing post sales-services (i.e., support, upgrades, etc.) and leveraging customer usage data.

Products that are not yet smart or connected are impacted by these changes. Many exist in categories that are moving in that direction but must, in the meantime, be positioned against their smarter brethren. Even those in categories outside this evolution are being affected, with consumers now expecting new features and product updates on a regular basis.

The impact on the market has been dramatic, with demand for smart, connected consumer electronics products estimated at US\$80B in 2022 and growing at 27% per annum. [\[2\]](#) Smart, connected products are also changing the competitive dynamics of the market as the skills required to develop, manufacture, and market these products are significantly different from those required for earlier product generations. Success metrics, however, have not changed with profitability, market share, growth, and brand value still being at the forefront.

Along with the positive changes in the market for consumer products, as described above, a number of challenges have emerged that are impacting the planning, sourcing, and launch of products. For example:

- With potentially more product variants and a shorter time in-market, market planning and portfolio management have become more complicated and are under increased time pressure. Retailers managing a portfolio of private brands must work even harder to ensure their offerings remain competitive without sacrificing their relationships with their brand partners.
- With new product categories emerging and the value of existing categories changing, product planning is increasingly complicated, with decisions about, for example, which

products to sell where and which channels to use (i.e., online, wholesale, direct, etc.) becoming harder.

- With more features in every product, including many driven by embedded software or cloud-based applications, management of product and packaging development is becoming more critical, with key decisions to be made around how much to design and manufacture in-house versus outsourced.
- With new categories and competitive dynamics, careful launch planning including pricing, promotion, and volume forecasting have become even more critical.
- With new dynamics in the market including faster product turns and competitive obsolescence, supply chain and inventory management have also become more challenging.
- With greater product complexity, achieving sustainability, circularity, and recycling goals has become harder.
- With more SKUs, an enhanced, ongoing, and speedy rationalization process is required.

Lifecycle Management from Portfolio to Launch & Beyond

With all of the changes and challenges detailed above, a critical focus on the way the lifecycle of consumer electronics products is managed, and the tools used to support it, is needed. A simple overview of the key lifecycle processes is shown in Figure 1.

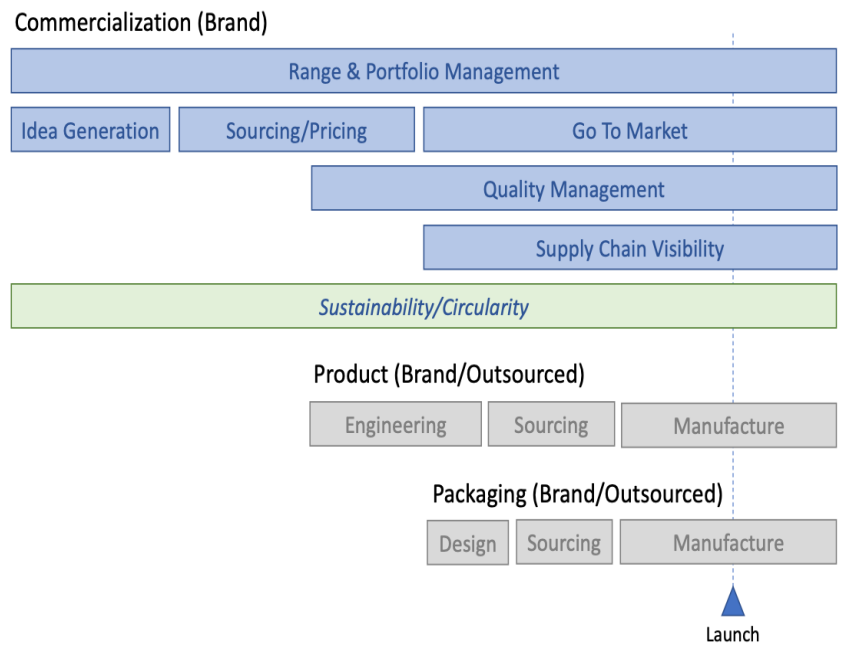


Figure 1—Consumer Electronics Lifecycle Processes  
 (Courtesy of Centric Software)

For ease of understanding, the processes are organized into three groups:

- **Commercialization**—the processes for planning which products will be developed and brought to market, key features to be included, where sourced, which channels they will be sold through, pricing, promotion, etc. These processes are typically executed by the brand owner and retailer, often in partnership.
- **Product**—the processes for developing a new product, sourcing components, and manufacturing. Any or all of these processes may be outsourced by the brand owner (including retailers in the case of private brands).
- **Packaging & Labelling**—the processes for developing packaging and labelling, sourcing materials, and manufacturing of said packaging. Any or all of these processes may be outsourced by the brand owner.

For the processes in the Product and Packaging & Labelling groups, software tools, including computer-aided design (CAD), simulation, and product data management (PDM), have long been available and are widely used. These are making information easy to find and helping teams work together using collaborative workflows.

However, for Commercialization the story is different with extensive use of disconnected and individually-focused software tools like spreadsheets and email. The result is that critical information is hard (or even impossible) to find and access and collaboration between individuals, across teams, and between brands and retailers is slow and tedious. Valuable time is wasted searching for information, correcting mistakes, and assigning and following up on tasks across multiple team members and outsource partners. While these problems have been largely eliminated for those working in product development, through the use of PDM and Product Lifecycle Management (PLM) solutions, they remain part of the daily experience of product managers, market planners, and others involved in commercialization.

This lack of adequate support for commercialization has reached a critical point for many companies. Market success is not just about building the “right” product, it is about bringing the “right” product to market in the “right” way, to achieve revenue and profitability goals. For consumer electronics brands and retailers, failing to invest in support for the commercialization processes is leaving them at a major competitive disadvantage.

Contrast this state of affairs with one where an integrated solution is available for commercialization. One where team members can collaborate easily using pre-defined workflows, access shared (and secure) information they know they can rely on, and access information from other critical business systems when and where needed. Organizations investing in this type of solution can expect to save significant time and money and enjoy greater success in the market through improved agility and decision-making.

#### Centric Software Solution

Last year, Centric Software announced a new solution for managing the commercialization process and CIMdata has now had a chance to review it. According to Centric it is designed to sit alongside or replace existing tools to streamline product planning, development, and launch with full control over workflows, supply chains, as well as cost and quality management. It includes a number of critical capabilities as follows:

- Planning—combine visual planning with advanced analytics for enhanced team decision-making.
- Portfolio Management—plan and manage complex product portfolios across multiple collections, price points, geographies, and channels.
- Sourcing & Supplier Collaboration—streamline collaboration via a supplier portal to oversee complex global supply chains.
- Quality & Engineering Change—maintain visibility of development stage-gates, track compliance, and manage non-conforming products.
- Packaging & Proofing—improve the management of packaging and proofing, saving time and reducing the potential for errors, duplication, and version control issues.
- Sustainability—measure and analyze the carbon footprint of new products.

### Centric's Background

Centric Software provides innovative enterprise software solutions that are used to plan, design, develop, source, and sell products to achieve strategic and operational digital transformation goals.

Partnering with thousands of brands, retailers, and manufacturers across 40+ countries and combining Silicon Valley innovations with market-driven best practices, Centric Software has successfully expanded across multiple industries. Boasting a 99% customer retention rate, Centric is bringing PLM innovations and its proven speed, ease-of-use, and Agile Deployment<sup>SM</sup> methodology to the consumer electronics industry.

### Conclusion

In the last ten years, consumer electronics have changed dramatically from simple products into smart, connected products delivering significant value to customers and the potential for additional revenue and profitability for brand owners. However, with these changes come increased challenges for brand owners to navigate a fast-changing market situation and make the right decisions to exploit opportunities.

Unfortunately, most brand owners still have their teams working in silos and relying on spreadsheets, email, and legacy databases to support their work. A more integrated and smart approach to the commercialization of smart, connected products with shared access to information and support for collaborative working would improve agility and reduce time to market, leading to greater growth and profitability. Centric Software has launched a solution to streamline the commercialization of smart, connected products and CIMdata recommends that consumer electronics brands take time to review it.

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

[2] Source: Grand View Research

## Acquisitions

### *Cadence to Acquire Rambus PHY IP Assets*

20 July 2023

Cadence Design Systems, Inc. and Rambus Inc., a premier chip and silicon IP provider making data faster and safer, announced that they have entered into a definitive agreement for Cadence to acquire the Rambus SerDes and memory interface PHY IP business. Rambus will retain its digital IP business, including memory and interface controllers and security IP. The expected technology asset purchase also brings Cadence proven and experienced PHY engineering teams in the United States, India and Canada, further expanding Cadence's domain-rich talent base.

"Memory and SerDes IP design and integration continues to be integral to the design of AI, data center and hyperscale applications, CPU architectures and networking devices, and the addition of the Rambus IP and seasoned team further accelerates Cadence's Intelligent System Design strategy, which drives design excellence," said Boyd Phelps, senior vice president and general manager of the IP Group at Cadence. "The acquisition of the Rambus PHY IP broadens Cadence's well-established enterprise IP portfolio and expands its reach across geographies and vertical markets, such as the aerospace and defense market, providing complete subsystem solutions that meet the demands of our worldwide customers."

"The accelerating momentum of AI and continued growth in the data center is driving ever-increasing demand for memory and security," said Sean Fan, senior vice president and chief operating officer at Rambus. "With this transaction, we will increase our focus on market-leading digital IP and chips and expand our roadmap of novel memory solutions to support the continued evolution of the data center and AI."

The transaction is expected to be immaterial to revenue and earnings this year for each company. It is expected to close in the third calendar quarter of 2023, subject to certain closing conditions.

### *Stratasys to Engage in Discussions with 3D Systems*

17 July 2023

Stratasys Ltd. ("Stratasys"), a leader in polymer 3D printing solutions, announced that its Board of Directors, after consultation with its financial advisor and outside legal counsel, has unanimously determined that the July 13, 2023 revised unsolicited proposal by 3D Systems Corporation (NYSE: DDD) ("3D Systems") to acquire Stratasys for \$7.50 in cash and 1.5444 newly issued shares of 3D Systems common stock per ordinary share of Stratasys would reasonably be expected to result in a "Superior Proposal" as defined in Stratasys' merger agreement with Desktop Metal, Inc. (NYSE: DM) ("Desktop Metal").

Stratasys intends to engage in discussions with 3D Systems with respect to 3D Systems' July 13, 2023 revised proposal, subject to the requirements of the Desktop Metal merger agreement.

As previously announced on May 25, 2023, Stratasys entered into a merger agreement with Desktop Metal, pursuant to which Desktop Metal agreed to combine with Stratasys in an all-stock transaction. Stratasys remains bound by the terms of the Desktop Metal merger agreement. Stratasys' Board has not determined that 3D Systems' July 13, 2023 revised proposal in fact constitutes a Superior Proposal as defined in the merger agreement with Desktop Metal, and the Stratasys Board has not changed its unanimous approval, recommendation and declaration of advisability of the transaction with Desktop Metal. Stratasys notes that there can be no assurance that the discussions with 3D Systems will result in a Superior Proposal, an agreement or a transaction.

J.P. Morgan is acting as exclusive financial advisor to Stratasys, and Meitar Law Offices and Wachtell, Lipton, Rosen & Katz are serving as legal counsel.

### *Vitruvi™ Software Announces Acquisition by Bow River Capital*

19 July 2023

**Vitruvi™ Software**, a leading provider of cutting-edge utility construction software solutions, proudly announces its acquisition by the Software Growth Equity Team of Bow River Capital, a Denver-based alternative asset manager. This strategic move is set to fuel Vitruvi Software's expansion plans and foster continued innovation in its product offerings.

With a steadfast commitment to digitizing the construction industry, Vitruvi Software has built one of the industry's most powerful and capable cloud solutions for powering digital construction management in the network, power and utility sectors. This acquisition by Bow River Capital's Software Growth Equity Team presents an exciting opportunity to leverage the Team's industry and operational expertise, resources, and capital to drive even greater growth for Vitruvi Software's platform offering.

"We are thrilled to join forces with Bow River Capital and embark on the next chapter of Vitruvi Software's journey," said Bryan McIver, CEO of Vitruvi Software. "This partnership will provide us with the necessary capital and resources to further enhance our software solution and solidify our position as product leader in digital construction management for geospatial projects."

Bow River Capital's extensive experience in the technology sector and their history of partnering with innovative software companies make them the ideal partner for Vitruvi Software. The investment firm's strategic guidance and financial backing is designed to enable Vitruvi Software to seek to accelerate product development, pursue new market opportunities, and enhance customer experience.

"Vitruvi Software has demonstrated exceptional platform capabilities, an intimate understanding of the digitization of geospatial construction management, combined with a high growth trajectory," stated Steve Joanis, Managing Director at Bow River Capital. "We are excited to collaborate with the talented team at Vitruvi Software and provide them with the necessary resources to drive their vision forward. Together, we will endeavour to unlock new avenues for growth and solidify Vitruvi Software's position as a leading software provider for utility construction."

## Company News

### *Aras Appoints Josh Epstein as CMO to Strengthen Executive Team*

19 July 2023

Aras, which provides the most powerful low-code application platform to design, build, and operate complex products, announced that the company has brought on Josh Epstein as chief marketing officer (CMO).

Epstein is an accomplished technology CMO with a record of building category-defining enterprise technology brands across a variety of industries. Most recently, he served as CMO at AtScale, a data and analytics software provider helping enterprise data teams modernize business intelligence and analytics for the cloud. He has held marketing leadership positions at both venture-backed startups and global technology leaders, including Observelt, Kaminario, Oracle, and Dell/EMC.

At Aras, Epstein will focus on driving global awareness of the company's differentiated approach to managing data across the product lifecycle, from design to manufacturing to support. He will lean on his track record of turning great technologies into category-defining brands to help redefine the product lifecycle management (PLM) category and further Aras' mission to deliver flexible solutions that support companies' digital transformation journeys. Those efforts will include fostering more opportunities for existing customers to expand their usage and better integrate with other adjacent technologies.

**Josh Epstein, CMO, Aras, said:** "Aras has an incredible technology vision and a loyal customer base. That, along with the company's impressive management team and investors, drew me to this role. I see enormous opportunity to build on Aras' position as a force for digital transformation in modern product design and manufacturing. I look forward to helping grow broader awareness of the value, innovation, and flexibility of our platform."

**Roque Martin, CEO, Aras, said:** "We have reimagined product lifecycle management with our open, flexible, and upgradable solutions. As we continue to grow, we need a top-notch marketing executive who can help tell the Aras story to a broader audience. Josh is that person, and we are excited to see where he can lead our brand."

### *AVEVA Announces 2023 Process Simulation Competition for Chemical Engineering Students in North America and Europe*

12 July 2023

AVEVA, a global leader in industrial software, driving digital transformation and sustainability, has opened entries for its highly anticipated AVEVA Process Simulation Academic Competition. The competition serves as a platform for engineering students in North America and Europe to

demonstrate their process simulation skills and offers the chance to secure an internship at AVEVA or take home a cash prize of \$3000.

The contest is open to students residing in the US, Canada, UK, Switzerland, Norway, and EU.

The annual AVEVA Process Simulation Academic Competition is an exceptional opportunity for chemical engineering students to enrich their process simulation skills using the latest technology.

Participants are invited to tackle real-world sustainability problems using AVEVA Process Simulation, the new paradigm in process engineering. Even students with no prior experience can dive into this easy-to-learn software to unlock their potential.

**Mihaela Hahne, Sr Director Sales Development – Academia at AVEVA, said,** “As an industrial software provider, AVEVA is committed to inspiring chemical engineers to help solve the world’s sustainability challenges from the early stages of their careers. The 2023 AVEVA Academic Competition is designed to encourage students to develop professional skills and solve real-life engineering problems.”

AVEVA’s competition plays a significant role in developing a new generation of engineers, alongside achieving its goal of driving sustainable and inclusive industrial growth.

In 2021, the AVEVA Academic Competition attracted more than 100 entries. A total of 46 teams of four individuals each, and 32 individual students from 20 universities across North America entered the event that year. In the same year, 59 individual students and 53 teams of four entered the same contest from Europe.

**Hahne added,** “We have witnessed some remarkable achievements in previous years. We believe that by partnering with the universities, we can help design and build a sustainable future together. Today's students will shape the future of our planet and tackle the challenges presented by a changing climate.”

Speaking on her experience as one of the competition participants in 2021, **Lea Scharli, Simulation Support Engineer at AVEVA said,** “The AVEVA Process Simulation Academic Competition is a great opportunity for students to work on real problems and gain insight into the possibilities of process simulation. Having participated in the previous edition of the competition, I was challenged to put my theoretical knowledge from university into practice – which has now led to me working at AVEVA as an engineer! Through this program, AVEVA supports students professionally and personally, and opens several avenues for progression. The potential is endless with AVEVA Process Simulation. Engineers and users can implement their own models, which enables us to work freely and solve problems creatively.”

This year’s challenge concerns the production and transportation of hydrogen in a clean and sustainable manner. Students will use the same tool currently deployed by the biggest chemical companies. Experience using the same software as potential employers puts participating students ahead of their peers and enhances their professional profile.

AVEVA Process Simulation is cloud-enabled software used to design and optimize equipment, processes and plants. Groundbreaking ease-of-use and simple data connections allow

engineering teams to evaluate more ideas, faster. Greenhouse gas metrics built directly into models help put sustainability at the heart of process engineering.

### *Bechtle and open source specialist VNC announce collaboration*

19 July 2023

**Bechtle is expanding its solutions portfolio to include open source-based business applications and has announced its cooperation with Swiss-based VNC – Virtual Network Consult AG. The VNClagoon Communication & Collaboration Suite comprises more than ten individual products, each of which meet the requirements for modern and secure work. As a strategic sales partner of VNC, Bechtle will initially address SMEs within Germany and to this end has established a dedicated Competence Centre at its sites in Munich and Regensburg.**

VNClagoon is an open source software stack offering a choice of modules including video conferencing, collaboration, groupware, project management and microblogging/social networking, which customers can customise according to their individual needs. The platform is, therefore, a flexible and scalable solution for businesses looking for a secure and flexible software suite to optimise their workflows.

#### **DFB utilises VNC solution**

VNC counts the German Football Association (DFB) as one of its customers and together with Bechtle, has already implemented several projects for other customers with extremely rigorous security requirements. “VNC and Bechtle aspire to provide their customers with the best and most secure IT solutions,” says Roland König, Managing Director, Bechtle IT System House Munich and Regensburg. “The VNClagoon software stack is the perfect complement to our open source portfolio as we strive to fulfil our customers’ individual needs with a wide-range of offers.”

#### **New Bechtle Competence Centre established**

In order to provide Germany-wide project support, Bechtle has opened its own VNC Competence Centre at its Munich and Regensburg offices where certified solution architects, system engineers and infrastructure specialists advise customers and support them in the implementation and operation of the VNClagoon software stack. “Our first foray into the German market saw us immediately find the perfect partner in Bechtle,” says Andrea Wörrlein, Managing Director of VNC in Berlin and Member of the Administrative Board of VNC AG in Zug of the new cooperation. “It was clear from the very first exploratory discussions that we had a lot of common ground and together, we are giving businesses the opportunity to leverage secure cloud computing in line with data protection regulations.”

### *CADENAS opens new office in Serbia*

17 July 2023

**The final preparations have been completed and the team headed by Goran Prokić has started work in the new subsidiary**

On July 3, 2023, the CADENAS team in Belgrade started work in the new office. General Manager Goran Prokić had already moved to a new location in Serbia in February. However, it

was clear that this was a temporary solution. Since then, the Serbian colleagues had been searching for an optimal operating location. With the office in New Belgrade, the city's main business district, the ideal solution was found. It is located on the first floor of an open, modern new building and offers possibilities for future expansion. Located on the lively Jurija Gargarina Street, the office building has good public transport connections.

### **The finishing touch**

The new branch focuses on digital product catalogs in the fields of mechanics and BIM. Before the Serbian team could start work, however, some preparations had to be made. Twelve workstations were equipped with hardware, new desks and ergonomic chairs were delivered, cables were laid, partition walls were erected, and a final cleaning was carried out. Prokić is satisfied with the result and seven employees have already moved into their new workplaces. Now the new subsidiary can fully support component manufacturers in providing their customers with Digital Twins of their products. The plan is to grow the team even more soon.

You can contact our Serbian office at the following address:

**CADENAS Solutions**  
**Jurija Gargarina Street 225 E**  
**New Belgrade, Serbia**

## *Carbon Title and Procore Join Forces to Mainstream Decarbonization in the Building Industry*

18 July 2023

Carbon Title, the company dedicated to decarbonizing every building, announced it has joined the Procore App Marketplace. Procore Technologies, Inc. is a leading global provider of construction management software and started the Procore App Marketplace in 2016 as an online hub for third party integrations and applications to support the growing construction ecosystem. The integration will help normalize green building practices across projects and make it easier to amplify their successes, enabling lower-carbon contractors to highlight their competitive advantage in an increasingly climate-conscious market.

Carbon poses both a significant threat and a promising opportunity for contractors today. Companies that embrace lower-carbon strategies stand to gain a substantial competitive advantage, while those who are reluctant risk being left behind. This integration will serve as a catalyst for a race to zero emissions, motivating top contractors worldwide to adopt eco-friendly approaches to future-proof their businesses.

"Our integration into the Procore platform represents a major breakthrough towards weaving carbon reduction into the very DNA of construction management," said Miles Haladay, co-founder of Carbon Title. "By providing radical transparency of carbon emissions across projects, we are ushering in a new era of sustainable construction, where the construction of our homes, hospitals and other structures no longer comes at the expense of our environment."

The built environment contributes 40% of annual global carbon emissions. What's more, we're on a trajectory that falls short of achieving the objectives outlined in the Paris Agreement. In order to mitigate the risk of catastrophic climate change, the integration of Carbon Title into the Procore platform presents a timely solution. Contractors, developers and property owners can now access robust tools to estimate, manage and communicate the carbon impact of their building portfolios. Carbon Title Explorer, a map of estimated carbon emissions of nearly every building in the U.S., provides visibility, raising awareness among the broader public.

"We're inspired by Carbon Title's transformative work to normalize green buildings at scale," said Kris Lengieza, VP of global partnerships & alliances at Procore. "Together we're working to make carbon reduction a standard practice across all building projects. This collaboration represents a significant stride towards a lower carbon future, with tangible benefits for both the industry and our planet."

### *CBA Signs Distribution Agreement with Nomura Research Institute (NRI) for Innovative SXM Platform Career*

18 July 2023

On April 27, 2023, Communication Business Avenue, Inc. ("CBA") and Nomura Research Institute, Ltd. ("NRI") signed a distributorship agreement for CareAR, an SXM platform that uses AI and Augmented Reality (AR) to improve efficiency. Through this partnership, cutting-edge AI and AR technologies can be used to quickly achieve digital transformation in a variety of industries and use cases, including customer support, service desk, field work, and training.

Companies are currently facing issues such as a declining workforce and need to upskill less experienced workers. Through this partnership, NRI will provide flexible solutions to address not only corporate issues such as human resource shortages and efficient staffing, but also social issues such as the declining birthrate and aging population.

This alliance will not only provide advanced communication and precise support at all customer contact points, but also bring new possibilities to companies by increasing the synergistic effect of NRI's extensive knowledge, CBA's advanced know-how, and CareAR's innovative AI & AR technology. Through these efforts, this partnership will contribute to the sustainable growth of companies and society as a whole.

"CareAR's remote assist and self-guidance visual technology is ideally aligned with NRI's mission to envision and realize new paradigms and to be a trusted partner for mutual growth." Said Sajeel Hussain, Chief Revenue Officer, CareAR. "We welcome NRI as a CBA CareAR Service Experience Management platform partner and their efforts to empower service transformation with CareAR's industry leading AI-powered augmented reality platform."

CareAR enables self-help solutions for customers and employees by using AI and AR to provide instructions for physical objects that exist in the real world. In addition, remote communication with annotations fixed in space on live images, which was not possible with conventional tools, will enable accurate real-time guidance to promote remote resolution. This enables engineers

and staff in charge of field service and other on-site work to receive support from skilled technicians and experts in remote locations using AR.

AI data analysis, learning and training support, and real-time guidance and simulation using AR and Digital Twin visualizations will help employees optimize their skills and capabilities, leading to improved work efficiency and quality. Such human resource development and enhancement of capability levels are closely linked to the organization's human capital management, and as a corporate organization, NRI is committed to improving competitiveness and maximizing results.

### *CoLab Joins PTC's Partner Advantage Program*

17 July 2023

CoLab Software is pleased to announce a new partnership with PTC through their Partner Advantage Program. Through this program, PTC invests in enabling and growing its partners for the benefit of joint customers worldwide.

CoLab is a cloud based platform purpose built for fast, effective design review. Using CoLab, multiple engineers, designers, and other stakeholders can review designs together and build off one another's feedback. The result is a more effective stage gate process for new product development, along with improved value analysis workshops and design for manufacturability exercises.

By digitizing these conversations, which often happen outside of PLM, CoLab provides an avenue to incorporate that data back into PTC Windchill, and contribute to a stronger digital thread ecosystem.

With Windchill, Creo, and CoLab, customers can easily create designs, communicate design intent, make decisions together quickly, and release those decisions to the rest of their organization. PTC customers using CoLab for complex review have accelerated design cycles 2x, achieved 8-figure cost reduction targets, and tapped into more supplier design expertise.

Adam Keating, CEO of CoLab said, "We are thrilled to officially partner with PTC to advance the goals of our shared customers, build stronger integrations between our products, and realize a shared vision of engineering teams bringing life changing products to market years sooner."

"We are excited to bring CoLab into our technology partner program," added Nick Samardzija, Product Manager at PTC. "Together with our products and expertise, we are looking to bring forward a solution to enable better collaboration among our customers' teams using CoLab's innovative Design Review capabilities together with Windchill, PTC's enterprise PLM solution"

### *Digital Twin Consortium Publishes Building Performance User Guide*

18 July 2023

Digital Twin Consortium® (DTC) published *The Why and the What of Digital Twin Building Performance and Sustainability: An Owner's Perspective*. This guide is the first in five user guides designed to assist an owner or occupier with new or existing digital twin-based building decarbonization implementations throughout the lifecycle. This first guide addresses such

questions as “Why should we do this?” and “What are the objectives for sustainability, efficiency, resiliency, health, risk mitigation, performance, reliability, and accountability?”

“Many owners have set aggressive decarbonization, net-zero, and sustainability plans. These targets typically include goal setting such as achieving net-zero by 2030, erasing carbon footprint by 2050, and decarbonizing across global portfolios by region by specific calendar years,” said Dan Isaacs, GM & CTO of the DTC. “The new user guide can help building owners determine if they are aggressive enough in their strategies and approaches to achieve these targets and how digital twins can play an important role. “

*The Why and the What of Digital Twin Building Performance and Sustainability: An Owner’s Perspective* looks at the foundational elements necessary to optimize the performance of a built environment, guiding organizations as they decarbonize, to reduce their environmental impact. The user guide shows how a digital twin can help building owners develop a roadmap and implement the best possible solutions to lower the building’s environmental impact, ensuring sustainability for generations. The guide also discusses digital twins’ positive effects in optimizing long-term building performance.

“As 2030 net-zero objectives become 2040 and 2050 requirements, building owners need to explore new proactive and holistic solutions. This user guide demonstrates how digital twins can help deliver these transformative changes and recognizes that our industry needs to collaboratively reduce the impact of our built environments,” said co-author Todd Lukesh, Client Engagement Manager and Sustainability Lead, Gafcon Digital. “Digital twins help building owners adopt data-driven approaches to help them understand not only how a building is performing but also how it should be performing.”

The DTC Architecture, Engineering, Construction, and Operations Working Group (AECO) Working Group wrote the guides to offer additional detail following the publication of the whitepaper: *Decarbonizing the Built World: A Call to Action*, which outlines how to reduce carbon emissions using performance-based digital twins. DTC will publish the remaining user guides throughout the summer.

### *Eagle Point Software, Autodesk, and Microdesk Support Workforce Development Community Initiative*

13 July 2023

Eagle Point Software, Autodesk, the Autodesk Foundation, and Microdesk have collaborated to equip Pallet, a Public Benefit Corporation, with the technology needed to scale technical training opportunities for those transitioning into permanent housing.

Pallet manufactures rapid-response shelter villages for unhoused people. Pallet's panelized shelters can each be built in about two hours and offer cost-effective and high-quality transitional housing plus safety and dignity in a community setting.

A secondary mission for Pallet is to build a more equitable and inclusive manufacturing workforce. Pallet hires and invests in people actively engaged in recovery; more than half of the Pallet team has experienced homelessness, substance use disorder, or the criminal justice

system and subsequently has found stability through meaningful employment. Employment at Pallet includes job training, support services, and many other benefits.

Eagle Point is the creator of the Pinnacle Series e-learning solution, Autodesk makes software that helps customers to design and make a better world for all, and Microdesk provides consulting and technology solutions for AEC and manufacturing firms. The companies have come together to support Pallet and its goal to end unsheltered homelessness and give people a fair chance at employment.

Pallet's founders, Amy King and Brady King, have identified that due to the shortage of housing for the homeless and those in transition, there is an opportunity to hire and invest in individuals who face barriers to employment. Pallet has established a Training Lab to develop the skills of individuals who seek careers in the manufacturing and construction industries.

The multiple partners have all contributed to the initiative in various ways: Eagle Point has donated its solution to Pallet's initiatives, Autodesk is providing software and training support to Pallet's growing team through its Technology Impact Program, the Autodesk Foundation supports Pallet with funding, and Microdesk provides consulting and training for integration of the Autodesk products into day-to-day operations.

"Pallet is transforming the AEC and manufacturing industries by fostering the introduction and development of a non-traditional workforce. A stronger and more diverse workforce is needed to both revitalize our economy and contribute to the overall housing supply – two things we are heavily focused on," shared Amy King, CEO of Pallet. "With this goal in mind, we recruit, train, and support individuals impacted by the criminal legal system, addiction, and homelessness into manufacturing and construction roles. We invest in people to maximize the potential of our employees and the communities they serve. As a mission-driven organization of change, we rely on our partnerships to support us with our goals, and we are truly thankful and humbled for all that Eagle Point and Autodesk have done to support the investment in our people. With partners such as these, we can make a bigger more positive impact on our employees and the communities they serve."

To date, Pallet has served thousands of unhoused people and provided more than 3,800 beds in more than 100 shelter villages across 19 states.

### *Eurostep partners with Luleå University of Technology, Stora Enso Fors Bruk, and others in a ground-breaking €35M digitalisation project*

18 July 2023

Eurostep, a leading provider of PLM (Product Lifecycle Management) collaboration software solutions, is proud to announce its involvement in the Arrowhead fPVN project, a game-changing digitalisation initiative aimed at revolutionising industrial efficiency across Europe.

The project, coordinated by Jerker Delsing, Professor in Cyber-Physical Systems at Luleå University of Technology, brings together 43 partners from 12 countries. This collaboration aims to automate communication across entire production networks, with the potential to

double productivity within various industries, including the car and aviation sectors and the processing industry in Europe.

“We are thrilled to be part of this visionary project,” said Sylvain Marie, Director AEC&Plant industry vertical at Eurostep. “Eurostep is dedicated to advancing digital transformation across the manufacturing industry, and our participation in the Arrowhead fPVN project reflects this commitment.”

The project is predicated on resolving communication bottlenecks between industry actors, systems, and equipment that currently require human intervention. By automating these processes, the project seeks to exploit the full potential of digitalisation in industrial Europe.

This is where Eurostep’s expertise comes into play. The company’s robust PLM software and cross-discipline collaboration tools will be invaluable in driving this digital transformation, enabling seamless communication and cooperation across multiple industrial units.

“Automation and digitalisation are no longer futuristic concepts, they are a reality that we must embrace to enhance productivity and efficiency,” said Sylvain. “We are honoured to join forces with Luleå University, Stora Enso Fors Bruk, and other esteemed partners to actualise this vision.”

The Arrowhead fPVN project aligns with Eurostep’s mission to deliver solutions that support interoperability between different systems and stakeholders while maintaining high-quality standards and reducing operational risks. The company looks forward to contributing its industry-leading solutions and expertise to this ambitious and transformative project.

## *HCLTech And Schneider Electric Collaborate To Develop Sustainability Solutions For Data Centers In APAC*

19 July 2023

HCLTech, a leading global technology company, has announced its collaboration with Schneider Electric, a leader in digital transformation of energy management and industrial automation, to develop carbon-efficient solutions for data centers in the Asia Pacific (APAC) region.

“With the growth of the digital economy, it is important that enterprises responsibly manage their data center energy consumption. We look forward to collaborating with Schneider Electric to develop sustainability solutions for data centers in APAC,” said Tan Boon Hien, Senior Vice President and Head of APAC Sustainability, HCLTech. “Assessing risk and responsibility, we will integrate HCLTech’s best practices in information technology (IT) with Schneider Electric’s operational technology (OT) to develop solutions that significantly help improve efficiency, productivity and modernization of data centers, reducing the overall carbon footprint.”

Enterprises around the world are investing in sustainability initiatives to boost their environmental, social and governance (ESG) ratings. Siloed IT and OT processes present challenges in optimizing the end-to-end supply chain of data centers. HCLTech and Schneider Electric will jointly explore innovations in sustainability and deliver converged IT-OT solutions to help clients meet regulatory compliances and accelerate decarbonization programs in the APAC region.

“Sustainability is a critical imperative for businesses today and we at Schneider Electric believe that we have a key role to play in helping our customers achieve their sustainability goals. We recognize the significant impact of data centers on the environment, particularly in terms of energy consumption and carbon emissions,” said Michel Arres, Vice President of IT Channel and Alliances, International Secure Power Division of Schneider Electric. “That’s why we’re excited to partner with HCLTech to develop carbon-efficient solutions for data centers in the Asia Pacific region. By combining our strengths in IT and OT, we can drive the convergence of these domains and enable our customers to achieve sustainable data center operations.”

### *IFS selects InfoConsulting as Exclusive Distributor across South Asia*

19 July 2023

IFS, the global cloud enterprise software company, announced it has entered into an exclusive distribution agreement with InfoConsulting across South Asia (namely Sri Lanka, Bangladesh and Pakistan). InfoConsulting will be empowered to grow IFS’s presence in this market as IFS’s lead partner.

IFS is committed to a partner-first model that sees IFS working closely with partners to address customer needs and to expand the IFS footprint. IFS’s market-leading cloud applications and services enable customers to leverage automation and business intelligence to better understand key challenges across their operations, work more efficiently and increase productivity.

Under this strategic partnership, InfoConsulting will be an exclusive distributor and will offer services to IFS customers from business consulting, technical development and IFS support. This will occur through a global support program that already provides support to over 20,000 IFS end users. InfoConsulting’s investment and focus in South Asia will enable customers to achieve value, and complement the capabilities provided by the partner ecosystem.

“Like IFS, we are committed to delivering value to customers with IFS’s cloud applications, through a great customer experience. This agreement follows the success of partnerships in Europe, Australia and New Zealand, where we are enabling customers to achieve the business outcomes of their digital transformation with IFS. We are looking forward to working with current and future IFS customers and partners across South Asia to achieve their goals too,” said Mr Miroslaw Kaminski, Head of InfoConsulting.

Furthermore, this partnership extends beyond software and services. InfoConsulting’s selection as the exclusive distributor is based on their strong alignment and shared values with IFS. Both organizations are committed to delivering exceptional customer experiences and driving tangible business outcomes and InfoConsulting has a proven track record having been recognized by IFS customers with the global IFS Customer Choice Partner of the Year Award 2022.

“This agreement builds upon an established relationship with InfoConsulting in South Asia. It will provide both organizations with strong alignment on our best-in-class enterprise software solutions to build upon a partner-first business model and accelerate our reach across South

Asia, helping enterprises achieve optimized business performance," said Vincent Carvalho, IFS Regional President, APJ, ME&A.

## *Nemetschek Group Invests in Startup Stylib, a SaaS-based Material Search Platform*

21 July 2023

The Nemetschek Group, a globally leading software provider for the digital transformation in the AEC/O and media industries announced its participation in a pre-seed-investment round for the UK-based startup Stylib, a SaaS-based platform that simplifies architectural product discovery. The investment underlines the Nemetschek Group's strategy of driving innovation in the construction industry.

Stylib helps architects and designers find, curate, and manage architectural products from suppliers and manufacturers. Currently, architectural product discovery is a time-consuming task. Designers spend days browsing through vast catalogues, often unable to cover the constantly growing market offering when searching for products for their projects. While product suppliers and manufacturers remain focused on showrooms and catalogues to reach potential buyers, Stylib is taking a 'vertical Shopify' approach that aims to equip companies working in the field with digital tools that enable digital specification journeys.

Customers can also integrate Stylib's product discovery technology into their own websites using the company's API and widget solutions. Suppliers can manage their entire catalogue database using the platform's vertical Product Information System (PIM), which enriches their data using machine learning and has been designed to suit the needs of architectural product suppliers and manufacturers. They also benefit from AI-based search insights which inform them what the latest trends are based on analysis of user searches.

"We're excited to be joining forces with the Nemetschek Group - a global leader in architectural software solutions and a key player in digitalizing the AEC/O industry", says Noam Naveh, a former architect, now co-founder and CEO at Stylib. "As previous users of their software and believers in the group's OPEN BIM vision, it was fantastic for us to find that we share the same views on the future of architectural products' discovery and asset management. We are very proud to have the support of Nemetschek on our path to reshaping our own industry".

"The Stylib team is leveraging AI and machine learning to solve the material search problem and make it highly scalable, in a way we've never seen before", explains Tanja Kufner, Head of Startup & Venture Investments at the Nemetschek Group. "We look forward to supporting the Stylib team on this journey and bring them together with our relevant brands in our Planning & Design segment."

## *PROLIM Launches Innovation Center to Drive Digital Transformation and Enhance Customer Support*

12 July 2023

PROLIM, a leading provider of Digital Transformation solutions, is thrilled to announce the grand opening of its state-of-the-art Innovation Center in Delhi NCR. This center marks a

significant milestone in PROLIM's commitment to empowering businesses with innovative technologies and providing exceptional support to its valued customers.

The newly established Innovation Center will serve as a dynamic hub for innovation, collaboration, and the development of transformative solutions tailored to meet the evolving needs of businesses in today's digital landscape. Located in the heart of Delhi NCR, a region renowned for its thriving technological ecosystem, the center is poised to leverage the abundant talent and resources available in the area.

"With the opening of our Innovation Center in Delhi NCR, we are excited to bring the latest advancements in Digital Transformation to our customers," said Abhinav Kumar Basaria, Regional Sales Manager, PLM Sales at PROLIM. "This center will enable us to work closely with our customers, understand their unique challenges, and co-create innovative solutions that drive their digital journey forward."

The Innovation Center will house a team of highly skilled experts, including data scientists, software engineers, solution architects, and industry specialists, all dedicated to delivering innovative solutions that drive efficiency, productivity, and business growth.

"At PROLIM, we are committed to supporting our customers in their Digital Transformation journey," said Srinath Koppa, Managing Director at PROLIM. "The opening of the Innovation Center in Delhi NCR signifies our dedication to providing exceptional customer support and delivering transformative solutions that address the ever-changing demands of the digital landscape."

The center will not only serve as a space for solution development but also as a collaborative environment for customers and PROLIM's talented team to ideate, prototype, and co-create innovative solutions. It will provide a platform for workshops, hackathons, and innovation sprints, fostering a culture of continuous learning and innovation.

### *Revalize Announces Michael Sabin as New Chief Executive Officer*

12 July 2023

Revalize, a worldwide leader in CAD, CPQ, and PLM software solutions for manufacturers, announced the appointment of Michael (Mike) Sabin as its new Chief Executive Officer, effective immediately. Mike succeeds Jim Contardi, who has been the CEO of Revalize since its formation in June 2021, and prior to that, the CEO of AutoQuotes since 2019.

An experienced strategic leader, Mike has a proven track record of building and developing strong teams, driving go-to-market strategies and propelling growth. Most recently, Mike spent three years as CEO of SNH Automotive Group, comprised of the National Credit Center ("NCC") and Promax. Previously, he held multiple senior leadership positions at the Dun & Bradstreet Corporation, including overseeing Global Business Solutions as Executive Vice President and General Manager.

"I am grateful for the opportunity to join the talented team at Revalize," said Mike. "With its customer value approach, market-leading solutions, and strong foundation of success, I believe the company is positioned for meaningful growth. I am excited to partner with the Revalize

team, ST6, TA and Hg as we work to maximize our potential and reshape the future of manufacturing software.”

“Mike’s cross-functional experience, ability to develop winning teams, and focus on delivering a superior customer experience make him an ideal fit for Revalize,” said Mark Friedman, Chairman of Revalize and Managing Director of ST6. “We look forward to Mike’s leadership and building on the Company’s strong momentum, to benefit our team and global customer base.”

Revalize has grown substantially under the leadership of Jim Contardi, reaching a broader customer base and expanding its portfolio of high-impact solutions.

“It’s been a privilege to support Revalize through its formation and rapid growth over the last two years,” said Jim Contardi. “Most gratifying has been building out the depth and capability of our team and targeting new investments to better address the evolving business challenges that our customers are facing. I’m grateful that Mike shares a passion for our space and appreciates the company’s culture – I’m confident he’ll take Revalize to the next level.”

“On behalf of the Revalize Board of Directors, we want to thank Jim for his leadership and unparalleled commitment to driving value for customers, team members and partners alike,” said Hythem El-Nazer, a Managing Director at TA. “While the Company’s vision and values remain the same, we are excited to enter a new phase of our growth journey in partnership with Mike and the entire Revalize leadership team,” added JB Brian, Partner at Hg.

### *Tecsys Names Vito Calabretta as Chief Customer Officer*

18 July 2023

Tecsys Inc., an industry-leading supply chain management and omnichannel commerce software company, is pleased to announce the appointment of Vito Calabretta to the position of chief customer officer. Calabretta, who previously served as the senior vice president of Global Operations at Tecsys, has more than three decades of experience delivering customer-centric services at global customer-focused SaaS and services organizations including Tecsys and Accenture. As Tecsys strengthens its leadership position and expands in key industries such as complex distribution and healthcare, the appointment reaffirms the company's commitment to exceptional customer experiences and innovative supply chain optimization.

During his tenure as senior vice president of Global Operations, Calabretta has been pivotal in evolving the services organization to align with Tecsys’ SaaS go-to-market model. Under his leadership since 2017, customer service operations have doubled, and significant advancements have been made in areas such as project management, customer care, and professional services. His strategic initiatives have resulted in efficient delivery of services, shortened time to value and streamlined implementations.

In his new role, Calabretta will be responsible for overseeing all aspects of service delivery and customer success at Tecsys. He will work cross-departmentally to ensure that customers' needs are met and that they are empowered to extract maximum value from their Tecsys software. Additionally, Calabretta will lead the development and implementation of customer-centric

strategies, focusing on enhancing the customer journey, leveraging customer insights, and fostering long-term customer loyalty.

Peter Brereton, president and CEO of Tecsys, expressed his confidence in Calabretta's ability to excel in his new role, saying, "Vito's expanded role is a testament to his outstanding leadership and unwavering commitment to our customers. His deep understanding of our customers' needs, coupled with his strategic mindset, will undoubtedly drive our customer success to new levels. We are thrilled to have Vito lead this effort as we continue to prioritize customer service excellence."

Commenting on his new position, Calabretta says, "I am honored to take on this new role at Tecsys. Our customers are at the core of everything we do, and I am excited to lead our customer success initiatives to new heights to deliver exceptional value for our customer organizations."

### *Vectorworks Receives buildingSMART IFC4 Import Certification*

18 July 2023

Global design and BIM software provider Vectorworks, Inc. announces it has obtained IFC4 Reference View 1.2 Import Certification (Architectural Reference Exchange) from buildingSMART International (bSI), the worldwide industry body driving the digital transformation of the built asset industry, through the creation and adoption of open, international standards and solutions for infrastructure and buildings.

The Software Certification Program provides validation that Vectorworks' IFC4 import has been quality-tested against bSI's robust benchmarks, ensuring that users are consistently sharing the highest quality IFC models with other BIM software products and instilling confidence in the accuracy and credibility of their work.

Supporting IFC4 import and export since 2018, Vectorworks was the first architectural software developer to achieve IFC4 Export Certification in 2019. Now paired with the import certification, it fully meets international standards for openBIM.

"Providing our users with a software platform that continuously delivers innovative efficiencies and collaborative capabilities is a top priority," said Vectorworks Director of Product Marketing Martyn Horne. "This includes steadfast support of openBIM workflows, and the certification of our IFC4 import further exemplifies our ongoing commitment."

## Event News

### *NEVARIS ACTION HEROS Event Series Successfully Concluded*

19 July 2023

The construction software specialist NEVARIS looks back with satisfaction on its "NEVARIS Action Hero Events". A total of 160 participants attended the four events in Bremen, Wülfrath, Stuttgart and Elixhausen. The focus was always on the software users: They are the true heroes of the industry and were able to demonstrate their skills and nerves of steel in adrenaline-filled

action events. Depending on the location, a cross-country and steep-curve drive in a Mercedes-Benz off-road vehicle, an off-road tour through a quarry in a Land Rover, tee-off training in golf or an impressive virtual reality experience were the special highlights of the extraordinary full-day events.

The concept behind the multi-part series of events, which took place in this form for the first time, was to establish a relaxed platform for constructive discussions, communication - and definitely also fun. The packed day program offered the invited customers above all the opportunity to enter into an open and friendly dialog with each other and with the software experts from NEVARIS/123erfasst, Bluebeam, Allplan, EasiControl and DL Data. The physical well-being was also taken care of throughout the day.

In informative keynote presentations, various speakers provided expert background information on planning and building in the digital age. Because the construction industry is changing sustainably and error-prone analog processes are being replaced by efficient digital processes. NEVARIS stands for this change as well as the solution providers who accompanied the company at the four events.

"This series of events offered the great opportunity to meet personally with our customers outside of day-to-day business and to discuss the current challenges as well as our joint opportunities and potentials in intensive talks. In addition, there was enough room for open and very constructive feedback directly from users, which will help us to better address the needs and requirements of our customers in the future."

Bluebeam and NEVARIS Managing Director Ruth Schiffmann was present at all events to share strategy insights and to engage in direct exchange with customers. Afterwards, she draws her personal, positive conclusion: "This series of events offered the great opportunity to meet personally with our customers outside of the daily business and to discuss the current challenges as well as our joint opportunities and potentials in intensive conversations. In addition, there was enough room for open and very constructive feedback directly from users, which will help us to respond even better to the needs and requirements of our customers in the future."

The very good mix of informative presentations and direct exchange between customers, NEVARIS employees and partner software companies was rated as very positive by all. The successful event format is now to be continued beyond 2023.

## Financial News

### *AECOM announces planned dates for third quarter fiscal 2023 earnings results and conference call*

19 July 2023

AECOM, the world's trusted infrastructure consulting firm, intends to issue its third quarter fiscal 2023 financial results after the U.S. market closes on August 7, 2023. The Company will also host a conference call and webcast with analysts and investors on August 8, 2023 at 8 a.m.

Eastern Time, during which management will present the Company's financial results, strategic accomplishments, and market and business trends.

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

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

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

14 July 2023

AMETEK, Inc. will issue its second quarter 2023 earnings release before the market opens on Tuesday, August 1, 2023.

AMETEK will webcast its second quarter 2023 investor conference call on Tuesday, August 1, 2023, beginning at 8:30 AM ET. The live audio webcast can be accessed by clicking on the Events & Presentations link in the "Investors" section of [www.ametek.com](http://www.ametek.com). A replay of the call will also be archived on the website and will be available until the next quarterly earnings call.

### *DXC Technology to Report First Quarter 2024 Results on Wednesday, August 2, 2023*

19 July 2023

DXC Technology announced that it will release financial results for the first quarter of fiscal year 2024 on Wednesday, August 2, 2023, at approximately 4:15 p.m. Eastern Daylight Time (EDT).

DXC Technology senior management will host a conference call and webcast on the same day at 5:00 p.m. EDT. The dial-in number for domestic callers is 888-330-2455. Callers who reside outside of the United States should dial +1-240-789-2717. The passcode for all participants is 4164760. The webcast audio and any presentation slides will be available through a link posted on DXC Technology's [Investor Relations website](#).

A replay of the conference call will be available until 11:59 PM EDT on August 9, 2023, at 800-770-2030 for domestic callers and at +1-647-362-9199 for international callers. The replay passcode is 4164760. A transcript of the conference call will be posted on DXC Technology's [Investor Relations website](#).

### *Ericsson reports second quarter 2023*

14 July 2023

#### **Second quarter highlights – In line with expectations**

- Group organic sales[1] declined by -9% YoY. Segment Networks sales[1] declined by -13%, while segment Enterprise sales[1] grew by 20%. Reported sales was SEK 64.4 (62.5) b.
- The sharp decline in sales in North America was partly offset by strong sales development in India.
- Gross income excluding restructuring charges decreased to SEK 24.7 (26.3) b. as a result of lower sales and margins in Networks. Gross income increased in Enterprise, mainly driven by the consolidation of Vonage. Reported gross income was SEK 24.1 (26.3) b.
- Gross margin excluding restructuring charges was 38.3% (42.2%) primarily impacted by changed business mix in Networks. Reported gross margin was 37.4% (42.1%).
- EBITA excluding restructuring charges amounted to SEK 3.7 (7.5) b. with an EBITA margin of 5.7% (12.0%). Reported EBITA was SEK 0.5 (7.5) b. with restructuring charges amounting to SEK -3.1 (0.0) b.
- Net loss was SEK -0.6 (4.7) b. primarily due to restructuring charges. EPS diluted was SEK -0.21 (1.35).
- Free cash flow before M&A was SEK -5.0 (4.4) b., impacted by lower EBIT, payment to U.S. Department of Justice (DOJ) and increased working capital. Net cash on June 30, 2023, was SEK 1.9 b. compared with SEK 13.6 b. on March 31, 2023.

SEK b.	Q2 2023	Q2 2022	YoY change	Q1 2023	QoQ change	Jan-Jun 2023	Jan-Jun 2022	YoY change
Net sales	64.4	62.5	3%	62.6	3%	127.0	117.5	8%
<i>Sales growth adj. for comparable units and currency[2]</i>	-	-	-9%	-	-	-	-	-5%
Gross margin[2]	37.4%	42.1%	-	38.6%	-	38.0%	42.2%	-
EBIT	-0.3	7.3	-	3.0	-	2.7	12.1	-77%
EBIT margin[2]	-0.5%	11.7%	-	4.9%	-	2.2%	10.3%	-
EBITA[2]	0.5	7.5	-93%	3.8	-86%	4.4	12.4	-65%
EBITA margin[2]	0.8%	12.0%	-	6.2%	-	3.5%	10.6%	-
Net income (loss)	-0.6	4.7	-	1.6	-	1.0	7.6	-87%

EPS diluted, SEK	-0.21	1.35	-	0.45	-	0.25	2.23	-89%
Measures excl. restructuring charges[2]								
Gross margin excluding restructuring charges	38.3%	42.2%	-	39.8%	-	39.0%	42.2%	-
EBIT excluding restructuring charges	2.8	7.4	-62%	4.0	-30%	6.8	12.1	-44%
EBIT margin excluding restructuring charges	4.4%	11.8%	-	6.4%	-	5.4%	10.3%	-
EBITA excluding restructuring charges	3.7	7.5	-51%	4.8	-24%	8.5	12.5	-32%
EBITA margin excluding restructuring charges	5.7%	12.0%	-	7.7%	-	6.7%	10.6%	-
Free cash flow before M&A	-5.0	4.4	-	-8.0	-	-13.0	2.8	-
Net cash, end of period	1.9	70.3	-97%	13.6	-86%	1.9	70.3	-97%

[1] Sales adjusted for comparable units and currency

[2] Non-IFRS financial measures are reconciled at the end of this report to the most directly comparable IFRS measures.

### Comments from Börje Ekholm, President and CEO of Ericsson

Building on our strong position and despite challenging market conditions we delivered a solid quarter – meeting expectations. We continue to execute with discipline and focus without losing sight of the long term. We are leveraging our 5G technology, growing our enterprise business and driving our cultural transformation to accelerate our growth trajectory and shape the communications industry landscape.

### Q2 in line with our expectations

Performance in Q2 was in line with our expectations, despite the uncertain macro backdrop and significant changes in market mix. This is a testament to our strategy, the excellence of our portfolio, and our ability to adapt and execute.

Group organic sales declined by -9%, as a Networks decline of -13% was partly mitigated by a 20% organic growth in Enterprise. Group EBITA excluding restructuring charges was SEK 3.7 (7.5) b. or 5.7% (12.0%) of sales.

In Networks, we saw strong execution with record build-out speed in India, where we now have a leading market share. Sales growth in India partly offset the expected softening we saw in other markets, notably in North America, where build-out pace moderated and customer inventory levels were reduced. Despite the business mix change and several large rollout contracts, Networks had a gross margin[2] of over 39%.

In Cloud Software and Services, we continue to execute on the turnaround, including exiting subscale business and improving delivery efficiency. We are on track to deliver an EBITA[2] of at least break-even for the full year 2023.

In Enterprise we saw continued strong growth in Enterprise Wireless Solutions, and we recorded positive EBITA in the Global Communications Platform business.

We landed another important 5G licensing agreement with a device vendor, further validating our IPR portfolio strength, positioning us well for continued IPR growth as we license vendors previously unlicensed for 5G.

We are well on track to reduce our annual run rate by at least SEK 11 b. by year-end, which will positively impact the P&L over the coming quarters with full effect during 2024.

Free cash flow before M&A was SEK -5.0 (4.4) b. primarily driven by lower EBIT[2] and increased working capital including the payment to the US Department of Justice. We expect an improvement in cash flow during the second part of the year and gradually move towards our long-term target of 9-12% of Net sales.

### **Driving execution of our strategy**

Ericsson is shaping the industry landscape by leveraging the full value of 5G and creating the world's most powerful innovation platform. We remain focused on three priorities: i) bolstering our leadership in mobile networks; ii) growing our enterprise business; and iii) driving our cultural transformation.

Leadership in mobile networks is the cornerstone of our success. Our competitive advantage is clear – we deliver leading performance, energy efficiency and cost optimization. Our radios carry about half of the world's 5G traffic outside China.

Building on this position and our market leading technologies, we are expanding into the fast-growing enterprise segment, substantially increasing our addressable market and diversifying our portfolio. 5G offers advanced capabilities such as Quality of Service, speed, latency, and location, and our platform allows these capabilities to be monetized in new ways by exposing them through network APIs. Operators and enterprises are showing great interest, as our platform will enable operators to offer differentiated performance levels and allow developers to integrate these capabilities into both existing and innovative new use cases.

We continue our relentless focus on enhancing our ethics and compliance program. Our compliance program and controls have been significantly enhanced since 2019 and our monitorship is entering its final year. We conduct testing to ensure our compliance program is effective and fully embedded across the company.

## Looking ahead

For Q3 we expect similar market mix and trends as in Q2. In addition, Q3 will benefit from an early impact of our strong focus on cost-out execution. Overall, we thus expect Q3 EBITA margin<sup>[2]</sup> to be in line with or slightly higher than Q2, followed by a seasonally stronger Q4.

As we look ahead, a fundamental driver of network capex is the continued rapid data traffic growth. Average smartphone usage is expected to exceed 20 GB/month in 2023 with strong growth. 240 operators have launched 5G, bringing new revenue growth with pricing model innovation. We forecast 5G subscriptions to top 1.5 billion by end-2023 and reach 4.6 billion by 2028. Fixed Wireless Access (FWA) also grows quickly, driving further traffic growth.

Traffic growth and operators' desire to meet expectations for network quality with cost and energy efficiency, will stimulate investments. We estimate 75% of all base station sites outside China are not yet updated with 5G mid-band, and migration to 5G standalone will continue in order to deliver on 5G's full potential.

We are confident that the market will recover as a consequence of these factors, and Ericsson is well positioned to benefit from increased investments. The exact timing of these increased network investments is, of course, in the hands of our customers, but we expect that the market will see a gradual recovery in late 2023 and improve in 2024.

Our technology leadership, solid performance and growth potential, position us well for the future. We are navigating the current environment with discipline and focus, and we tackle areas within our control. We execute on the Cloud Software and Services turnaround, portfolio adjustments, enhanced R&D productivity, IPR growth and cost reductions. Based on the expected recovery of the mobile networks market towards the end of the year, we remain focused on reaching the lower end of the 15-18% EBITA margin<sup>[2]</sup> long-term target range in 2024.

Börje Ekholm  
President and CEO

[1] Sales adjusted for comparable units and currency

[2] Excluding restructuring charges

## *LTIMindtree delivers 8.2% YoY revenue growth in CC*

17 July 2023

LTIMindtree, a global technology consulting and digital solutions company, announced its consolidated results for the first quarter ended June 30, 2023, as approved by its Board of directors.

*"During the first quarter of FY24, LTIMindtree delivered 8.2% YoY revenue growth in Constant Currency. Our key verticals BFSI, Manufacturing & Resources and Hi-Tech, Media, and Entertainment which make up 75% of our revenues performed well. Our strategic programs are bearing fruit and is evident in the upward movement across our client buckets. The order inflow continued to increase and reached USD 1.41 billion in this quarter. Our operational rigor helped*

*us achieve an EBIT of 16.7% and PAT of 13.2%”.*

– Debashis Chatterjee, Chief Executive Officer and Managing Director

Key financial highlights:

Quarter ended June 30, 2023

In USD:

- Revenue at \$1,058.7 million (growth of 0.1% Q-o-Q / 8.1% Y-o-Y)
- Net profit at \$140.1 million (growth of 3.4% Q-o-Q / decline of 1.2% Y-o-Y)

In INR:

- Revenue at ₹87,021 million (growth of 0.1% Q-o-Q / 13.8% Y-o-Y)
- Net profit at ₹11,523 million (growth of 3.4% Q-o-Q / 4.1% Y-o-Y)

Other highlights:

Clients:

- 723 active clients as of June 30, 2023
- \$5 million+ clients increased by 18 on a Y-o-Y basis, total 148
- \$10 million+ clients increased by 9 on a Y-o-Y basis, total 88
- \$50 million+ clients increased by 3 on a Y-o-Y basis, total 13

People:

- 82,738 professionals as of June 30, 2023
- Trailing 12 months attrition was 17.8%

Deal Wins

- One of the largest Property & Casualty insurance companies in the United States has chosen LTIMindtree as a strategic partner for a multi-year application development and maintenance deal.
- A US-based Insurance & Retirement major has awarded LTIMindtree a multi-year deal for 24x7 Infrastructure Managed Services.
- A well-known Consumer Electronics and Personal Computing firm, renowned for its quality and innovation, has selected LTIMindtree to drive digital transformation and business process re-engineering, including the adoption of as-a-Service business models.
- A Digital Communications technology giant based in the United States has partnered with LTIMindtree for developing a resilient supply chain for new business acquisition.
- A UK-based Pharmaceutical giant awarded LTIMindtree a multi-year contract to provide SAP Managed services along with testing and support services.

- A leading American multinational Consumer Goods company selected LTIMindtree to co-create and support their Integrated Media solutions platform for ad-buying across channels.
- A prestigious regulatory body has chosen LTIMindtree for its Next-Generation Data Warehouse implementation.
- LTIMindtree opened a new logo in the beverages industry, with an application services deal that allows our client to build a scalable core-flex model for IT application services.
- A world leader in Risk Management & Consulting has selected LTIMindtree to build a greenfield cloud-based data platform using AWS. This state-of-the-art foundational platform will help the client to improve the carrier and client experience by leveraging data to create an information advantage.
- A leading US-Based Property & Casualty insurance major selected LTIMindtree to migrate and modernize their legacy data platform to Snowflake's cloud data platform by leveraging our proprietary PolarSled toolset.

### *Markforged Sets Reporting Date for Second Quarter 2023 Financial Results*

19 July 2023

Markforged, the company strengthening manufacturing resiliency by enabling industrial production at the point of need, announced that it will release its financial results for the second quarter ended June 30, 2023, after the market closes on Thursday, August 10, 2023. The Company will host a webcast and conference call at 5:00 PM ET on the same day to discuss the results.

Participants may access the earnings press release, related materials, and the audio webcast by visiting the investors section of the Company's website at <https://investors.markforged.com/>

To participate in the call, please dial 1-877-407-9039 or 1-201-689-8470 ten minutes before the scheduled start.

For those unable to listen to the live conference call, a replay will be available on the Company's website and telephonically until Thursday, August 24, 2023, 11:59 PM ET by dialing 1-844-512-2921 or 1-412-317-6671, passcode 13737742.

### *Rockwell Automation to Report Third Quarter Fiscal 2023 Results*

18 July 2023

Rockwell Automation, Inc. is scheduled to report its third quarter fiscal 2023 results on Tuesday, Aug. 1, before the market opens. The release will be posted on the Rockwell Investor Relations website at [www.rockwellautomation.com/en-us/investors.html](http://www.rockwellautomation.com/en-us/investors.html).

A conference call to discuss the quarterly results will be held at 7:30 a.m. CDT on Aug. 1. This call will be audio webcast and accessible on the Rockwell Automation Investor Relations website. Presentation materials will also be available on the website prior to the call.

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

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

### *Rockwell Automation to Report Third Quarter Fiscal 2023 Results*

18 July 2023

Rockwell Automation, Inc. is scheduled to report its third quarter fiscal 2023 results on Tuesday, Aug. 1, before the market opens. The release will be posted on the Rockwell Investor Relations website at [www.rockwellautomation.com/en-us/investors.html](http://www.rockwellautomation.com/en-us/investors.html).

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

### *Sandvik - Interim report second quarter 2023*

19 July 2023

Second quarter 2023

9<sup>TH</sup> CONSECUTIVE QUARTER WITH DOUBLE DIGIT GROWTH

Continuing operations

- Order intake SEK 31,660 million (28,740)
- Order intake growth, at fixed exchange rates 7%
- Revenues SEK 32,243 million (27,050)
- Revenue growth, at fixed exchange rates 16%
- Adjusted EBITA SEK 6,599 million (5,141)
- Adjusted EBITA margin 20.5% (19.0)
- Adjusted EBIT SEK 6,109 million (4,794)
- Adjusted EBIT margin 18.9% (17.7)
- Adjusted profit before tax SEK 5,405 million (4,812)
- Profit for the period SEK 3,326 million (2,627)

- Adjusted profit for the period SEK 4,085 million (3,680)
- Earnings per share, diluted SEK 2.65 (2.10)
- Adjusted earnings per share, diluted SEK 3.25 (2.95)
- Free operating cash flow SEK 4,578 million (-49)

Additional information may be obtained from Sandvik Investor Relations, phone +46 70 782 63 74 (Louise Tjeder) or +46 72 506 60 53 (Maria Brandberg).

A webcast and conference call will be held on July 19, 2023, at 1:00 PM CEST. Information is available at [home.sandvik/investors](http://home.sandvik/investors)

### *Synopsys Announces Earnings Release Date for Third Quarter Fiscal Year 2023*

17 July 2023

Synopsys, Inc. announced it will report results for the third quarter fiscal year 2023 on Wednesday, August 16, 2023, after the market close. The company will host a conference call at 2:00 p.m. Pacific Time / 5:00 p.m. Eastern Time to review its financial results and business outlook.

Financial and other statistical information to be discussed on this conference call will be available on the corporate website at [www.synopsys.com](http://www.synopsys.com) immediately before the call. A live webcast will also be available on this site. Participants should access the live webcast at least 10 minutes prior to the start of the call. A webcast replay can be accessed on the corporate website beginning Wednesday, August 16, 2023, at approximately 5:00 p.m. PT. The replay will be available until Synopsys announces its fourth quarter and fiscal year 2023 results in November 2023.

## Implementation Investments

### *Associated Hardwoods Automates & Optimizes production with Plataine's WoodOptimizer*

19 July 2023

Associated Hardwoods, a family-owned and operated manufacturing company specializing in intelligent forest management, has implemented Plataine's WoodOptimizer to improve their plywood cutting processes. Plataine is a leading provider of Industrial IoT and AI-based optimization solutions for advanced manufacturing and its AI based technology was chosen due to its vast experience in the Furniture industry, helping companies make their manufacturing processes more efficient and digitized.

Since 1978, Associated Hardwoods has been dedicated to intelligent forest management combined with manufacturing excellence, with a focus on preserving and utilizing our greatest natural resource. However, their plywood production processes were manual and inefficient, resulting in poor yields and inflexible work order generation, and a lack of visibility into the process. Plataine's WoodOptimizer provides Associated Hardwoods with the ability to

automatically create optimized cut plans that are based on work orders from their ERP system, eliminating manual input, and improving their make-to-order production strategy. The platform helps operators eliminate mistakes and focus on reducing waste and improving quality. A 15%-20% increase in material yield is expected in the upcoming 6 months. Plataine's WoodOptimizer application optimizes plywood sheets for the best possible value, while at the same time significantly reducing waste.

"Plataine's WoodOptimizer has helped us to automate our plywood production processes, making them more efficient and cost-effective. With this solution, we can optimize plywood sheets for the best possible value while significantly reducing waste, resulting in higher yields and improved profitability. Plataine's professional services engineer performed the initial installation remotely and then arrived on-site for several days to complete the installation and provide training for the programmers and operators" said **Rick Jordan, President of Associated Hardwoods**.

"We are proud to have been selected by Associated Hardwoods to provide our solutions and experience in this field, helping them achieve their goals of improving efficiency, reducing waste and increasing profitability," said **Clay Bolick, VP Operations at Plataine**.

### *Bira 91 Collaborates with Accenture to Accelerate Enterprise Reinvention Journey*

18 July 2023

Indian premium beer company, Bira 91, which spans 24 countries, is collaborating with Accenture to drive growth, increase business agility, and accelerate innovation through an enterprise reinvention program.

As part of its transformation strategy, Accenture will help Bira 91 design and deploy a digital core—which includes data, artificial intelligence, and machine learning—using SAP S/4HANA® to enable a total reinvention of its enterprise through the integration of disparate technology platforms. Powered by cloud, the scalable technology platform will increase visibility and accessibility of data across the organization, helping to inform decision-making and raise productivity.

Accenture will help redesign the master data management (MDM) system to provide a single, integrated data model—across business processes and applications—and establish one trusted version of the truth. By integrating Bira 91's data lake with SAP S/4HANA®, the beer company will have access to intelligent search and analytics to unlock the full value of its enterprise data. Furthermore, the new platform will redefine business processes by streamlining operations, enhancing automation, and improving asset utilization and cash flows.

Ankur Jain, CEO and Founder of Bira 91 said, "The collaboration with Accenture is yet another step towards catalyzing Bira 91's digital transformation journey. We believe that going digital will play a critical role in driving efficiency, achieving business growth and fulfilling our mission to bring flavorful beers to consumers worldwide at speed and scale."

Manish Gupta, managing director and lead for Accenture's Products group in India, said, "In the current environment of market volatility and supply chain disruptions, responding to ever-

changing consumer needs fast is critical to business resilience. By using a robust data-driven technology platform, Bira 91 will have the insights needed to inform core business decision-making and be better positioned to achieve its ambitious expansion targets.”

### *CoreLogic announces expanded multi-year agreement with Admiral to further enhance Admiral’s claims management operations*

17 July 2023

CoreLogic®, a leading global property information, analytics and data-enabled solutions provider, is pleased to announce that UK insurer Admiral has expanded its collaboration with CoreLogic in digital claims management.

As part of the new agreement, Admiral’s Household Claims division has implemented CoreLogic’s suite of claims management solutions that enhances data services into their claims operations and Household supply chain.

By fully utilising CoreLogic’s claims management technology, Admiral will gain advanced visibility and insights into their claims processes, helping with more informed decision-making about cost control and indemnity spend.

Furthermore, Admiral will benefit from improved visibility of supplier activity by bringing all claims participants onto a single platform to collaborate and communicate with each other. By having enhanced visibility, Admiral will be able to reduce claims lifecycles and minimise the number of “hand-offs” between suppliers, leading to a more efficient claims process.

In addition to the above benefits, Admiral’s policyholders will continue to be front and centre in the claims process, using CoreLogic’s award-winning LINK™ portal. This software module will increase customer engagement by empowering customers to have more control and visibility over their claims journey.

#### **Mark Barrett, Vice President UK Go To Market, Insurance Solutions at CoreLogic, said:**

“We are delighted to continue supporting Admiral’s claims digitalisation strategies and expanding our services and products for them. Their trust in our ability to deliver innovative technology solutions that meet the evolving needs of the insurance industry is a testament to our commitment to providing exceptional service. We look forward to continuing to collaborate with Admiral to create a seamless and efficient claims management process for their customers.”

#### **Rob Davies, Head of Complex at Admiral, commented:**

“We are pleased to expand our collaboration with CoreLogic in claims management, as we strive to continue to provide excellent service and support to our customers and supply chain partners. CoreLogic’s team has extensive practical experience in claims, and their understanding of the challenges involved in managing complex claims operations in a fast-changing industry sector is of utmost importance to us.

We believe that our collaboration with CoreLogic will enable us to continuously improve the claims journey for our customers. Together, we are committed to creating a more seamless,

effortless, and positive claims experience by leveraging the latest technology solutions and expertise in the industry. We are confident that our collaboration will result in enhanced efficiency, cost control, and customer satisfaction.”

### *EAS Chooses Infor to Support Business Growth and International Expansion*

18 July 2023

Infor®, the industry cloud company, announced that EAS — the Vicenza-based company leader in electronic supply and specialized in the assembly of SMT (surface-mount technology) and THT (through-hole technology) electronic boards — has chosen Infor CloudSuite Industrial Enterprise for its digital transformation journey in a cloud environment. The project will be implemented by 2Win Solutions, Infor's partner, and is aimed at supporting the growth of the company and the business at an international level.

Founded in 1978 as a small local company in Vicenza, Italy, EAS has become a solid leader in project industrialization services, assembly, automatic testing of electronic boards and creation of electronic and mechanical assemblies for sectors such as medical, railway and automotive, just to mention the main ones. In 2003, growing demand for electronic boards led EAS to open a new production plant in the Slovak Republic, also, to better respond to the needs of European customers.

The growth of the company and an ever-expanding market have made it necessary to implement increasingly innovative and high-performing technologies to help guide the company's development. EAS thus launched a detailed software selection, which included the analysis of specific areas such as technical data, planning, logistics and outsourcing and costs. At the end, the company recognized Infor CloudSuite Industrial Enterprise as the optimal solution for its needs.

Infor CloudSuite Industrial Enterprise offers manufacturing-specific capabilities, fast, cost-effective implementation, and shop floor and supply chain integration of financial, quality, service, and order management tools available on the Amazon Web Services (AWS) infrastructure — a flexible cloud platform with a high level of security.

The completeness of the processes defined as standard and the ability to make extensions, thanks to the extensibility technology, to satisfy even the most specific business requirements, were the winning characteristics of the solution. The choice of the cloud environment allows EAS to have software that is always updated with the most-recent features, using the highest-level security protocols available. 2Win Solutions, a partner of Infor, supported EAS during the decision-making phase and will take care of the solution deployment.

The functional coverage offered by the CloudSuite will allow EAS to obtain integrated business processes based on industry best practices, dashboards with drill-down capabilities, and links to further details supported by a very complete BI analytics library divided into application areas.

“We have found in Infor CloudSuite Industrial Enterprise and 2Win Solutions the ideal partners to support us in our growth path, capable of responding to all our needs and offering us the necessary flexibility to adapt to changing market demands. We also decided to move to the

cloud to always have the most up-to-date technology available, and the highest level of security,” said Angelino Grendene, EAS managing director and purchasing manager.

“We are honored that EAS, a company in continuous growth and strongly focused on innovation, has decided to adopt Infor CloudSuite Industrial Enterprise as the solution that best suits their type of reality. We are proud that EAS has chosen the expertise and professionalism of 2WS as a strategic partner for change,” said Antonio Gentile, managing partner of 2WS.

Bruno Pagani, Infor Italia general manager, said, “We are proud to support an Italian company such as EAS on its growth path. In a market that poses many challenges, it is essential to adopt effective technologies that simplify and offer complete visibility of all business processes. Furthermore, the cloud environment offers high levels of agility, flexibility and security, and the certainty of having the most recent functions, thanks to continuous and automatic updates.”

### *GE HealthCare Expands Partnership with TCS to Transform IT Operating Model and Accelerate Technological Innovation*

19 July 2023

Tata Consultancy Services (TCS) has expanded its long-standing relationship with GE HealthCare Technologies Inc. (GE HealthCare), a leading global medical technology, pharmaceutical diagnostics, and digital solutions innovator, to help transform the latter’s IT operating model.

The partnership will focus on digitally transforming GE HealthCare’s global IT function by launching a new operating model for managing its application estate and driving innovation. TCS will manage the development, maintenance, rationalization, and standardization of its enterprise IT applications. Further, TCS will leverage advanced software engineering practices, combined with artificial intelligence and digital technologies to drive faster time to value realization, operational resilience, and productivity.

This transformation will enable GE HealthCare to build a strong foundation for business growth and advance innovation, bringing intelligent care solutions to over one billion patients across more than 160 countries.

*“GE HealthCare is building a scalable, sustainable and globally unified IT operating model that is focused on digital transformation and innovation to provide precise, connected, and compassionate care,”* said **Jahid Khandaker, Chief Information Officer, GE HealthCare**. *“Our collaboration with TCS helps us deliver on our purpose to create a world where healthcare has no limits by rapidly addressing evolving patient needs, supporting medical technology research, and promoting investment in truly differentiating care solutions.”*

*“TCS’ long-standing relationship with GE HealthCare is founded on the shared belief that technology helps improve lives and contribute to the overall well-being of individuals and communities. We are excited to expand this relationship and leverage our deep contextual knowledge and technological expertise to help GE HealthCare develop innovative new healthcare products and services that aim to enhance patient outcomes, while modernizing and supporting their existing application estate,”* said **Anupam Singhal, Business Head, Corporate Accounts, TCS**.

## *Infosys Transforms Bendigo and Adelaide Bank's Customer and Employee Experience*

18 July 2023

Infosys, a global leader in next-generation digital services and consulting, announced the successful completion of the foundation phase of a major digital program for Bendigo and Adelaide Bank, one of Australia's biggest banks. Delivered in collaboration with Microsoft, the program enabled Bendigo and Adelaide Bank to consolidate multiple legacy document management systems into a single enterprise document management system (EDMS) and deliver better customer service.

Using Microsoft's SharePoint Online, the new platform built with Infosys leveraging Infosys Cobalt cloud offerings allows for democratisation of data, streamlined document storage, and better collaboration across Bendigo and Adelaide Bank. The program stems from Bendigo and Adelaide Bank's commitment to leverage data for better customer outcomes – and this program plays a key role in strengthening the required data governance.

The consolidation of document management systems into a cloud-based platform also enables a better employee experience. The bank can define security groups and better manage permission levels to meet stringent audit and compliance requirements. The platform has enabled Bendigo and Adelaide Bank to deliver a more uniform user experience across its products and services, while improving privacy and document retention compliance.

The new cloud-based platform also automated the entire data migration process, leading to a measurable reduction of operational overheads. Bankers at Bendigo and Adelaide bank can now utilise modern user interfaces that are more accessible and enjoy a plethora of functionalities in the upgraded SharePoint experience. Consolidation of data involved retrieving 15 million documents from many disparate systems and significantly improved the privacy and security stance of document stores.

**Nathalie Moss, Practice Lead, Lending Technology at Bendigo and Adelaide Bank**, said, "Our employees are now able to service customers faster and more easily due to the centralised document storage and common searchable access approach. The key to the program led by Infosys is findability. The faster we can find all relevant customer documents, the more deeply we understand the customer and the more personalised the service we offer becomes, every time we interact. Better operational flow equals more effective and empowered staff and builds on the award-winning customer experience our Bank consistently offers."

**Andrew Groth, Executive Vice President, Infosys, and Region Head, Australia and New Zealand**, said, "The outstanding results achieved by Bendigo and Adelaide Bank illustrates how complex legacy systems are transformed by our proven Infosys Cobalt cloud ecosystem. Working seamlessly with partners such as Microsoft, Infosys supports Financial Services organisations to accelerate business outcomes, including strengthening employee and customer experience."

**Kiet Le, Partner Director, Microsoft ANZ**, said, “Through this collaboration with Infosys and Microsoft, the bank is using the rich capabilities of SharePoint to democratize data, improve customer value and help the bank drive tangible outcomes at scale. We’re pleased to see our partner Infosys deliver such an outcome to Bendigo and Adelaide bank utilizing Microsoft technologies.”

### *L&T Technology Services wins \$50 million Hi-Tech deal*

18 July 2023

L&T Technology Services Limited, a global leading pure-play digital engineering services company, announced that it has secured a \$50 million contract with a global technology company, to enable new opportunities for digital media platforms.

The latest agreement carries a 5-year tenure and is tailored to significantly enhance the flagship suite of products including the customer’s cloud native portfolio and drive new levels of automation and optimization for customer experience functions.

LTTS will also be streamlining the workflow processes and reduce the product development cycle. A key tenet of this collaboration is to leverage LTTS’ cutting-edge innovations in machine learning and artificial intelligence while enabling collaboration on a range of new next-generation experiences.

**Amit Chadha, CEO and Managing Director, L&T Technology Services** commented “*We are delighted to announce this key deal win and will be leveraging our multi-vertical expertise, combined with advanced machine learning techniques and deep learning networks developed with over a decade’s experience across linear and other platforms. Our team will integrate and deploy the customer’s next gen suite of offerings and help them create personalized and immersive experiences for end customers across the globe*”.

### *Largest Children’s Hospital in the United States Standardizes on Oracle Fusion Cloud Applications*

13 July 2023

Texas Children’s Hospital, the largest children’s hospital in the United States, has implemented Oracle Fusion Cloud Applications Suite to support its mission to create a healthier future for children and women throughout its global community. With Oracle Fusion Applications, Texas Children’s Hospital has been able to consolidate seven business systems on one integrated platform to improve recruitment and employee retention, increase efficiency, help reduce costs, and enable its staff to dedicate more time to patients.

Texas Children’s Hospital, one of the nation’s top ranked pediatric hospitals and the top ranked pediatric hospital in the state of Texas, is also recognized as one of the largest and most comprehensive pediatric and women’s health care organizations in the world. To keep up with the demands of its growing operations and to ensure its staff and clinicians can spend as much time as possible focusing on patient care, Texas Children’s Hospital needed to streamline and simplify its existing business processes. After careful evaluation, Texas Children’s Hospital

decided to move finance, HR, and supply chain processes to the cloud with Oracle Fusion Applications.

“Our previous systems required a lot of manual effort to use and maintain and this was becoming an unsustainable burden on our employees,” said Myra Davis, executive vice president and chief information innovation officer, Texas Children’s Hospital. “With Oracle Fusion Applications, we’ve been able to streamline and automate business processes and this allows our staff and clinicians to spend more time with patients. Oracle provided hands-on support during implementation to ensure we rapidly gained value from our new system, and we continue to benefit from quarterly updates that enable us to constantly improve productivity.”

With Oracle Fusion Cloud Enterprise Resource Planning (ERP), Oracle Fusion Cloud Enterprise Planning Management (EPM), Oracle Fusion Cloud Human Capital Management (HCM), and Oracle Fusion Cloud Supply Chain & Manufacturing (SCM), Texas Children’s Hospital has been able to break down organizational silos, standardize processes, and manage its finance, planning, HR, and supply chain operations on a single integrated platform

“Recent events pushed the world’s largest industry to a near breaking point and highlighted the challenges of running countless disconnected systems,” said Steve Miranda, executive vice president of applications development, Oracle. “With Oracle Fusion Applications, Texas Children’s Hospital has been able to increase visibility into its business and reduce the administrative burden on its employees. With Oracle’s complete suite of healthcare-focused solutions, we are committed to solving the healthcare industry’s biggest challenges and helping customers find new efficiencies, drive down costs, and continually improve patient outcomes.”

The implementation was managed by Oracle Consulting.

### *Lilly Pulitzer Accessorizes with Oracle Cloud*

18 July 2023

Resort and fashion retailer [Lilly Pulitzer](#) is transforming its in-store experience for shoppers and associates with Oracle Cloud. Lilly Pulitzer can be found online, in more than 60 retail stores, in major department stores, and more than 50 Signature stores nationwide. To automate and scale how it serves shoppers in store, the brand recently implemented the mobile [Oracle Retail Xstore Point of Service](#) (POS) system and Oracle Retail Xstore Office Cloud Service. Running on tablets, cloud-based solutions provide Lilly Pulitzer’s associates with visibility into a customer’s prior purchase history and inventory levels so they can help shoppers discover the brand’s latest distinctive prints from anywhere in the store.

“Connecting with our customers and local communities to create meaningful experiences every day is a priority for Lilly sales associates,” said Michelle Kelly, CEO, Lilly Pulitzer. “With Oracle Retail Xstore POS, our associates now have the time and tools to effectively engage with and delight our customers during pivotal moments in their shopping experience.”

### **Helping customers and associates shine bright**

Lilly Pulitzer sales associates thrive in a creative environment where they can interact with customers to help them find the right outfit and accessories for their vacations and everyday wardrobe. With help from Oracle Retail Consulting and Deloitte, Lilly Pulitzer selected and implemented the [Oracle Retail Xstore POS system](#) based on its proven performance, leading platform capabilities, scalability, and regular delivery of new updates and innovations. With Oracle Xstore Office Cloud Service, Lilly Pulitzer was also able to integrate promotions into the POS system, including its 'Gift with Purchase' offers and loyalty program.

"The new Oracle mobile POS allows our associates to execute a seamless transaction from anywhere in the store, capture data to grow the loyalty program, and review purchase history to make real-time recommendations," said Rachael Crews, VP of Digital Commerce, Customer Engagement, Lilly Pulitzer. "Having this intelligence at their fingertips can be a game changer in moving our customers from browsers to buyers."

"POS technology should automate processes, streamline transactions, and deliver quick scale without the customer even noticing," said Mike Webster, senior vice president, and general manager, Oracle Retail. "For lifestyle brands like Lilly, the merchandise, culture, and selling environment drive success. Our goal is to enable sales associates to stay focused and available throughout the entire shopping experience ensuring customers get the attention they deserve."

### *Rino Sports Chooses Centric PLM to Promote Intelligent Manufacturing*

18 July 2023

Rino Sports, a leading sneaker manufacturer, has selected Centric Software®'s Product Lifecycle Management (PLM) solution. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source, price and sell products such as apparel, footwear, sporting goods, furniture, home décor, consumer electronics, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Founded in 1989, Rino Sports is located in the famous shoe manufacturing region of Putian, China. Rino Sports provides professional services and high-quality products for many international and domestic brands, such as well-known sports brand ANTA. Rino Sports produces 10 million pairs of shoes annually, with an output value of more than 1 billion yuan.

Intelligent manufacturing has always been the goal of Rino Sports, and this year Rino Sports plans to officially launch intelligent production lines and promote the digital transformation of the footwear industry.

Rino Sports is implementing Centric PLM™ to achieve R&D digitalization. The entire R&D process is currently based on manual data entry, resulting in long meeting times, inefficient report production, difficulties in tracking product development, a lack of multi-dimensional costing analysis and challenges related to sharing and acquiring data between teams.

Mr. Wang Lu, director of Rino Sports Industry Rino Academy, says, "The main business process of Rino's entire R&D center will be upgraded. Centric PLM will take the lead in building a unified information and digital platform. It will enable us to connect with flexible digital factories,

closely follow the market and respond quickly, achieve cost reductions, increase efficiency and use big data to support decision-making, truly realizing 'Rino Intelligent Manufacturing'."

Rino Sports selected Centric Software due to Centric's deep apparel and footwear industry expertise, as well as the features and flexibility of Centric PLM. Teams from Centric and Rino will collaborate closely to fully understand Rino's business needs and future vision and ensure the smooth implementation of the PLM project.

Mr. Lin Jinyang, chairman of Rino Sports, says, "Since 2018, Rino has gradually upgraded ways of working using digital systems. The PLM project is another important advance in innovation at Rino, reflecting the forward-thinking spirit of our teams. We hope that all employees can devote themselves to the implementation process."

"Rino Sports is a leader in the digital transformation of Putian shoe manufacturing, and we are delighted to partner with them," says Chris Groves, CEO of Centric Software. "We look forward to working closely with the team from Rino Sports to fully digitalize R&D and achieve their vision of more streamlined, efficient and intelligent manufacturing."

### *SK hynix adopts Siemens' Polarion to help gain Korea's first ASPICE certification*

20 July 2023

Siemens Digital Industries Software announced that SK hynix, a leading semiconductor supplier, has achieved the first ASPICE automotive semiconductor software quality certification in Korea, enabled by its adoption of Siemens' Polarion™ ALM solution for Application Lifecycle Management.

ASPICE (Automotive Software Process Improvement Capability dEtermination) is an international standard for evaluating the quality of software development processes, adopted by leading automotive OEMs. SK hynix has achieved ASPICE Certification Level 2 at March this year and will continue to pursue Level 3 and above. Siemens Polarion ALM software from the Siemens Xcelerator portfolio of industry software was deployed at SK hynix to help improve the quality of the company's semiconductor product development and to manage its software development lifecycle. As a result of the more systematic approach to product design, workflows and processes, the efficiency and productivity of product line engineering and semiconductor R&D has been dramatically improved.

"Attaining ASPICE CL2 certification has been an opportunity for global automakers to objectively recognize the reliability of semiconductor quality at a global level," said Hoon Cho, Vice President (in charge of cSSD Firmware), SK hynix.

"By becoming the first Korean semiconductor manufacturer to secure CL2 certification, it is significant we have internalized the industry-leading processes and knowledge. We will continue to strive to strengthen our product development process and quality," said Changsoo Lee, Vice President (in charge of DT MIS), SK hynix. "We will continue to improve the system to ensure it delivers a best-in-class experience."

"We are truly pleased that SK hynix has received the stringent international quality certification with the assistance of Polarion from Siemens and we will provide our utmost technical support

for SK hynix's business to further expand globally," said Byung-Joon Oh, Country Manager and Vice President of Siemens Digital Industries Software Korea.

### *TCS BaNCS Powers Payments Transformation at Banque Saudi Fransi*

17 July 2023

Tata Consultancy Services (TCS) announced that its customer, Banque Saudi Fransi (BSF), has successfully transformed its domestic and international real-time payments processing using TCS BaNCS™ for Payments. This represents a key milestone in the bank's digital transformation and core banking modernization program.

BSF, one of the leading banks in the Kingdom of Saudi Arabia (KSA), selected TCS BaNCS to simplify and digitize its IT landscape across deposits, lending and payments, and enhance its position as a modern, innovative and experience-focused bank in the region.

As part of this transformation, the bank leveraged TCS BaNCS for Payments to centralize and standardize its operations across domestic and international payments. With data centralized and secure in the new system, the bank can pre-validate transactions in real-time, nearly doubling the straight-through-processing rate and speeding up transactions.

The TCS BaNCS solution's microservices architecture is helping the bank provide real-time, frictionless payment services to its clients and scale systems to match increasing transaction volumes in an economy that works round the clock, all year round. A large repository of out-of-the-box APIs can be exposed to third-party providers, strengthening BSF's strategy to be a local leader in open banking and Banking-as-a-Service by offering clients its numerous benefits. The new solution is helping BSF deliver a superior customer experience, be more responsive to clients' growing needs, and innovate while seamlessly adapting to market evolution.

The TCS BaNCS solution's future-proof digital core and Saudi market-ready functionality will help BSF roll out new product lines, while its ISO20022 compliance will enable it to easily comply with CBPR+ guidelines as per the timeline defined by SWIFT. With TCS BaNCS for Payments, the bank is now an early adopter of the regional GCC-RTGS Payments Clearing, enabling its customers to send and receive money to GCC countries through this innovative payment clearing scheme.

**Thamer Yousef, COO, Banque Saudi Fransi**, said, "The Middle East is one of the fastest-growing real-time payments markets globally, and Saudi Arabia is leading this growth, paving the way for financial prosperity. The successful deployment of TCS BaNCS for Payments as part of our larger enterprise-wide transformation program reflects our commitment to supporting payments innovation in the region. All real-time payments and collections, including international payments through SWIFT, will now be done through TCS BaNCS. The solution's rich set of APIs will help us maximize flexibility and connectivity, and enrich value-added services around payments, empowering us to adopt any new evolution in this area rapidly."

**Venkateshwaran Srinivasan, Global Head, TCS Financial Solutions, TCS**, said, "We are happy to announce the successful deployment of TCS BaNCS for Payments at Banque Saudi Fransi. As digital payments continue to gain momentum in Saudi Arabia, its progress will be dependent on

strong and resilient payment infrastructures, including the enhancement of existing systems. TCS BaNCS has been powering payments transformation for leading banks worldwide, including the KSA and GCC, and this go-live at BSF is testimony to our functionally rich solution designed on best-in-class technology, high levels of scalability, certified readiness for SWIFT standards, and TCS' ability to deliver large digital transformation programs successfully."

TCS BaNCS solutions are built on the Digital First, Cloud First philosophy with the outcome being a modern platform in the banking and financial industry in a digital world. TCS BaNCS for Payments offers multi-entity, -currency, and -country capabilities covering the complete value chain, including order management, clearing and settlement. It provides products like credit transfers, including domestic, real time and international variations, direct debit on a single platform. The future-proof solution is designed on ISO20022-based data and process models and includes all the cutting-edge features that forward thinking customers seek from a modern product, including real time payments and open APIs. TCS BaNCS is certified with the SWIFT Ready, SWIFT GPI Ready label for the payments market.

## Product News

### *Agiloft Continues To Set The Standard For Enterprise-Class CLM Security With ISO/IEC 27001:2013 (E) Certification*

18 July 2023

Agiloft announced it has received ISO 27001:2013 certification for the security and access controls that protect its award winning, no-code contract lifecycle management (CLM) platform and users. The certification confirms Agiloft's security management protocols and access controls continue to follow industry best practices and meet today's highest international security standards, providing further recognition of Agiloft's enterprise-class CLM security and 100% commitment to protecting customer data at all levels.

ISO 27001:2013 is the global information security standard published by the International Organization for Standardization (ISO), the world's largest developer of voluntary international standards, and the International Electrotechnical Commission (IEC). Agiloft's certification was issued by A-LIGN, an independent and accredited certification body, on successful completion of a formal audit process, which ensured that the security of all the data and information held within Agiloft's CLM is properly maintained and access to that data is controlled in all areas of a user's organization.

"Government agencies and major corporations around the world depend on Agiloft to keep their data safe," said Noe Ramos, Agiloft's Vice President of Operations, Center of Excellence, and IT & Security. "Compliance with the internationally recognized ISO/IEC 27001:2013 (E) standard reaffirms our commitment to ensuring our customers' data is fully protected and secure. Our team works tirelessly to make sure that never changes, and we continue to ensure that every part of Agiloft's platform, infrastructure, and wider organization implements the security practices necessary to provide enterprise-class security to our customers."

Agiloft's CLM allows legal, procurement, and sales departments to take back control of their contract management processes by automating operations, reducing risk, cutting costs, and driving revenue. Agiloft is changing how those teams work—for the better—by taking a fundamentally different approach to contract management, one that offers adaptability, quick deployment, a customer-designed approach, AI and automation capabilities, scalability, and more without compromising on security or access control.

### *Ansys Helps Accelerate Development of TMYTEK's Next-Gen mmWave Technology for 5G and Satellite Communications*

17 July 2023

Leading mmWave technology developer TMY Technology, Inc. uses Ansys simulation software to improve the performance, efficiency, and quality of its antenna-in-package (AiP) designs through rapid design verification. TMYTEK relies on numerous Ansys solvers to improve on its next-generation mmWave technologies for 5G and satellite communications quickly — significantly reducing associated development costs.

AiP technologies integrate complex radio frequency components with their related circuitry into a single chip design — an important development in the miniaturization of the radio systems required for consumer electronics and various mmWave applications supporting 5G networks. However, application complexities and ever-increasing market demands for smaller, more compact electronics require engineers to manage and validate their AiP designs more efficiently to reduce cost and time to market.

TMYTEK relies on Ansys solutions to develop its next-generation mmWave technologies, including its 5G open radio access network (O-RAN), small cell antenna, and satellite communication user terminal electronic steering antenna designs. Ansys helps TMYTEK deliver precise results in rapid AiP performance verification, from fast, predictively accurate thermal results, to parasitic parameter calculations, to process automation.

“Using Ansys, we can offer comprehensive design services to our customers, accelerate R&D and speed time to market,” said Su-Wei Chang, founder and president at TMYTEK. “Ansys solutions enable us to comprehensively simulate and measure AiP performance faster — spanning antenna and radio-frequency module parasitic parameters, thermal activity, signal and power integrity, and customized system integration design performance. This results in greater efficiency up and down the development chain, freeing time up for future projects.”

“As the demand for novel mmWave solutions continues to grow, AiP design complexity and time-to-market requirements present major challenges for our customers,” said John Lee, vice president and general manager of the electronics, semiconductor and optics business unit at Ansys. “Ansys simulation solutions drive the rapid innovation behind these novel mmWave technologies, such as TMYTEK's, shaping the future of 5G antenna design.”

## *Ansys Simulation Boosts the Thermal Reliability of uPI's Power Management Products by 100%*

18 July 2023

uPI Semiconductor Corp. (uPI) applies Ansys' simulation solutions to speed up design for its product packaging solutions and improve thermal reliability by 2X. uPI is a leading supplier of semiconductor power management chips for high-performance computing (HPC) applications, communications hardware, battery management, industrial equipment, and consumer products.

By leveraging Ansys simulation, uPI can predict the electrical, mechanical, and thermal characteristics of its high-performance chip package designs quickly and with predictive accuracy. This leads to improved product performance, streamlined design, and reduced risk of late-stage design changes. Using Ansys to analyze heat flow and thermomechanical stresses, uPI optimizes their package designs and doubles thermal reliability. Products that initially failed after 500 thermal test cycles were optimized with Ansys solutions to endure more than 1,000 cycles.

"Ansys' multiphysics simulation solutions enable uPI to optimize our chip package designs and dramatically improve product reliability," said Mr. Zhuang, packaging R&D manager at uPI. "With critical insights from Ansys' simulation tools into electrical, thermal, and structural characteristics, our teams have accelerated development and verification while significantly improving efficiency, reducing design errors, and enhancing product quality."

Ansys simulation tools also predict the electrical characteristics of packages across a range of signal frequencies, which helps uPI engineers identify optimal design solutions and improve product performance.

"Chip package design involves complex, multidimensional engineering that is nonlinear and can behave unexpectedly, even for small changes," said John Lee, vice president and general manager of the electronics, semiconductor, and optics business unit at Ansys. "Ansys' simulation tools provide end-to-end multiphysics analyses that enable teams to gain insight quickly into multiple areas of chip packaging with predictive accuracy. With Ansys, uPI is able to maximize their R&D and reliability testing processes to achieve high-quality products."

## *BETA CAE Systems announces the release of ANSERS v1.1.0*

17 July 2023

### **About this Release**

BETA CAE Systems announces the release of ANSERS v1.1.0.

This new release focuses on the further facilitation of visualization of data by introducing new panel types and new data handling capabilities.

### **Release highlights**

Support of units in Graph panels.

Synchronization among many panels (Graph and Video) of the dashlet.

Conditional formatting for the Lists' columns.

New dedicated GUI for Administrator users to define new Data providers.

New panel visualization types of Bar Chart and Scatter Chart.

### *Build-Your-Truck (BYT) Launched at Morgan Truck Bodies*

29 June 2023

Certusoft Inc. launched its Build-Your-Truck (BYT) cloud application specifically designed for Morgan Truck Body, the largest manufacturer of light- and medium-duty truck bodies in North America. The new application enables Morgan to provide buyers with the ability to configure a customized Morgan body on their preferred chassis using interactive 3D software and request a quote 24 hours a day.

“Morgan Truck Body partnered with Certusoft to launch their custom Build-Your-Truck cloud application to address our customers’ need for flexibility and customization,” says Tom Diez, Sr. Vice President of Sales and Marketing, Morgan Truck Body. “While our customer sales team is always available with personal support, the application adds a user-friendly and efficient way for our customers to design and configure their bodies, resulting in an accurate and customized product.”

Certusoft's BYT application aims to enhance the design experience for customers by providing a fast and enjoyable real-time configuration process. Users can quickly and easily configure different designs of Morgan bodies within seconds through a web browser. The 3D view of the truck is immediately updated whenever an option is selected, allowing users to examine the truck from all angles by rotating it 360 degrees, zooming in and out, or panning.

The application offers flexibility in selecting the chassis from various original equipment manufacturers (OEMs) and allows users to choose their preferred chassis length or body length. The software automatically matches the body to the chassis. In addition to chassis customization, users can personalize the truck's exterior and interior options according to their preferences.

Certusoft's BYT software ensures the accuracy of the configured truck bodies by performing compatibility checks. Once the configuration is complete, users can send the details to Morgan Truck Body to request a quote for their customized truck body.

### *Cadence Unveils Joules RTL Design Studio, Delivering Breakthrough Gains in RTL Productivity and Quality of Results*

13 July 2023

Cadence Design Systems, Inc. announced the delivery of the Cadence® Joules™ RTL Design Studio, a new solution that provides users with actionable intelligence to accelerate the register transfer level (RTL) design and implementation process. Front-end designers can access digital design analysis and debugging capabilities from a single, unified cockpit, enabling fully

optimized RTL design prior to implementation handoff. With this solution, users will also be able to leverage generative AI for RTL design exploration and big data analytics with Cadence's leading AI portfolio. With Joules RTL Design Studio, users can achieve physical estimates quickly and accurately, unlocking up to 5X productivity and up to 25% quality of results (QoR) improvements in the RTL.

Joules RTL Design Studio expands upon Cadence's existing Joules RTL Power Solution, addressing all aspects of physical design by adding visibility into power, performance, area, and congestion (PPAC). In addition, the new tool comes with a host of productivity-enhancing features and benefits, including:

- One-of-a-kind intelligent RTL debugging assistant system: Provides early PPAC metrics as well as actionable debugging information throughout the design cycle—logical, physical, and production implementation—so engineers can explore “what-if” scenarios and potential resolutions to minimize iterations and improve design outcomes.
- Based on proven engines: Joules RTL Design Studio shares the same trusted engines as the Innovus™ Implementation System, Genus™ Synthesis Solution, and Joules™ RTL Power Solution, enabling users to access all analysis and design exploration features from a single GUI for optimal QoR.
- Powerful AI integrations: Joules RTL Design Studio has an integration with the generative-AI solution, Cadence Cerebrus™ Intelligent Chip Explorer, to explore design space scenarios, such as floorplan optimization and frequency versus voltage tradeoffs. Additionally, the Cadence Joint Enterprise Data and AI (JedAI) Platform allows trend and insight analysis across different versions of the RTL or across previous project generations.
- Lint checker integration: Allows engineers to run lint checkers incrementally to rule out data and setup issues up-front, reducing errors and time to completion.
- Unified cockpit: Provides RTL designers with an efficient, user-friendly experience, offering physical design feedback, localization and categorization of violations, bottleneck analysis and cross-probing between RTL, schematic, and layout.

“Now RTL designers can rapidly access all the physical information needed for PPAC debug without having to wait for implementation, which previously took days or weeks,” said Dr. Chin-Chi Teng, senior vice president and general manager of the Digital & Signoff Group at Cadence. “Joules RTL Design Studio gives designers visibility into the challenges when they can still be addressed easily, ultimately speeding time to market. Our early engagements reaffirmed our initial target of up to 5X faster RTL convergence and up to 25% improved QoR.”

Joules RTL Design Studio is part of the broader Cadence digital full flow, which provides customers with a faster path to design closure. The new tool and the broader flow support the company's Intelligent System Design™ strategy, enabling system-on-chip (SoC) design excellence.

## Customer Endorsements

“Our engineers were able to achieve 2-3X better productivity through analysis efficiency, significantly reducing iterations between RTL designers and implementation. Joules RTL Design Studio provides us with a robust and efficient mechanism to find and categorize timing violations based on logical and physical causes as well as bottleneck analysis and cross-probing to RTL, schematic, and layout. Design issues were discovered earlier than they would have been with our previous front-end design process. In conjunction with the complete Cadence digital full flow—Genus Synthesis Solution, Innovus Implementation System, and Tempus Timing Signoff Solution—our design schedules were further reduced. In addition to the design we're working on currently, we plan to use Joules RTL Design Studio to improve design efficiency with future projects.”

*-Shunji Katsuki, general manager, SoC System Development Division, Global Development Group, Socionext*

“Our RTL design teams focus on creating silicon products that deliver smarter user experiences with more performance and power efficiency. This requires making design decisions based on early estimates of power, performance, area, and congestion. Joules RTL Design Studio's accurate physical prototyping allows our designers to innovate with confidence, reducing the number of iterations between front- and back-end teams, allowing MediaTek to get its wide variety of differentiated products to market faster.”

*-Harrison Hsieh, senior general manager of Silicon Product Development, MediaTek*

“Identifying RTL bottlenecks early in the design cycle is critical in IP development and enables quicker updates, higher quality RTL and improved PPA. For Arm specifically, Joules RTL Design Studio can help us identify problem points associated with congestion and deep logic, saving us significant time in finding the root cause.”

*-Mark Galbraith, vice president of Productivity Engineering, Arm*

“Due to power density increases in today's SoCs, design energy efficiency has become even more important. To improve energy efficiency, we made considerable efforts to enhance RTL-level optimization. Now, by leveraging Joules RTL Design Studio from Cadence, we can achieve efficient and accurate power breakdown analysis much earlier in the design phase. The tool's power prediction capability allows quick RTL optimization iterations so our design team can speed RTL optimization effectively.”

*-Zejian CAI, COT Methodology, T-Head, Alibaba*

## *Cadence, GlobalFoundries, Hoerzentrum Oldenburg and Leibniz University Hannover Collaborate to Advance Hearing Aid Technology*

18 July 2023

Cadence Design Systems, Inc. announced that it has successfully collaborated with a consortium that included GlobalFoundries (GF), Hoerzentrum Oldenburg gGmbH and Leibniz University Hannover to develop the industry's first binaural hearing aid system-on-chip (SoC) prototype,

which is programmable with high-programming languages and enables customers to create hearing aids that process critical sounds more optimally while simultaneously reducing background noise. The new SoC, called the Smart Hearing Aid Processor (SmartHeAP), is based on the Cadence® Tensilica® Fusion G6 DSP and Tensilica Xtensa® LX7 processor, the Cadence digital full flow and the GF 22FDX® platform. The SmartHeAP project is supported by the German Federal Ministry of Education and Research under grant 16ES0760.

The SmartHeAP SoC prototype provides hearing aid companies with all the components required to create and reprogram hearing devices that improve a wearer's hearing experience. Some of the key benefits the SmartHeAP SoC prototype provides include:

- Binaural hearing technology: Hearing aids in the right and left ears communicate with one another, enabling a wearer to pick up sounds from the full auditory scene without destroying the binaural cues.
- Improved hearing loss compensation capabilities: Through advanced algorithms, the SoC automatically analyzes the incoming signal and provides adaptive sound amplification that is customized to the wearer's unique hearing needs.
- High processing capacity with minimal power consumption: Provides the hearing aid wearer with optimal sound quality in real time while conserving power and extending hearing aid battery life.
- Cost Savings: The hearing aid software can be quickly upgraded without replacing the hardware, saving both the wearers and the hearing aid companies money.
- Faster time to market: Hearing aid companies of all sizes can effectively compete in the market due to the ease of use of high-level programming languages, which enable faster innovation cycles.

The Tensilica Fusion G6 DSP was a logical choice for the development of the SmartHeAP SoC because it's an easy-to-program, multi-purpose DSP that provides low energy consumption, a small footprint, and exceptional out-of-the-box performance. The Tensilica Xtensa LX7 processor is tailored for control-intensive tasks and offers a small footprint, providing added performance, flexibility, and longevity to the design. The Cadence digital full flow enabled a fast path to design closure and better predictability while delivering optimal power, performance and area (PPA). Finally, the GF 22FDX platform provided up to 50% lower power at the same high-performance frequencies (vs. 28nm), enabled by the adaptive body bias (ABB) feature, which is critically important for ultra-low 0.5V VDD or below to reduce power consumption on battery-powered devices, such as hearing aids.

"By collaborating with GF, Hoerzentrum Oldenburg gGmbH and Leibniz University Hannover on the SmartHeAP SoC prototype, our research and technology advancements are improving the hearing experience," said Rishi Chugh, vice president, product management in the IP Group at Cadence. "Each organization involved brought a unique perspective to the project, and delivering a successful prototype that can make a positive impact on the hearing experience is the ultimate reward. The Cadence digital full flow and Tensilica Fusion G6 DSP and Xtensa LX7

controller were foundational for this project, and the consortium is already seeing a high level of interest in the prototype from the hearing aid industry.”

### *Datakit: Version 2023.3 : Updates and availability of a SolidEdge PMI reading module*

17 July 2023

New version of Datakit converters

Version V2023.3 is available since the beginning of July. It ensures compatibility with the new versions of ACIS 2023.1 modeler, Fusion 2.0.16265, Inventor 2024, Créo 10.0, Revit 2024, NX 2212 Series software (up to 2212.7000) recently updated by their respective editors.

It also includes a new module to read the dimensioning data of mechanical or sheet metal parts designed with SolidEdge but also the tolerances or available measurement information (PMI).

These PMI enrich the models with dimensioning and annotation information in order to facilitate manufacturing, inspection and documentation editing operations and more generally speaking to simplify and speed up exchanges between the different actors in a project.

Datakit's converters interpret the available PMI in the different views, texts, symbols, annotations and the links between the annotations and the geometry.

This new Datakit' PMI module completes the range of PMI solutions already available for CatiaV5, 3D Experience files - CatiaV6, Cgr, Inventor, Jt, Proe Creo Parametric, SolidWorks, NX Unigraphics, or STEP (read) and in for JT, PDF and STEP (write).

Updates and PMI module are available for parts and assembly structures designers and also for software companies and engineering application developers.

### *EON REALITY UNVEILS GROUNDBREAKING SOLUTION, EON AI INTERACT*

17 July 2023

EON Reality Inc., a world leader in Augmented and Virtual Reality-based knowledge and skills transfer for industry and education, announced the launch of their latest groundbreaking solution, EON AI Interact. A solution that redefines interaction with artificial intelligence, EON AI Interact gives users the power to create complex simulations and interactive experiences by just using their voice.

“In a world where technology is reshaping our lives at a breathtaking pace, EON AI Interact is a testament to our commitment to simplifying complex processes and creating a more accessible future,” said Dan Lejerskar, Chairman & CEO of EON Reality. “With this new offering, we are not only making advanced programming as simple as having a conversation but are empowering our users to create the future.”

EON AI Interact is engineered to facilitate the creation of dynamic virtual stories, knowledge games, and intricate simulations, tasks that traditionally require years of programming expertise. With EON AI Interact, these activities are now accessible and executable with just a voice command, making what was once a task that took hours into one that takes minutes.

“By eliminating the need for coding, we are removing barriers and democratizing the creation process,” added Lejerskar. “Our users are now able to focus on what truly matters – their vision, their creativity. With EON AI Interact, we are giving them a tool to push the boundaries of what is possible.”

## *Infor Announces Continued Momentum of Infor Marketplace Showcasing More Than 150 Solutions*

17 July 2023

Infor®, the industry cloud company, announced the continued momentum of Infor Marketplace, which now showcases more than 150 solutions. These include partner-developed applications that extend the functionality of Infor ERP (enterprise resource planning) systems and Infor content that leverages Infor platform technology and OpenAI’s ChatGPT language model.

“The Infor Marketplace showcases Infor’s large and growing partner network, with more than half of the solutions now consisting of partner-developed apps,” said Massimo Capoccia, chief innovation officer at Infor. “This expanding enterprise software ecosystem provides users with the convenience, flexibility and confidence to deploy solutions that make their businesses more successful.”

Infor Marketplace now features several new partner solutions, which enable users to extend the capabilities of Infor’s M3 and LN ERP systems serving the manufacturing, distribution and services industries. And new Infor solutions leveraging Infor platform technologies (Infor OS, Coleman AI) and generative AI (artificial intelligence) models such as ChatGPT will help improve the user experience with Infor CloudSuite solutions.

### **Partner solutions deliver fast time-to-value & integration with Infor ERP systems**

Infor partner Accure AB offers a complete output suite for M3. The Accure Cloud for M3 is a natural extension of the Infor M3 output solution. It helps users monitor and maintain the process and distribution of all documents, forms, labels, and reports, etc. — in printed or electronic format.

It is a complete CloudSuite, delivered as a service, which manages all output management from M3, including a unique transformation process for a safe and fast move to the M3 Cloud Edition.

“The Accure Cloud for M3 enables not only a safe and fast journey to the cloud for any M3 customer, it also offers a sustainable business model for the design, creation, distribution and monitoring of documents and reports for all steps in the output process,” said Henrik Billgren, senior advisor for Accure AB.

LeaseQuery also offers a new cloud-based solution on Infor Marketplace, which simplifies lease accounting and facilitates compliance for organizations across all sectors. The solution transfers accurate journal entries, disclosure reports, and accounts payable reports seamlessly into an Infor customer’s instance.

This integration simplifies lease accounting for users, maximizes time savings and eliminates mistakes.

“LeaseQuery makes accountants’ lives easier by simplifying the complex with technology,” said Joe Gruca, chief revenue officer of LeaseQuery. “By partnering with Infor, we bring the expertise and technology of two leading solutions to facilitate complex lease accounting compliances and help drive customers through their unique digital transformation plans.”

The Foreign Exchange (FOREX) for Infor – LN Edition solution, available on Infor Marketplace from Infor partner PCG (Providence Consulting Group), brings the power of accurate international budgeting, purchase and sales orders, invoices, reporting, financial consolidation, employee expense reimbursement, and treasury management to Infor-based businesses.

FOREX for Infor provides customers with analytics tools so they can track trends, develop predictive forecasts, and make better, data-driven decisions on currency-related issues.

“Our solution looks at the broader FP&A (financial planning & analysis) picture,” said Richard Lacombe, VP of Infor software and IP at PCG. “This helps customers take advantage of changes in the exchange markets.”

### **Infor apps leveraging platform tech & ChatGPT enhance CloudSuite solutions**

One of the new solutions that Infor offers on Infor Marketplace is an Ask ChatGPT Widget, an intelligent tool that combines the advanced capabilities of ChatGPT, a cutting-edge language model by OpenAI, with the business context information in the Infor cloud environment, to help Infor customers effectively ask specific questions of ChatGPT.

For example, they can ask for ideas on how to promote the products they sell or get feedback on an item or business partner based on the information available in the general domain. They can do this even without the in-depth knowledge that typically takes years to develop. This helps decrease time-to-value for new employees, enabling them to contribute to a company’s success more quickly.

Such widgets serve as a valuable resource for both seasoned professionals and newcomers alike, optimizing the overall efficiency and effectiveness of Infor CloudSuite environments.

### **Accessing Infor Marketplace and listing products & services**

The Infor Marketplace, accessible at <https://market.infor.com>, currently serves as a listing marketplace, where customers can register to receive information and assets related to a wide range of Infor and partner solutions and services. Going forward, Infor plans to develop it into a real-time provisioning platform, where users can conduct frictionless e-commerce.

The marketplace serves as a one-stop shop for customers looking to source unique and innovative software solutions — including analytics, AI and machine learning apps — and find value-add extensions to Infor products that deliver even greater industry-specific capabilities.

## *ITI Unveils CADfix DX 13 With Enhanced Features For Streamlined Design And Engineering Processes*

20 July 2023

International TechneGroup Incorporated (ITI), a global leader in advanced engineering software solutions, is proud to announce the highly anticipated release of CADfix Data Exchange (DX) 13, the latest iteration of its cutting-edge geometry translation, repair, healing and simplification software. This release introduces a range of powerful new features and enhancements, empowering engineers and designers with advanced capabilities to enable seamless design data reuse and enhanced collaboration.

CADfix DX 13 comes equipped with several significant updates, further solidifying ITI's commitment to delivering innovative solutions that address the evolving needs of the engineering community.

### **Key new features of CADfix DX 13 include:**

- Significant enhancements to the advanced model defeaturing tools for the removal of holes, protrusions, lettering and logos, extrusions, and internal detail
- Major update to the STL export for improved mesh export quality and speed
- New high-quality CAE mesh export capability with tri, quad, and tet mesh exports
- Geometry morphing extensions to support virtual topology mesh
- Roll-up of multiple enhancements from CADfix 12 service pack 1 and 2
- CAD import and export interface updates

Simplifying and defeaturing complex CAD models for downstream simulation is now even easier than ever with the new and improved defeaturing tools in CADfix DX 13. The hole, protrusion, and internal detail removal features are all faster and handle more complex and special cases. Lettering and logos are a frequent source of excess data in CAD models that is not required for simulation and a new tool identifies raised, sunken and flat lettering or logos and automatically removes them. Extruded sections can be automatically identified and simplified, and complex solids converted to basic primitives if required. These innovative tools intelligently analyze and remove unnecessary details, simplifying complex geometries without compromising critical design features. The result is a streamlined design process, reduced file sizes, and improved performance in downstream applications.

With CADfix DX 13, users can now benefit from enhanced meshing and STL export capabilities, ensuring efficient and reliable translation of complex CAD models into STL and other mesh formats for use in simulation, additive manufacturing, visualization, and rapid prototyping applications. Users will see improved facet quality, regular structured mesh styles, automatic defeaturing to collapse poor quality thin slivers, and intelligent facet sizing with proximity refinement and new custom sizing recipes.

This release introduces a new CAE mesh export feature that incorporates robust automatic Tri/Quad/Tet meshing algorithms, with smart geometry-based mesh sizing, automatic proximity refinement, and element quality assessment. These advanced meshing capabilities optimize the transfer of CAD data to various simulation and analysis tools, streamlining the CAE workflow and facilitating accurate engineering simulations.

As with every new CADfix release, the CAD import and export interfaces are updated, in this case with new and extended interfaces for SolidEdge, IFC, DGN, OBJ, and glTF import, and VRML, XDMF and CONVERGE CFD export, plus updates to support the latest native CAD system formats.

"We are thrilled to introduce CADfix DX 13 to the engineering community," said Andy Chinn, Managing Director, ITI Europe. "This release showcases our unwavering commitment to providing engineers and designers with powerful tools that streamline their engineering processes. With improved STL export capabilities, advanced CAE meshing, and intuitive defeaturing tools, CADfix DX 13 empowers users to optimize their geometry models and achieve outstanding results."

CADfix DX 13 is compatible with leading CAD systems and supports a wide range of file formats, making it a versatile solution for engineers working with diverse software applications. With its user-friendly interface and powerful functionality, CADfix DX 13 allows for efficient collaboration and seamless data exchange across diverse 3D applications within the product development lifecycle.

### *On-demand configuration of conveyor belts at MTF Technik*

20 July 2023

#### **Thanks to CADENAS' CAD-enabled 3D models, MTF customers can now assemble conveyor bands online and adapt them to their individual needs**

Conveyor bands play an essential role in industrial production, because without them literally nothing is going nicely. The areas of application for goods conveyors are extremely diverse - for example, they transport the smallest individual parts or cars weighing tonnes from one station to the next. That's why the requirements for an assembly line differ greatly depending on the area of application.

In order to be able to respond more individually to the specific wishes of customers, MTF Technik, a company specialising in conveyor bands, separation systems and automation equipment, has launched a digital product catalog and configurator in cooperation with CADENAS. This allows users to put together conveyor belts according to their own needs and specific applications on the manufacturer's homepage or the CADENAS platform 3Dfindit.

#### **The perfect conveyor in just a few clicks**

They can enter requirements such as dimensions, take-up and discharge heights, belt specifications, drive unit or underframe into the online tool and thus arrange the perfectly fitting product in simple steps. In addition, the configurator is available to customers around

the clock and provides 3D CAD models and PDF data sheets of Multi-Tech and I-Tech straight conveyor belts for free download in more than 100 native file formats.

Designers can continue to work directly in their planning software with the intelligent product information from MTF and do not have to submit an enquiry with their specific requirements and wait for a response from the manufacturer. This also frees up capacities at MTF.

## *Qualtrics Launches XM/os2: The Next Generation of The Qualtrics Platform Fully Enabled With AI*

19 July 2023

Qualtrics, the leader and creator of the experience management (XM) category, announced XM/os2, the next generation of the Qualtrics platform, fully enabled with artificial intelligence (AI) to help organizations act with empathy and create more relevant and meaningful experiences. With the launch of XM/os2, Qualtrics is investing \$500 million in AI innovation over the next four years.

XM/os2 harnesses the power of Qualtrics AI and new generative AI capabilities and the world's largest database of human sentiment to deliver personalized content and real-time recommendations across every product, for every user.

Qualtrics now captures and analyzes more than 3.5 billion conversations and interactions a year—including call center conversations, chat logs, survey responses, social media posts, product reviews and more—creating the largest database of experience profiles in the world. Qualtrics is unleashing the power of this vast data set with AI to deliver personalized content and drive automated actions that make frontline workers more productive, make HR leaders and managers more effective and empower product, brand and research teams with decision intelligence in seconds.

“AI’s ability to understand human emotion and continuously learn from experiences has the potential to make business more human, not less,” said Qualtrics CEO Zig Serafin. “XM/os2 brings the power of AI to every part of the Qualtrics platform, giving our customers entirely new ways to personalize experiences at scale and build deeper, more meaningful relationships with their customers and employees.”

### **Generative AI Makes Frontline Teams More Effective and Improves Digital Journeys**

New generative AI innovations in Qualtrics FrontlineXM make support agents more productive and help them resolve customer issues faster and with more empathy. Qualtrics can recommend and generate personalized responses based on each customer’s profile data in Qualtrics ExperienceID (XiD), so frontline managers can quickly respond to customer feedback on review sites, social media and other channels in a way that takes into account a customer’s history with the company and the tone required for each situation.

Real-Time Agent Assist now uses AI to summarize relevant, real-time information during a service conversation into key points, providing the agent with prescriptive steps to take to solve the problem based on each caller’s needs, emotions and history with a company.

New generative AI capabilities in Qualtrics Automated Call Summaries automatically summarize calls and enable agents to instantly generate support tickets, send personalized follow-up emails, and create support knowledge base articles using real-time information about customer issues and historical customer data from XiD.

### **Qualtrics XM for People Teams Harnesses AI to Help Every Manager Level Up**

Qualtrics XM for People Teams captures structured employee feedback from engagement surveys, as well as unstructured feedback from sources like public Slack channels and job site reviews. New generative AI capabilities will automatically summarize employee feedback and behavior data—such as how many hours they’re working, how full their calendars are and whether they are answering work messages after hours—and then correlate that data to each employee’s overall well-being. This gives managers a continuous signal for how their employees are feeling and what they can do to support them.

Instead of static dashboards, Qualtrics Manager Assist gives managers personalized AI-powered coaching based on survey results, open-text comment areas and continuous listening to help them become more effective.

Additionally, new predictive AI capabilities in XM for People Teams will analyze behavior data to identify teams with a high risk of attrition over the next six months and surface the most likely reasons employees might leave, so managers and HR leaders can proactively improve intent-to-stay.

### **AI-Powered Innovations Revolutionize Access to Insights and Drive Action**

Qualtrics Research Hub brings together the millions of data points that make up all of the research and feedback across an organization—brand studies, customer feedback, market data and more—into an intelligent search that puts research at any team member’s fingertips. Now with generative AI, any researcher or product manager can type a question into Research Hub and get insights and answers instantly.

Qualtrics Video Feedback can capture six times more content than traditional open-end text responses, while also providing a richer understanding of feedback through a user’s facial expressions and tone of voice. New AI capabilities in Qualtrics Video Feedback surface key trends and associated quotes and insights from customers’ video feedback and instantly generate a simple summary that can be shared and understood across the organization.

### **XM/os2 Delivers Enhanced, Secure Customer Segmentation and Personalized Actions**

Qualtrics is revolutionizing how companies gather structured feedback by introducing new AI-powered dynamic feedback capabilities. With AI, using both real-time and historical context, Qualtrics can dynamically change the questions an organization asks its customers and employees to resolve issues faster and get more valuable feedback than ever before. For example, a flier giving feedback after losing their bag might see follow-up questions that will help the airline find the bag more quickly and make it up to the customer based on their preferences, how often they fly and where they are trying to go.

At the core of Qualtrics XM/os2 are three powerful interconnected services—Experience ID, iQ, and xFlow—now fully enabled with AI, which help companies create rich customer profiles,

analyze feedback data to detect trends and gaps and empower action throughout an organization. New auto-segmentation capabilities in XiD use AI to automatically group customers and employees into segments, such as teams, geographies, industries and more so organizations can easily identify emerging trends and take the right action with the right audience at the right time. New GPT capabilities in xFlow enable organizations to automatically trigger GPT-powered actions in the systems their teams are already using, with their own OpenAI account.

Qualtrics GPT-powered solutions are tailored specifically to XM use cases built for the enterprise—for example, customer feedback about interactions with frontline staff, employee engagement data or breakdowns in the digital experience on company websites. Qualtrics AI is trained on unique customer and employee data, industry benchmark data and methodologies, fine-tuning the output and offering higher performance and accuracy out of the box compared with generic models.

With Qualtrics, customers always own and control their data. XM/os2 comes with unrivaled enterprise-grade security and controls that prevent large language models from retaining sensitive customer data for training purposes.

### **DISH Network Taps Qualtrics to Generate Insights From Video Feedback**

DISH Network uses Qualtrics Video Feedback to give customers an alternative to simple surveys, enabling their teams to capture qualitative customer feedback in the form of video responses, bringing consumers' thoughts and feelings to life. With new GPT capabilities powered by XM/os2, DISH researchers can now instantly analyze hours of video submissions and generate key themes, top quotes and insights, drastically reducing the time they spend manually summarizing associated video responses.

"Most companies are really good at the quantitative side, but the enrichment comes from layering qualitative feedback on top of that," said Christina Sansone, VP, CX Transformation at DISH Network. "Qualtrics Video Feedback, enhanced with generative AI, provides a whole new user experience that simplifies our analysis, saves time and makes the voice of the customer even more accessible and clear so we can take the right actions to improve our products and experiences."

#### **Availability:**

- GPT capabilities in xFlow are available today.
- Auto segmentation capabilities in XiD are available in private beta.
- New generative AI-powered conversational experience capabilities are available in private beta.
- Qualtrics XM Video Feedback automated summary capabilities are available for early access customers and will be generally available August 15, 2023.
- Qualtrics Research Hub will be available in private beta in October and will be generally available in early 2024.

- New generative AI capabilities in Qualtrics Frontline Team Assist, Automated Call Summaries and Real-Time Agent Assist will be generally available in 2024.
- New AI capabilities in Qualtrics Manager Assist are available in private beta

### *Synopsys Accelerates Advanced Chip Design with First-Pass Silicon Success of IP Portfolio on TSMC 3nm Process*

20 July 2023

Synopsys, Inc. technology is unleashing a new wave of advanced designs with the industry's broadest portfolio of interface IP for the TSMC N3E process. Silicon success of Synopsys IP across multiple product lines, including the most widely used protocols, delivers leading power, performance, area (PPA) and latency. Synopsys' IP for the TSMC N3E node offers a fast path to TSMC N3P integration and enables chip designers to accelerate development of their AI, high-performance computing (HPC) and mobile designs.

"Synopsys provides a broad portfolio of high-quality IP that helps designers achieve their design goals and quickly integrate the necessary IP into their designs with less risk," said John Koeter, senior vice president of marketing and strategy for IP at Synopsys. "Synopsys IP for TSMC's 3nm process has been adopted by dozens of leading companies to accelerate their development time, quickly achieve silicon success and speed their time to market."

"Our longstanding collaboration with Synopsys enables our mutual customers to benefit from a broad portfolio of IP that has been proven on TSMC's advanced process technologies," said Dan Kochpatcharin, head of the Design Infrastructure Management Division at TSMC. "The silicon success of Synopsys IP on TSMC's N3E process underscores our collective efforts to help designers address the stringent PPA and latency requirements of their SoC designs and accelerate silicon innovation for the next-generation AI, HPC and mobile applications."

### *Tata Technologies launches InnoVent – an innovation platform for young engineering students*

17 July 2023

Tata Technologies, a global engineering and product development digital services company, announced the launch of Tata Technologies InnoVent, an innovation platform that provides young engineering students in India with an opportunity to showcase their creativity and innovate solutions that address the challenges being faced by the manufacturing industry.

We believe that Tata Technologies vision of engineering a better world embodies a commitment to innovating solutions that helps manufacturing companies conceive, design, develop and deliver better products. As a global organization, we leverage the collective expertise of diverse teams across the world, collaborating in real-time to address complex engineering challenges faced by our clients. With the launch of InnoVent, we aim to expand our innovation network, inspiring the next generation of engineers to innovate solutions for the future.

InnoVent invites 3rd and 4th year engineering students across India to participate in this competition by proposing innovative projects that address real-world problems. These projects can span a variety of areas, including electric vehicles, autonomous vehicles, cybersecurity, data and Artificial Intelligence (AI) engineering, smart manufacturing, and the Internet of Things (IoT). Tata Technologies will empower the shortlisted project team/s with the innovation tools and technologies. Tata Technologies Subject Matter Experts (SMEs) will mentor and guide the top-performing project team/s. Projects will be assessed on diversity, novelty, feasibility, and impact, with a special emphasis on encouraging participation from women engineers and team members with special abilities. The top three winning teams may receive a cumulative cash prize worth INR 4.5 Lacs, and the members will be offered a paid internship with Tata Technologies.

Speaking on the launch of Tata Technologies InnoVent, **Mr Warren Harris, MD and CEO Tata Technologies**, said, “We believe that Tata Technologies InnoVent reflects our commitment to engineering a better world for our youth by collaborating with academia and empowering young innovators with a platform to learn, exhibit creativity, and develop novel solutions. As part of the program, we have identified real world challenges that are being faced by the manufacturing Industry and I am looking forward to receiving Innovative project entries that we can mentor and incubate.”

Expressing his views on the launch of Tata Technologies InnoVent, **Mr. Santosh Singh, EVP & Global Head Marketing and Business Excellence, Tata Technologies**, said, “Tata Technologies Innovation approach is underpinned by a can-do attitude, a value that propels us at Tata Technologies to question existing frameworks, innovate new solutions, and address our customers’ business challenges. Through InnoVent, we want to provide a platform that encourages young engineering students in India to come up with creative solutions leveraging the latest technology to address the challenges being faced by the manufacturing industry. We plan to mentor and support shortlisted team/s and recognize team/s that demonstrate a can-do attitude and a novel scalable innovation. I am specifically looking forward to the participation of women innovators and specially abled team members”.