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CIMdata News

Q&A from “The State of the PLM Economy” Webinar – a CIMdata Blog Post

19 December 2022

Written by [Stan Przybylinski](#)

I would again like to thank those who took the time to attend my recent Webinar. You can find more information on the session [here](#). While I answered quite a few questions during the session, we ran out of time. In the post below, I endeavor to answer the remaining questions. If you have further questions, do not hesitate to contact me at: s.przybylinski@CIMdata.com

Stan

Which Industry segments are rapidly adopting cPDM portfolio?

Over the last decade or so there has been a lot of adoption in the retail, footwear, and apparel (RFA) market. This will likely continue as sustainability is a big issue in that market.

I do not see Propel PLM, which is a private company. Are they too small to mention?

Propel was mentioned during my remarks but did not appear on a slide. Propel is a small company compared to the others highlighted and is unique in the market at this point. Propel is the only PLM offering built on [Force.com](#). This is relevant given the importance of platforms in delivering IT capabilities of all types. I also mentioned that PTC acquired ServiceMax from GE. This offering is also built on [Force.com](#), and I commented on whether PTC might take its Atlas efforts in that direction.

What is the forecast for cPDM Service Provider revenues in 2023?

My forecast made in June 2022 was 5.8% for CY 2023.

Siemens numbers are available but not public. I am not sure if CIMdata or anyone can publish the Siemens PLM numbers even if they get them from the PLM leadership at Siemens

Market researchers can publish any numbers they want if they position them as their “estimates” as CIMdata does. What makes people believe them is what is behind the numbers in terms of methodology, industry knowledge and contacts, and other factors. I briefly described our methodology in this Webinar and cover it more in our annual PLM Market & Industry Forums. If anyone has questions about our process, they can reach out to me.

Any market share analysis for 2022 per PLM platforms and companies that pivoted from one Vendor to another PLM Vendor?

Based on surveys we conduct with industrial respondents, there is movement but that is not the purpose of our market research. And getting those numbers would be very difficult.

Is Siemens missing from this list?

They were included in the top 25 in global PLM revenues on one chart and as second among our “Mindshare Leaders” category on another chart. They did not make as many acquisitions as some other firms, so they did not get as much coverage in my discussions of M&A.

Is there a split by revenue/growth of SaaS (Multi-tenant) adoption vs. IaaS/Subscription?

We do not currently publish that information, but the multi-tenant number would be very small as few offerings today are fully multi-tenant.

How about small players like OpenBOM etc.? Do you look at it?

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We know OpenBOM quite well. CIMdata positions them in the cPDM segment and have a fine offering, one of the few multi-tenant cloud offerings available in the market. They are growing well and adding more PLM-ish functionality with each release.

What is your opinion of Aras as a PLM provider versus its competition?

As I mentioned in the Webinar, we added Aras to our “Mindshare Leaders” list in 2017 even though their revenues were much smaller than their main competitors. We did that because many people approached us to learn more about the company and its solution, including many major competitors.

How do you view the Autodesk billing transition impacting customer spending habits?

Autodesk’s move to offering only subscriptions was the first in the PLM space by a traditionally on-premise company. (I had to put that last caveat in lest I hear from Arena and others that were always that way.) Many companies have offered “rentals” for years, but this was always just one licensing option. Autodesk pushed to make it the only option for their customers. As one would expect, customers objected and some probably even left. But, based on their financial results, it would seem that defections were limited. I would hope new customers would enter their business relationships with Autodesk and others offering subscription-based licensing with their eyes open to future issues. If the results from surveys with industrial users conducted over the last few years represent the broader population, it seems that many are.

Acquisitions

Hexagon strengthens its physical security and incident management capabilities with the acquisition of Qognify

19 December 2022

Hexagon AB, a global leader in digital reality solutions combining sensor, software and autonomous technologies, announced the acquisition of Qognify, a leading provider of physical security and enterprise incident management software solutions.

Serving more than 4,000 customers worldwide in banking, government, logistics, manufacturing, retail, transportation and more, Qognify's solutions link business and operational workflows with video data to minimise the impact of security, safety and operational incidents. End markets include everything from large utility networks and educational campuses to complex industrial facilities - the same customers that also benefit from Hexagon's computer-aided dispatch (CAD) solutions, which play a crucial role in mobilising the people ultimately responsible for incident resolution.

Qognify's video management software (VMS) leverages video analytics from camera feeds and cloud technology to provide a single video monitoring solution. The company's enterprise incident management (EIM) software integrates real-time information from video feeds and many other diverse systems into a single dashboard. By correlating and analysing disparate data, customers can derive meaningful insights that ensure incidents are managed effectively and efficiently to avoid business disruption.

"Hexagon has long been a leader in public safety solutions that deliver situational awareness and insights to emergency services and others - improving operations, minimising risk and saving lives," says Hexagon President and CEO Ola Rollén. "Qognify's solutions are a natural expansion of our public safety portfolio, adding comprehensive and tightly integrated video capabilities that can provide dispatchers, responders and investigators with new levels of intelligence to serve and protect their

communities."

"Qognify also extends our real-time monitoring and security reach into new markets and opens up cross-sell opportunities for our award-winning Leica BLK Series of reality capture sensors," continued Rollén. "Additionally, integrating video monitoring capabilities into our enterprise asset management solution will help customers further optimise the performance and reliability of their assets."

Headquartered in Pearl River, New York, USA, Qognify will operate as part of Hexagon's Safety, Infrastructure & Geospatial division. Completion of the transaction (closing) is subject to customary regulatory approvals. Qognify's 2023 revenues are expected to be more than 50 MEUR.

MariaDB Completes Merger and Lands on NYSE as "MRDB"

19 December 2022

MariaDB plc, a new generation cloud database company, announced the completion of its previously announced business combination with Angel Pond Holdings Corporation ("APHC"), a previously publicly traded special purpose acquisition company, resulting in a combined company that is an Irish public limited company renamed MariaDB plc ("MariaDB" or the "Company").

Beginning on December 19, 2022, MariaDB's ordinary shares and warrants will begin trading on the New York Stock Exchange (NYSE) under the symbols "MRDB" and "MRDB WS," respectively.

MariaDB delivers the backbone of services used by people every day – when accessing data on their smartphone devices, filling prescriptions, using 5G or making financial transactions. MariaDB's new generation relational database products are engineered to support any workload, any scale and any cloud enabling customers to do more with their data. MariaDB is focused on delivering cloud data services through MariaDB SkySQL that address a broad customer base.

"Today is an exciting day that marks a new chapter for MariaDB and an important milestone in the cloud industry," said Michael Howard, CEO of MariaDB plc. "Our customers increasingly come to us because they are struggling with the scalability and availability offered by the hyperscalers. With MariaDB SkySQL, we deliver better price and performance while freeing businesses from vendor lock-in with a multicloud offering. I am incredibly proud to work with our talented team and our investors as we continue to build success in the cloud for companies around the world."

"I am thrilled to bring MariaDB to the public market. The MariaDB database is one of the most popular and is proving to be a critical ingredient for businesses' success in their cloud transformations. With MariaDB's differentiated product offering and extensive experience building world-class databases, the company is positioned well to support the tidal wave of cloud database migrations that are only just beginning," said Theodore T. Wang, Ph.D., Chairman and CEO of APHC, who has joined MariaDB's board of directors.

Michael Howard will continue to lead MariaDB as CEO, along with the current MariaDB management team.

Transaction Overview

The business combination was unanimously approved by APHC's and MariaDB Corporation Ab's boards of directors and approved by MariaDB Corporation Ab's shareholders on October 26, 2022 and by APHC shareholders on November 22, 2022.

Advisors

Perkins Coie LLP served as U.S. legal counsel to MariaDB, Fondia served as Finnish legal counsel to MariaDB, Matheson LLP served as Irish legal counsel to MariaDB, and Conyers Dill & Pearman LLP

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served as Cayman legal counsel to MariaDB.

Cleary Gottlieb Steen & Hamilton LLP served as U.S. legal counsel to APHC, Hannes Snellman Attorneys Ltd served as Finnish legal counsel to APHC, Arthur Cox LLP served as Irish legal counsel to APHC, and Maples and Calder (Cayman) LLP served as Cayman legal counsel to APHC.

Roima Intelligence Inc. and Part Trap AB join forces

19 December 2022

Roima accelerates growth, as Part Trap AB, a fast-growing B2B Digital Commerce software provider for discrete manufacturers known for Parttrap ONE, joins Roima. Parttrap ONE offers everything B2B companies need for online business by quickly enabling digital sales of complex products and their spare parts. Part Trap is based in Gothenburg, Sweden, and will expand Roima's Swedish presence further.

Parttrap ONE is a complete B2B e-commerce Software as a Service (SaaS) solution with four core components: eCommerce, Product Information Management (PIM), Content Management System (CMS), and out-of-box real-time ERP integration for leading manufacturing ERPs.

Roima is on a continuous growth path and is one of the largest independent industrial software providers in the Nordics, with close to 45 million euros in revenues including Part Trap. Today, Roima is serving over 400 customers worldwide, helping to boost their competitiveness through more efficient operations, better quality, and end-customer experience with solutions in manufacturing, warehouse, and product lifecycle management. Both Roima's and Part Trap's products leverage the SaaS model, providing fast business value capture and scalability.

Our mission is to create sustainable results through leading-edge supply chain software and services. Today, we are well-established in Finland, Sweden, and Denmark. With Parttrap ONE, widespread in the Nordics and the United States, we can even further boost our customers' productivity, resiliency, and end-customer experience. Our experts are leading professionals and there is a good match of cultures and customer approach to growing together", states Roima's CEO **Markus Kalalahti**.

We are excited to become a part of Roima's impressive portfolio of solutions bringing value to manufacturers globally. For us, this means becoming an even more significant player in the B2B eCommerce and the Arena of Digitalization, and further strengthening our platform to meet the industry's needs. I am positive that together we will bring great value to our customers," rejoices Part Trap's CEO **Tomas Landquist**.

Company News

Ansys Appoints Claire Bramley to the Board of Directors

16 December 2022

Ansys announced that Claire Bramley accepted an appointment to the Ansys Board of Directors, effective December 15, 2022 – bringing deep expertise in leading large-scale fiscal and operational disciplines; driving financial and strategic planning; and managing complex mergers and acquisitions (M&A).

As the Chief Financial Officer at Teradata Corporation, a connected multi-cloud data platform for enterprise analytics company, Bramley is responsible for leading the functions of finance, information technology, analytics and security, enterprise risk, operations, investor relations, and corporate

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development. She possesses deep experience and understanding of leading finance global shared services with a focus on efficiency and automated processes. Bramley is also an executive sponsor for Teradata's environmental, social, and governance program.

"Beyond leading the simulation industry, Ansys is a tremendous organization that has exhibited exceptional execution and demonstrates extraordinary future growth potential," said Claire Bramley. "It's a business that I've followed and greatly admire, and I am enthused to join the Board of Directors and participate in growth for years to come."

Bramley has current oversight of the corporate development function at Teradata, and previously led the finance mergers, acquisition and divestitures organization that supported all M&A activity across HP, Inc., a multinational IT company ("HP"). She previously served as global controller of HP and spent more than a decade in leadership roles at HP, including Head of Finance for the Europe, Middle East, and Africa region, and as Vice President, Corporate Financial Planning and Analysis.

"A true leader at the helm of many global business transformations, Claire has deep acumen in corporate finance and accounting, excellent knowledge of the technology industry, and extensive experience in partnering with businesses to accelerate profitable growth," said Ronald W. Hovsepian, Ansys chairman of the board. "We are honored to welcome Claire to the Ansys board."

"Having successfully led large-scale fiscal and operational disciplines, Claire brings a rich combination of global leadership expertise, strategic planning, and decision making," said Ajei Gopal, president and CEO of Ansys. "Claire's impressive skillset will complement our track record of execution and the momentum of our business."

Bechtle appoints Chief Technology Officer

21 December 2022

For the first time in the company's history, Bechtle will appoint a Chief Technology Officer (CTO) from 01 January 2023, with the position being filled from within its own ranks by Dirk Müller-Niessner, who will take on responsibility for all Bechtle Group platform activities. These include the Bechtle Service Factory's Managed Services offering, the development of bechtle.com, the Bechtle Clouds platform as well as operation of the Bechtle data centres located in Frankfurt am Main, Rüsselsheim and Mutterstadt. Bechtle's complete platform strategy will, therefore, fall under the remit of the new CTO, ensuring even greater efficiency and profitability at the largest German IT system house. Dirk Müller-Niessner will report to the Executive Board.

"We are delighted to have secured an experienced colleague from within our own ranks to take on this challenging role," says Michael Guschlbauer, COO, IT System House & Managed Services, Bechtle AG. For Bechtle and our position as a future-first IT partner, installing a CTO is a logical step to take, and one that will help us optimally leverage the opportunities of the digital transformation, not only for the benefit of our customers, but also for our own organisation."

Dirk Müller-Niessner has been Managing Director of Bechtle Hosting & Operations GmbH since the start of 2021 and previously supported the IT company as an external consultant. The 52-year-old has extensive experience, especially in managing change projects and has overseen the opening of the Bechtle Service Factory, in which Managed Cloud Services in particular are bundled. Bechtle plans to significantly expand its services portfolio to position itself as a leader in outsourcing, operational and Managed Cloud services. The future CTO will also take on technical responsibility for the Bechtle Clouds platform.

Dirk Müller-Niessner will furthermore be tasked with driving forward development of the bechtle.com

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platform in order to bolster e-commerce business. This year, Bechtle has gained some initial experience with micro-businesses, which had not previously been target customers, with the aim of providing them with opportunities to expand their autonomous business through the online platform.

The final area of remit concerns the running of the Bechtle data centres in Frankfurt am Main, Rüsselsheim and Mutterstadt. Bechtle has been operating its data centre on the largest European data centre campus in Frankfurt since 2016 and, with the additional infrastructure in Mutterstadt, has been able to significantly expand its Infrastructure as a Service (IaaS) capacities this year, with business expected to continue on an upward trajectory into the future.

Cadence Wins Six 2022 TSMC OIP Partner of the Year Awards

12 December 2022

Cadence Design Systems, Inc. announced that it has won six Open Innovation Platform® (OIP) Partner of the Year awards from TSMC for its EDA, IP and cloud solutions. Cadence was presented with awards for the joint development of the N3E design infrastructure, 3Dblox™ Design Solution, analog migration flow, RF design solutions, cloud-based productivity solution and DSP IP. In addition, Cadence was recognized as a founding member of the TSMC 3DFabric™ Alliance.

The awards and 3DFabric Alliance member recognition are based on the collaborative work with TSMC highlighted below:

- **N3E Design Infrastructure:** Cadence worked closely with TSMC to optimize the complete, integrated digital implementation and signoff flow and custom/analog flow for the TSMC N3E process technology to enable customers to achieve power, performance and area (PPA) targets and accelerate time to market.
- **3Dblox™ Design Solution:** The leading Cadence® Integrity™ 3D-IC platform achieved certification and met all reference flow criteria for TSMC's 3DFabric offerings. In addition, the companies worked together to develop TSMC's latest 3Dblox™ standard and Cadence's Advanced Substrate Router (ASR) to help customers accelerate advanced multi-die package design.
- **Analog Migration Flow:** Cadence worked with TSMC to develop a node-to-node process migration flow built upon the Cadence Virtuoso® design platform for custom/analog IC blocks that use TSMC's advanced node technologies. The collaboration ensures that customers can automatically migrate a source design in a given TSMC N5 or N4 process to a new design on N3E process technology.
- **RF Design Solutions:** Cadence and TSMC collaborated on an RF design reference flow to accelerate mmWave design projects that utilize the TSMC N16RF semiconductor technology for the creation of next-generation mobile and 5G applications.
- **Cloud-Based Productivity Solution:** Cadence expanded its cloud collaboration with TSMC by accelerating the physical verification of giga-scale digital designs via the Cadence Pegasus™ Verification System, which enables customers to speed design schedules and reduce compute costs.
- **DSP IP:** Cadence continued its collaboration with TSMC's Soft IP9000 team to certify Cadence Tensilica® DSP IP in the TSMC integration flow.
- **Founding Member of the TSMC 3DFabric Alliance:** As a founding member, Cadence is working with TSMC to advance design and analysis innovation across emerging multi-chiplet-based

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technologies for hyperscale computing, mobile, 5G, and AI applications.

“Each year, the TSMC OIP Partner of the Year awards give us an opportunity to recognize our industry ecosystem for their outstanding work in design enablement,” said Dan Kochpatcharin, head of the Design Infrastructure Management Division at TSMC. “Through our longstanding collaboration with Cadence, we’ve continued to work tirelessly to ensure our customers can use our latest technologies to design with confidence and stay ahead of the competition in their respective markets.”

“We have a long history of collaborating with TSMC to deliver key innovations that accelerate the design process and enable customers to achieve time-to-market goals,” said Dr. Chin-Chi Teng, senior vice president and general manager of the Digital & Signoff Group at Cadence. “These prestigious TSMC awards and our participation in the 3DFabric Alliance underscore our commitment to enabling SoC design excellence via our Intelligent System Design strategy, and we are looking forward to our customers leveraging our latest technologies to develop their innovative, next-generation products across a wide range of end markets.”

LTIMindtree Plants 100,000 Saplings to Mark the Company’s Inception

12 December 2022

LTIMindtree, a global technology consulting and digital solutions company, announced that it has planted 100,000 saplings — one for each member of the LTIMindtree family — to celebrate its inception.

LTIMindtree was formed on November 14, 2022, through the merger of erstwhile Larsen and Toubro Infotech (LTI) and Mindtree, leading technology consulting and digital solutions companies under the Larsen & Toubro (L&T) Group.

LTIMindtree has implemented this unique green initiative across Assam, Uttarakhand, Rajasthan, Maharashtra, Haryana, and West Bengal in partnership with SankalpTaru Foundation, an NGO focused on reforestation and environmental conservation.

All full-time as well as contract employees of LTIMindtree are being presented personalized certificates of plantation, along with photographs and location details of the saplings planted in their names. Through a web-based, blockchain-powered backend system, the employees will also be able to monitor the growth of their saplings.

Debashis Chatterjee, CEO and Managing Director of LTIMindtree, said, “As a purpose-driven organization, we believe a green gesture is the most appropriate and responsible way to celebrate the historic inception of LTIMindtree. This initiative articulates our commitment to driving positive change and presents a great opportunity for our talented professionals to associate with the cause of a greener environment. In addition to our appreciation for the hard work and dedication of our employees, the initiative also epitomizes our dual focus on growth and sustainability as the most effective means of building long-term value for all stakeholders. The healthy green cover resulting from this initiative will lead to improved carbon balance, air quality, and biodiversity, while providing crucial impetus to rural lives and livelihoods. We are grateful to our implementation partner SankalpTaru Foundation for their support in making this initiative a reality.”

Matterport Announces Executive Leadership Team Hires

12 December 2022

Matterport, Inc. announced two key executive hires to join the company's leadership team effective immediately. Matthew Zinn will join Matterport's executive leadership team as the company's Chief Legal Officer, responsible for overseeing the company's global legal, regulatory, privacy, and compliance efforts, as well as serving as the corporate secretary. Mike Knapp joins as the Vice President and Head of Investor Relations, responsible for Matterport's investor relations strategy with a focus on proactively communicating the company's vision and growth strategy while continuing to build relationships with the investment community.

"We're thrilled to welcome Matt and Mike to the Matterport team," said RJ Pittman, Chairman and Chief Executive Officer of Matterport. "Their extensive industry experience and proven track records at leading technology companies make them great additions to the team as we continue to scale our business globally and execute on our growth strategy."

Zinn's deep business experience in the areas of communications, technology, and intellectual property give him the ability to anticipate and manage legal and regulatory challenges to achieve bottom-line results. He most recently served as Chief Legal Officer at 8x8, Inc., a leading Software-as-a-Service provider of voice, video, chat, contact center and enterprise-class API solutions. Before 8x8, Zinn served as General Counsel and Secretary at Jaunt, Inc., a leader in producing and distributing immersive virtual and augmented reality content. Prior to Jaunt, he spent 16 years as Senior Vice President, General Counsel, Secretary, and Chief Privacy Officer for TiVo Inc., the digital video recording pioneer. The San Francisco Business Times and San Jose Business Journal recognized Zinn as the Best Bay Area Corporate Counsel in 2014, and he was awarded Dealmaker of the Year by the Association of Media and Entertainment Counsel in both 2012 and 2013 for negotiating a series of litigation settlements as part of a patent enforcement program that resulted in a total of more than \$1.6 billion in guaranteed payments for TiVo. Previously, Zinn held senior legal positions at MediaOne Group Inc., Continental Cablevision, and the law firms of Cole, Raywid & Braverman and Fisher, Wayland, Cooper & Leader. Zinn holds a J.D. from the George Washington University National Law Center and a B.A. in political science from the University of Vermont. He serves on the Board of Directors for KQED Inc., a nonprofit media corporation in the San Francisco Bay Area.

Knapp has over 20 years of investor relations and finance experience. Prior to joining Matterport, Knapp served as the Vice President of Investor Relations at Knowles Corporation (NYSE: KN), a market leader and global provider of advanced micro-acoustic microphones and balanced armature speakers, audio solutions, and high performance capacitors and radio frequency ("RF") products. Previously, he led Investor Relations efforts at Integrated Device Technology, Inc., a leading supplier of mixed-signal products including sensors, connectivity and wireless power, which was acquired by Renesas Electronics Corporation. He started his career in capital markets & communications at Thomson Financial, Stapleton Communications, and Banc of America Securities. Knapp earned his Masters in Business Administration from the University of Massachusetts Lowell, and a Bachelor of Arts degree in Economics from the University of Colorado Boulder.

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Michael Johnson Named Chief Representative for ASME's Beijing Representative Office

12 December 2022

Tom Costabile, executive director/CEO of the American Society of Mechanical Engineers (ASME), has released the following statement:

“I am very pleased to announce the recent appointment of Michael Johnson, ASME’s Chief Strategy Officer, to serve as the new Chief Representative of ASME’s Beijing Representative Office. While doing so, Michael will continue to serve as ASME’s Chief Strategy Officer.

“Michael brings a wealth of global experience to the Chief Representative role. In his positions prior to ASME, he directed a worldwide team of professionals, executed international strategic alliances, and traveled extensively to Asia, Europe, and Africa.

“ASME has built a strong presence in China since the 1980s, and we continue to strengthen our working relationships with the partners we have made throughout the years. As Chief Representative, Michael will build on these partnerships and reinforce ASME’s commitment to international collaboration and our vision to be an essential resource for technical professionals throughout the world—all while fulfilling our mission to advance engineering for the benefit of humanity.

“ASME continues to greatly value our collaborations in China and we look forward to many more successful years of working with our partners and staff in China.”

NEC Corporation of America Names Carmelo Lisciotta as Vice President of Operations for its Advanced Recognition Systems Business

15 December 2022

NEC Corporation of America (NEC), a leading provider and integrator of advanced IT, communications, networking and biometric solutions today announced Carmelo Lisciotta has joined the company as Vice President of Operations for its Advanced Recognition Systems (ARS) business. Carmelo brings nearly 30 years of extensive experience in global IT operations, data analytics, public/private/hybrid cloud infrastructure, security and DevOps to NEC.

As Vice President of Operations, Carmelo will lead ARS post-delivery operations across three areas of its business namely law enforcement, digital ID and government. He will also oversee the technical assistance center, service delivery management, field engineering, service transition, contract management, customer success management and monitoring and SRE, CI/CD automation.

Before joining NEC, Carmelo was Vice President of IT Operations and Chief Security Officer for Life Image, a medical evidence and image exchange network, where he led technical production operations, data management, compliance and security activities.

Carmelo’s experience with both on-premises and cloud platform infrastructure including AWS, Azure and OpenShift will support ARS pre-sales and sales teams with estimating operation costs and will promote cloud solution delivery and operational support across multiple customer segments.

“We look forward to providing customers in state and local law enforcement, U.S. Federal government and aviation with the efficient and cost-effective experiences they expect from NEC with Carmelo on board,” said Eugene le Roux, Vice President of Digital Government and International Operations for NEC Advanced Recognition Systems.

Procore's Inaugural Environmental, Social and Governance Report Highlights Commitment to Building a Sustainable Future

15 December 2022

Procore Technologies, Inc., a leading global provider of construction management software, announced the release of its **2022 Environmental, Social and Governance (ESG) Report**, which highlights the company's guiding principles, efforts and aspirations related to ESG.

“Since Procore's inception, our vision has been to improve the lives of everyone in construction, and we remain deeply committed to driving the industry forward and supporting the people who build our communities,” said Tooley Courtemanche, Founder, President, and CEO of Procore. “With today's construction technology, it's no longer just about building, but about building better and leaving a legacy behind for future generations, which is why we are proud to share our first ESG Report.”

The ESG Report unveils Procore's four ESG pillars: Environmental Stewardship, Our People, Social Impact and Responsible Business Practices. Key highlights from the ESG Report include:

Building a Better World

- Providing customers with construction management software that helps reduce construction waste, mitigate the risk of rework and enable safer jobsites with improved quality control.
- Offering integrations for ESG tools through the **Procore App Marketplace** to enable customers to measure and understand their sustainability data.

Our People and Communities

- Educating the next generation of future construction professionals by providing free Procore access to 97% of American Council for Construction Education accredited undergraduate construction management programs.
- Partnering with 107 new organizations to donate Procore products, and donating \$250,000 to our Historically Black Colleges and Universities Scholarship Fund in partnership with the Association of General Contractors of America, in 2021.

Governance and Responsible Business Practices

- Establishing oversight and management of ESG at multiple levels of the company, from the Board of Directors to a cross-functional ESG Committee that develops and drives ESG initiatives across our business operations.
- Driving board diversity, with 44% of the Board of Directors identifying as female.

“At Procore, we're committed to promoting sustainability through our environmental stewardship, social initiatives and corporate governance practices,” said Ben Singer, Chief Legal Officer, Corporate Secretary and Executive Sponsor of Procore's ESG Committee. “While we have a lot of important work ahead of us, this inaugural ESG Report provides a valuable baseline for us to measure against and marks an important first step on our journey as we continue to work toward a more socially responsible and climate-conscious future.”

The disclosures in the ESG Report incorporate the Sustainability Accounting Standards Board's Standards for the Software and Information Technology Services industry and address several United Nations Sustainable Development Goals.

PROSTEP PROVIDES CUSTOMERS WITH A NEW SUPPORT PORTAL

19 December 2022

PROSTEP's service hotline will remain available for the time being, but it is now getting some serious competition from the new PROSTEP Service Portal. Users and administrators who have questions about how to use certain functions, want to submit suggestions for improvements or would like to report a bug can now create their own tickets in the portal and seamlessly trace the status of their requests. They can also enter comments and upload attachments. The new portal is available 24/7 and makes it possible to process customer inquiries more efficiently.

When a ticket is created in the portal, certain mandatory fields are used to request information that allows PROSTEP's support staff to allocate it more effectively and avoid unnecessary questions. And should they have any questions, communication with the customer's contact person via the portal is much more direct. All this allows support staff to process tickets faster. The response times agreed in the service level agreements remain unaffected.

"The new support portal provides advantages to both our customers and to us. We can process requests faster and the customer's staff can seamlessly trace the status of their tickets and their history," says Nadi Sönmez, Manager Product Support & SaaS.

If requested by the customer, the tickets submitted by all of their employees can be displayed together, thus ensuring maximum transparency and traceability of the support case

Tango Appoints Industry Leader, Ross Leibowitz, to Product Strategy Team

15 December 2022

Tango, the leading provider of Integrated Workplace Management System and Store Lifecycle Management solutions announced that Ross Leibowitz has joined the company as Senior Director, Workplace Products. Building on his over 20 years of experience helping drive product strategy for workplace and real estate technology companies, Mr. Leibowitz will help execute Tango's product vision.

Tango is leading the next generation of workplace solutions, bringing together key "Place" factors including planning, building, and managing the operations of real estate locations and assets, with the equally important "People" side of real estate, ensuring employees are engaged and productive at the workplace. Mr. Leibowitz's deep industry expertise will be invaluable as the company evolves its capabilities further to support hybrid work and employee-focused technologies.

"We are thrilled to have Ross join Tango," said Pranav Tyagi, President and CEO at Tango. "We are a company comprised of industry pioneers, who bring a wealth of knowledge and expertise, and Ross is no exception. At Tango, we take an innovative approach to solving both old and new challenges, and Ross's unparalleled experience and knowledge will help drive Tango to new heights".

Most recently, Mr. Leibowitz was Senior Director of Product Management at MRI Software. Ross was also a founder of CenterStone Software, and the Chief Technology Officer at Manhattan Software.

TCS ADD™ Connected Clinical Trials Wins the India Pharma Award 2022

15 December 2022

Tata Consultancy Services (TCS) announced that the TCS ADD™ Connected Clinical Trials platform for decentralized trials, has won the India Pharma Award 2022 in the category, Excellence in Ancillary Pharma Services.

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The India Pharma Awards recognize excellence and innovation in the pharma industry. TCS won alongside others in the pharma league including Pfizer, Abbott laboratories, and Sun Pharma and was chosen by the jury from among 25 ancillary services contenders.

TCS ADD Connected Clinical Trials was recognized for exemplifying innovation through its future-proof platform offerings that leverage smart devices and sensor-enabled technologies using AI, ML, and IoT. The platform connects patients, sites, and sponsors through a variety of offerings in kit and sample tracking, digital labels, medication adherence, eDiaries, eCOA/ePRO, eConsent, and Televisit, to carry out efficient and seamless clinical trials operations.

In addition, TCS ADD Connected Clinical Trials supports automated data collection, enables remote monitoring and oversight suitable for high frequency and a high volume of data. For pharma organizations worldwide, the platform has been instrumental in expediting speed to market and reducing end-to-end clinical R&D costs.

Earlier this year, the platform was named a leader in the 2022 IDC MarketScape for Life Science R&D Decentralized Clinical Trials Technology Solutions.

“We are pleased to receive this award for TCS ADD Connected Clinical Trials. This is a recognition of our investments in innovation using novel technologies across the entire clinical R&D value chain to deliver superior business outcomes for our clients. TCS ADD enables touchless and seamless patient experiences while adhering to global regulatory compliances. The platform’s cutting-edge, sensor-enabled smart technologies, modular nature, open architecture that facilitate forward and backward integrations, strong partner network, cloud-agnostic approach and strong services capabilities together make it the preferred decentralized trials platform in the industry,” said **Rachna Malik, Global Head, TCS ADD Platforms.**

“The pharma landscape has become increasingly complex and diverse. While India enjoys a supreme position in the global pharmaceutical market, the credit goes to innovators who have the potential to steer the industry to even greater heights,” said **Yogesh Mudras, Managing Director, Informa Markets in India.** *“Keenly contested, coveted and closely observed by key stakeholders within the domain, the India Pharma Awards received more than 250 nominations this year. Our heartiest congratulations to TCS ADD™ Connected Clinical Trials on behalf of Informa Markets in India for the exemplary win.”*

TCS ADD Connected Clinical Trials is part of the suite of platform offerings that include Metadata repository, Data Management, Analytics & Insights, Safety, and Regulatory.

Velo3D to Transform its Production Operations with the Hiring of Brad Kreger as Executive Vice President of Operations

13 December 2022

Velo3D, Inc., a leading metal additive manufacturing technology company for mission-critical parts, announced it has appointed Brad Kreger as Executive Vice President of Operations to support the company’s goals in production growth, quality standards, and cost reduction. Kreger brings decades of experience overseeing and rapidly scaling operations in hardware production, including tenures at Thermo Fisher Scientific and its subsidiary Affymetrix, and Fluidigm Corporation. He will have oversight of Velo3D’s various manufacturing facilities and their corresponding teams, reporting to Velo3D CEO and Founder Benny Buller.

Kreger’s career has centered around early-stage companies that are scaling the manufacturing of hardware while also making improvements in quality and cost. In his former role as Senior Vice

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President of Global Operations at Fluidigm, he successfully led strategic initiatives to increase production of its mass cytometry technology, and improve the customer experience through operational efficiencies, enhanced infrastructure and streamlined execution.

“Running global operations at a company that is scaling as fast as Velo3D is an incredible challenge, but Brad is well suited to help us reach the next level given his extensive background working with growing companies that provide highly sophisticated hardware,” said Buller. “I look forward to seeing Brad optimize our operations to accelerate the production of our Sapphire and Sapphire XC printers, increase our manufacturing capabilities, and reach our production goals for 2023 and beyond.”

In his new role overseeing production, Kreger will lead all operations activities at Velo3D, including global logistics, manufacturing, quality, and procurement. Kreger will also be responsible for managing partnerships with key suppliers while automating planning and procurement processes.

“Velo3D is in a unique position, as its metal additive manufacturing technology is experiencing increasing demand to meet the needs of its customers,” said Kreger. “I’m thrilled to join such an innovative company that is transforming so many important industries in meaningful ways. I am confident we will be successful in increasing the production of the Sapphire family of printers and navigating the growth we’re forecasting in the coming year.”

Since shipping its first production printers in 2019, Velo3D has seen strong growth year-over-year. The company is currently ramping up the production volume of its latest Sapphire XC printer, which provides one of the biggest build volumes in the laser powder bed fusion class of metal 3D printers. In 2023, Velo3D is aiming to increase production of the Sapphire XC printer and lower costs. Scaling the company’s operations team with the hiring of Kreger will support Velo3D’s growth goals and further strengthen its position as the leader in growth within the additive manufacturing industry.

Event News

Inensia’s participation in the NAFEMS Simulation Data Management Community Meeting

19 December 2022

If you are interested in understating more about Simulation Process & Data Management implementation but missed NAFEMS Simulation Data Management Community Meeting – you can check the link below.

You would learn more about developing simulation management solutions with Inensia’s presenters **Hernan Giagnorio** – SPDM Expert and **Leonel Garategaray**– Business Consultant. Our colleagues shared a lot about their experience and best practices for mid-size organizations.

Simulation Data Management Community Meeting presentation

– <https://vimeo.com/781508501/6358aa0ec4>

We are happy to meet such passionate professionals interested in developing their expertise!

SprutCAM X users and partners will meet with the system’s developers in Limassol in June 2023

16 December 2022

SprutCAM Tech, Europe’s leading independent developer of software products for CNC machines and industrial robots, will bring together SprutCAM X users, resellers and technology partners from around

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the world for its first-ever conference of this magnitude – SprutCAM X World. The conference is taking place June 12-15, 2023 in Limassol, the economic, financial, cultural and tourist center of the Republic of Cyprus, where SprutCAM Tech is headquartered. The conference venue will be Atlantica Miramare Beach Hotel, where the participants will be provided with all they need for fruitful work, professional communication and comfortable rest.

At the same time, the main vector of SprutCAM X development remains unchanged – to become the world’s #1 solution by implementing the Offline Programming of Industrial Robots (OLP) technology in the product. OLP makes it possible to run a new machining program on a robot in just a few hours, whereas with traditional online programming, the same task requires several days. Thus, the production cycle is considerably reduced, the company launches new products in demand by customers faster, and the use of robots becomes economically justified even for a small-scale production.

But not only already available products will be discussed at the SprutCAM X World conference. The developers promise to please the community of users and partners with surprises. In particular, at the event will be presented a beta-version of a completely new, still secret product from SprutCAM Tech.

Besides the developers, SprutCAM Tech technological and business partners will play an important role at the SprutCAM X World Conference. They will present their customers’ projects and tell how companies from a wide variety of industries and countries around the world are making products right now, increasing productivity and reducing costs with SprutCAM X. Users and partners who have distinguished themselves in the application and promotion of SprutCAM X over the past year will receive awards and gifts.

How to develop business, how to build mutually beneficial relationships between the developer, partner and customer, how to take into account the specifics of markets in different countries, how to establish efficient communication between partners, vendors and each other? The business part of the conference will cover these and many other topics. SprutCAM Tech’s new sales and marketing program in key markets will also be announced at the conference.

Andrei Kharatsidi, co-founder SprutCAM Tech:

“Together with our resellers and customers from all over the world, we will discuss current issues and needs, look into the future and shape the vision for the New Generation of our software products. You will have an active role in these discussions. We have exciting things planned for our time together: outstanding speakers, interactive breakouts, plenty of networking time and technical classes. We’ll be glad to see you with your spouse, kids and friends: here everyone will find a warm sea and a lot of entertainment. Don’t miss your chance to participate in the premiere of SprutCAM X 17, meet SprutCAM Tech key people and your counterparts from all over the world while having fun in Cyprus. We look forward to seeing You!”

[LEARN MORE](#)

You can explore the conference program, check out the lineup of speakers, and most importantly, register and choose the most convenient participant package on the [SprutCAM X World website](#). Remember, the number of places is limited, and registration will be closed as soon as all places are booked.

Financial News

Accenture Reports Strong First-Quarter Fiscal 2023 Results

16 December 2022

Accenture reported financial results for the first quarter of fiscal 2023, ended November 30, 2022, with revenues of \$15.7 billion, an increase of 5% in U.S. dollars and 15% in local currency over the same period last year.

Click to download the [Q1 FY23](#) earnings infographic.

Implementation Investments

Alma and Yaskawa Europe enter into a partnership agreement for off-line programming of welding robots

14 December 2022

Yaskawa Europe, a world leader in industrial robotics, and Alma, a specialist in off-line programming (OLP) for welding robots, announce the signature of a partnership agreement. Within the framework of this agreement, which is in line with the historical collaboration between the two actors, Alma's Almacam Weld software becomes a reference OLP solution in Yaskawa Europe's catalog and will be promoted by the manufacturer to its customers with Alma's support.

Off-line programming, a key lever for the productivity of robotic welding installations

Off-line programming, which allows a robot to be graphically programmed from a virtual scene and its movements to be simulated, is more than an alternative to traditional programming by learning. It is an approach that is becoming more and more common among manufacturers, and is all the more interesting when the products manufactured are varied, modular or subject to frequent adaptations, and when the series to produce are small.

In Europe, dozens of companies of all sizes use Almacam Weld OLP solution to program their Motoman welding robots from Yaskawa. The agreement formalized between the two actors concretizes a long-standing cooperation in the field, with Alma and Yaskawa Europe teams or their local resellers (Spain, Portugal, Netherlands...) already working together to provide their customers with a high-performance robotic solution. The capabilities of the Almacam Weld software, in particular in terms of automation drastically reducing part programming times, were particularly appreciated.

A flexible framework for a true strategic partnership

This partnership completes Yaskawa Europe's offer for robotic welding with an expert and market-recognized software solution, 100% proprietary, developed by a pioneer of the OLP which is also an independent group.

Thanks to Alma we will be able to increase the added value of our solutions and provide a turnkey solution to our customers, announces Richard Tontsch, Manager Marketing of Yaskawa Europe. On the other hand, the partnership has been elaborated to offer a maximum of flexibility, from the pre-sales of the solution to the technical support, in order to allow our teams or our local resellers to adapt to all situations.

For this purpose, Yaskawa Europe will be able to rely on Alma's presence in different European countries and on its local teams of experts for the localization of the service to the end customers.

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Yaskawa Europe and its resellers will benefit from a tailor-made support allowing its technical and commercial teams to be trained on Alma's software and to be accompanied in the deployment of OLP projects. The long-term objective for the manufacturer is to gain autonomy so as to be able to directly ensure the implementation and support of the software for its customers.

We are very pleased with this agreement with a major player in robotics, which formalizes the strong ties we have established with Yaskawa in Europe, explains Christelle Savorgnani, sales and marketing manager of Alma's CAD/CAM software division. It is the concretization of our expertise of more than 25 years in off-line programming software and of our capacity to innovate continuously to improve the productivity of robotized welding installations, to bring flexibility to production and to reduce the operating costs of our customers. It is also the result of a shared vision of the industry, of collaboration as a key success factor for all stakeholders, and of human values, which are essential for a long-term partnership.

Based on the perfect technical and commercial complementarity between the two players, this agreement lays the foundations for a true strategic partnership.

Amalthea Uses Infor Integrated AI Solution to Help Improve Cheese Quality & Yields, Build Customer Loyalty and Boost Sustainability

19 December 2022

Infor[®], the industry cloud company, announced that Amalthea, a leading global provider of goat cheese and organic cow cheese, is using Infor's integrated artificial intelligence (AI) solution to help improve cheese quality and yields, build customer loyalty and boost sustainability.

For every 1 percent increase in yields, Amalthea expects to save approximately 500,000 euros, which it can reinvest to further develop the business. Amalthea plans to significantly increase its manufacturing capacity in five years to meet the high demand for more cheese types and innovative solutions such as its ClearMilk[®] formula, a process by which it can extract whey, cream and other components from raw milk. This helps lessen waste and improve sustainability practices.

Headquartered in the Netherlands, Amalthea strives to make the most of the top-quality goat milk it receives from about 50 goat farmers who are members of the Amalthea Cooperative of Goat Farmers. Amalthea's stated mission is to enhance the lives of consumers, customers and farmers by making delicious and nutritious dairy products in a sustainable way, based on utilizing the richness of goat and cow milk to the full extent.

One of the biggest challenges for dairy manufacturers such as Amalthea is that milk composition varies across farms and seasons. Therefore, there is no standard recipe that can be applied across all milk batches to achieve consistent quality and yield. Close monitoring and steering of the cheese production process is required to create cheese consistency so that customers stay loyal and Amalthea maximizes yield potential.

"Our customers require consistency in the cheese we produce," said Joris Aarts, chief financial officer at Amalthea. "The big challenge is that milk is the raw material used to produce cheese and, by nature, is very unstable and inconsistent over the seasons. Infor Coleman AI helps us make cheese production as stable and predictable as possible, in terms of quality and yield, so that our customers are happy."

For each of its cheese batches, Amalthea used to set a target yield based on the practical or past knowledge of production. When a cheese batch deviated from the target yield or the right target yield wasn't set, factory operators had to take action and make changes to production to make the process more efficient. In the past, production issues were identified by manually processing data and analyzing

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it on a weekly basis. With approximately 240,000 liters of milk processed each day, it was not optimal to wait a week or sometimes a month to get insights and make necessary system changes to optimize yield.

“In the past, we had to do these milk yield calculations manually, and we were only able to do this once per week, or sometimes once per month, so it was too late,” Aarts said. “On top of that, we were not able to calculate the yields per batch. We could improve milk yield somewhat, but now with Infor Coleman AI, we can not only see the yields per cheese batch in real time, but it also gives us direct insight into what contributors are causing a higher or lower milk yield so the operators can directly act on it.”

In 2020, Amalthea modernized its ERP with Infor CloudSuite Food & Beverage and leveraged the power of Infor’s cloud technology platform, Infor OS, to solve a critical milk yield business problem. This was previously hard to tackle because of outdated and disconnected applications, data silos and lack of time and resources. The modernization formed the building blocks to create AI-driven applications quickly and efficiently. Amalthea’s AI-driven yield deviation detection and explanation is now fully automated – from data collection and processing to presentation.

Amalthea is utilizing Infor CloudSuite Food & Beverage throughout its supply chain, from the reception of milk to the cheese warehouse. It interfaces with and helps automate production systems in the factory, such as weighing units and processing tanks. Infor technology also has helped Amalthea improve the speed and efficiency of its financial closing process from weeks to days. According to Aarts, having the business now fully running in the cloud with Infor provides a strong foundation for future growth, as data insights will play an increasingly important role in dairy production.

“Infor has a process catalog specifically designed for dairy, and it can give us good insights into milk utilization and yields,” Aarts said. “This utilization of milk is the most important way in which we can manage costs, so Infor already has helped us save money with that.

“Now, with Infor Coleman AI implemented,” he noted, “we can stretch that even further because we have more real-time data and information about this milk yield.”

Bechtle provisions IT workstations for the Lufthansa Group

13 December 2022

For more than ten years, Bechtle has been working with Europe’s leading air carrier—the Lufthansa Group. In the future, Germany’s largest IT system house will take on responsibility for the supply and functionality of hardware for 20,000+ IT workstations at 500 of the Lufthansa Group’s worldwide locations. A contract has been concluded for an initial five years with the option to extend.

Bechtle will implement the project in collaboration with HP Germany and the Lufthansa Group’s IT infrastructure department as operator of the workstations. The hardware includes end devices such as notebooks and desktops, standard peripherals including monitors and keyboards, as well as special peripherals, for example card readers, scanners and label/barcode printers. To ensure organisational and technical support in the event of disruptions, as well as instant personal services for employees, Bechtle will provide on-site service to cover all hardware anywhere in the world. Moreover, Bechtle will handle lifecycle management for all devices, meaning that the Lufthansa Group has access to hardware that’s ready to use, maintained and professionally disposed of at the end of its usable life.

“We’ve enjoyed an excellent relationship with the Lufthansa Group for many years and this contract signifies a new phase of our partnership,” says Olaf Knorr, Managing Director, Bechtle IT System House Hamburg. Michael Tappe, Managing Director of the Bechtle International Sales Division adds:

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“I’m delighted that the Bechtle Group’s full range of expertise has come to the fore—from international rollouts to lifecycle management—to provide the Lufthansa Group with the best-possible service in 80 countries.”

“Bechtle stood out from the crowd, not only in our past collaborations, but also in this tender process with its high level of professionalism, eye for detail and ability to see the big picture. Working together, we are ensuring that Lufthansa Group employees will be able to carry out their tasks and collaborate seamlessly no matter where they are in the world,” explains Thomas Rückert, CIO, Lufthansa Group. “For this large-scale project, it was crucial that we found a partner that we could rely on and whose capabilities are second to none.”

Blutsgeschwister Adopts Centric PLM to Future-Proof Design & Production

20 December 2022

Blutsgeschwister, unique women’s clothing and accessories brand based in Germany, has chosen Centric Software’s Product Lifecycle Management (PLM) solution to modernize their design & production processes and allow their team to work from anywhere, on any device, at any time. Centric Software® provides the most innovative enterprise solutions to plan, design, develop, source and sell products such as apparel, footwear, sporting goods, furniture, home décor, cosmetics, food & beverage and luxury to achieve strategic and operational digital transformation goals.

Founded in 2001 by Karin Ziegler in Stuttgart, Germany, Blutsgeschwister brought together a small group of visionaries to create ‘Feel Good Wear’ for the individual and empowered woman. The designs are known for their eye-catching prints created exclusively in-house. Each year, the Blutsgeschwister develops 350 to 400 styles, totalling to around 1,500 colorways and designs. The brand sells to its customers through its 400+ retail partners across Europe, its 15 flagship stores located in major German cities, as well as via its e-commerce channel.

As one of the leaders of the Fair Wear Foundation, the company places a strong emphasis on social standards, one of several reasons why their product development process and supply chain has been increasing in complexity. Because of this, compliance is a significant challenge for Blutsgeschwister, and until recently has been handled through aging tools such as Excel spreadsheets and manual file exchanges. Due to their unique approach of developing all their fabric and styles themselves, instead of using measurement charts from manufacturers, their production workflow is even more complex.

“One of the reasons we decided we needed a PLM system is due to the supply chain legislation and increasingly stringent regulations,” says Stephan Künz, CEO of Blutsgeschwister. “Another factor is the increased number of employees who worked from home during the Covid-19 pandemic. This especially meant that we needed very structured process workflows and organized data repositories, even more so than before, when people were all working in one big office, and could just ask their co-workers questions spontaneously.”

Blutsgeschwister wanted a standard, out-of-the-box solution, which they could then add to or deviate from in minimal ways as needed for their own operations. The broad functionality Centric offers to the fashion industry appealed to the company, including the fact that the platform is available across a wide range of devices. This means that the solution can be used anywhere, at any time, both in the office and for team members working at home.

“When we started looking for a PLM system, we had a list of ten vendors, three of which we shortlisted,” says Künz. “We finally decided to go with Centric because the functionality was simply the best fit for our company and because the technological platform is future-proof.”

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Künz continues: “We hope to free up resources for tasks with more added value. Additionally, we will be able to save a lot of time for data management and will benefit from the single source of truth Centric PLM® provides.”

Blutsgeschwister’s overall aim is to streamline the day-to-day work of employees, optimizing the resources that are available to them. In addition to providing regular certifications to other Fair Wear Foundation leaders, the brand is GOTS certified, and the company looks forward to creating an online portal for suppliers to upload compliance information and download tech packs, among other streamlined processes made possible by Centric.

“We are delighted that Blutsgeschwister has chosen Centric PLM to help streamline their processes and manage compliance,” says Chris Groves, President and CEO of Centric Software. “We look forward to deepening this promising partnership with the unique, sustainable and cutting-edge womenswear brand and for what is to come.”

Bondi Sands Looks to Logility to Support Global Expansion

14 December 2022

Logility, Inc. a leader in supply chain innovation powering the sustainable and resilient enterprise, is working with Bondi Sands, the world’s number one self-tanning brand, to support its global expansion with best-in-class supply chain planning. Today, the Australian-born and sustainability-focused brand is successfully leveraging the Logility® Digital Supply Chain Platform to achieve more transparency, optimization and alignment across its expanding network.

Launched in Australia in 2012, Bondi Sands has progressively grown in popularity, becoming the continent’s largest manufacturer of tanning goods and expanding its reef-friendly products into markets across New Zealand, the U.K., Europe and the U.S. Amid this rapid global expansion, the company was feeling stretched by inefficient, manual supply chain processes and a lack of visibility into its network operations and performance. To enhance its planning capabilities and drive profitability, the growing brand turned to Logility.

“To meet the rising demand of our loyal consumers, it’s critical for Bondi Sands to have real-time visibility into our supply chain and tight alignment between our global teams,” said Stefano Gambarotto, global head of operations, Bondi Sands Australia Pty Ltd. “With the Logility platform, we’re able to make quicker, more data-driven business decisions that help us optimize inventory, processes and planning – benefitting employees and shoppers alike.”

As Bondi Sands ramps up with its recent implementation, the company is already beginning to realize transparent inventory projections, optimized inventory policy, and has begun to execute smarter supply decisions. The platform enables the brand to do away with tedious, manual processes that often lead to team burn-out and instead gain transparency, agility and accuracy across its entire supply chain.

“Having a single source of truth for supply chain data is essential for successful planning – made even more necessary in our current landscape of disruption,” said Bill Harrison, executive vice president of operations, Logility. “Thanks to the deep insight delivered by the Logility Digital Supply Chain Platform, Bondi Sands is well on its way to creating a more resilient and proactive supply chain.”

Dassault Systèmes, McPhy and Visiativ Team Up to Drive the Green Energy Transition

20 December 2022

Dassault Systèmes, McPhy Energy and Visiativ are collaborating to drive the green energy transition, by enabling McPhy to increase the competitiveness of its low-carbon hydrogen production and distribution equipment, and confirm its role as a key partner for the hydrogen market.

The three leaders in their fields have teamed up for McPhy's deployment of Dassault Systèmes' 3DEXPERIENCE platform on the cloud to optimize the performance of its equipment as well as the processes and tools used across its development, engineering and production centers in France, Germany and Italy. McPhy – a long-time SOLIDWORKS customer – chose to move to a collaborative business platform deployed by the Visiativ team. This would deliver the collaborative design and product life cycle management capabilities to support its growth strategy as it scales up its business, in particular with the preparation for its new Gigafactory in France in 2024.

“The Dassault Systèmes 3DEXPERIENCE platform deployed by Visiativ will help us structure our teams and our business. A unified architecture across all our sites (France, Italy and Germany) is a key step in McPhy's industrial scale-up, with the aim of optimizing collaborative processes across our European technology teams. We will also reduce our time-to-market in product development and project engineering for our clients, in particular by modelling the manufacturing process before our products are launched on the market,” said Benoît Barrière, Chief Technology Officer of McPhy.

Reaching carbon neutrality by 2050 implies switching most of the world's total energy consumption away from fossil fuels. McPhy's electrolyzers and low-carbon hydrogen refueling stations are increasingly recognized by the industrial, mobility and energy markets as a viable solution to decarbonize their activities. Green hydrogen can be used to decarbonize the industrial sector as an energy carrier or as a raw material for steel production. It also can be turned into clean fuel to charge hydrogen vehicles, injected into gas networks, or used as an energy storage solution to help complement the renewable energy transition.

The 3DEXPERIENCE platform will enable McPhy to leverage knowledge and know-how across the enterprise by standardizing processes and design and simulation applications, centralizing data and project management, and facilitating interaction among its teams.

“As the world shifts away from the use of fossil fuels, our 3DEXPERIENCE platform offers new technological approaches to innovation across all phases of the life cycle, for equipment and products that contribute to a more sustainable economy,” said Philippe Bartissol, Vice President, Industrial Equipment industry, Dassault Systèmes. “Game-changers like McPhy can collaborate, innovate and manage the entire product life cycle in one virtual twin experience.”

Visiativ, a digital transformation partner of Dassault Systèmes, is accompanying McPhy's deployment of the platform with integration and support services that enable all users to better collaborate and innovate by centralizing data and project management. This structuring and this multidisciplinary project was made possible thanks to the knowledge of Dassault Systèmes' solutions combined with the understanding of the customer's issues on the ground.

“The success of this partnership is thanks to the collaboration, mutual trust, and commitment of McPhy, Dassault Systèmes and Visiativ,” said Laurent Fiard, CEO, Visiativ. “We are delighted to support McPhy in this global project in line with their innovation transformation strategy. It is a perfect example of how the hydrogen industry is positioning for success in reaching carbon neutrality by 2050 and we are proud to partner with McPhy and the hydrogen industry on this journey.”

Hexagon advances the integration of its positioning solutions into mass-production autonomous driving systems through a partnership with ZF Group

20 December 2022

Hexagon AB, a global leader in digital reality solutions combining sensor, software and autonomous technologies, announced a key partnership with ZF Group that will advance the integration of its software positioning engine and GNSS correction services into mass-production ADAS (advanced driver assistance system) and autonomous driving systems. Hexagon's safety-certifiable software positioning engine and correction services will be integrated into ZF's ProConnect connectivity platform, which enables full vehicle communication (vehicle-to-vehicle, vehicle-to-satellite and vehicle-to-network).

Like Hexagon, ZF, a German-based global technology company supplying systems for passenger cars, commercial vehicles and industrial technology, is focused on the next generation of mobility – from electric vehicles to fully autonomous systems. Hexagon's correction services and software positioning engine leverage dual-frequency and multi-constellation GNSS signals along with tightly coupled inertial capabilities that accommodate vehicle dynamics in all driving conditions. Their integration is vital to providing the necessary functional safety, lane-level positioning accuracy and ASIL (automotive safety integrity level) rating that ZF's automotive telematics platform requires. ASIL is a risk classification system defined by the ISO 26262 international standard for the functional safety of road vehicles.

“The transformative potential of autonomous mobility has been a focus of ours for years, both on-road and off-road,” says Hexagon President and CEO Ola Rollén. “We're thrilled to partner with ZF, a world leader in automotive electronics and control systems, to ensure this future is safe and works reliably. The partnership is a natural next step as we continue advancing safety and automation in the automotive and transportation industries.”

Hexagon's GNSS positioning technology provides a solution capable of ASIL-B certification (level two of four in the risk classification system) that is intended for high-volume manufacturing and global fleet scalability. Hexagon's TerraStar-X PPP (precise point positioning) correction service ensures accuracy and positioning reliability for ADAS and all levels of autonomous driving solutions.

Hexagon and ZF will demonstrate their autonomous driving systems at the Consumer Electronics Show in Las Vegas this January 5-8, 2023.

Infor Hospitality Expands Partnership with Oliver Hospitality

20 December 2022

Infor[®], the industry cloud company, announced its expanded partnership with Oliver Hospitality, a Nashville-based hotel and restaurant management company committed to offering engaging and thoughtful spaces for its guests. As part of Oliver Hospitality's commitment to delivering unique experiences at each of its concepts, Infor HMS has previously been implemented at five properties to enhance guest stays, and unify and refine hotel operations. Now, Oliver Hospitality has decided to expand its work with Infor for its new Marconi Conference Center location just outside of Marshall, California.

Oliver Hospitality chose to expand the organization's footprint with Infor Hospitality because of Infor's knowledge of the hospitality industry and proven track record with deployments. Through the Infor Hospitality suite, Oliver Hospitality is able to provide a rich experience for all users. Specifically, Infor's hospitality management system has provided the organization with a reliable hub for operations,

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and helped to establish a solid foundation to consistently deliver a superior guest experience.

“Our brand continues to grow across the country, so this was a strategic investment for our organization. We chose to expand our partnership with Infor because they’ve proven to our team that they were going to be a true partner throughout the implementation,” said Chett Abramson, Oliver Hospitality COO. “As Oliver Hospitality continues to innovate and open new properties, Infor’s ability to scale will be key to improving real-time access to important data and keeping elevated guest experiences at the center of every decision we make.”

The decision to modernize the organization’s HMS will also help internal teams find success more easily and eliminate many timeworn manual processes so Oliver Hospitality can streamline daily operations and deliver a personalized hotel stay.

“We’re excited to partner with a respected brand like Oliver Hospitality that understands how important it is to provide guests with memorable experiences. We want to make sure we provide their teams with real-time information that is readily available when it’s needed to help inform decisions,” said Stewart Applbaum, Infor executive vice president and general manager. “The hospitality industry has gone through a transformative period, and embracing emerging cloud-based technology plays an integral part in staying competitive in a data-driven world. Infor is committed to helping hoteliers streamline operations, maximize profitability, deliver great guest experiences, and compete today and in the future.”

Infor HMS enables guest control, visibility, and preferences throughout their journey via their own mobile devices and offers contactless and paperless check-in and check-out, add-on options, and room and maintenance request features. The solution can also inform effective engagement strategies via robust CRM capabilities to tailor experiences according to guest profiles and leverage mobility tools for hotel staff to improve processes, communications, and offer more flexible services to guests.

La Maison Camus Chooses Infor for Global Digital Transformation Plan

20 December 2022

Infor[®], the industry cloud company, announced that Maison Camus, a manufacturer of exceptional cognacs and one of the leading French spirits companies worldwide, has chosen Infor CloudSuite Food & Beverage, a comprehensive enterprise resource planning (ERP) solution designed to help food and beverage companies meet changing customer expectations, better manage their supply chains and reduce waste. This project is part of a wider digital transformation plan, of which the deployment of this new ERP is one of the key steps.

Launched at the beginning of 2022, this project is an integral part of a global transformation master plan established in 2021, which has enabled a number of initiatives and digital projects to be identified in a collaborative manner with a view to improving the quality of work and the customer support. The aim is to provide the cognac business (some 30 products divided into several ranges) with a modern, structured tool to manage all activities from manufacturing to sales administration, including accounting and financial management, as well as procurement and stock management, all with increasingly demanding quality monitoring.

Stanislas de Foucauld, deputy general manager of operations at Maison Camus, says: "Initiated when I arrived in the summer of 2021 to lead this company evolution, this project is one of the 15 or so initiatives selected collectively by our teams in order to modernize our organization and our tools and thus enable us to look forward to the future with performance and serenity."

Founded in 1863, Maison Camus has always jealously guarded its independence, preserving the family

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character of the company. Five generations have succeeded to establish its reputation with the same conviction: to transmit passion, heritage, tradition, know-how and excellence. The company cultivates a passion for exceptional cognacs, thanks, in particular, to its own patented intensely aromatic distillation process. It employs 270 people in eight countries and three continents and has subsidiaries in China and the United States. Today, its president, Cyril Camus, brings this entrepreneurial adventure into the 21st century, showing more than ever a serene and constructive ambition to build the future.

De Foucauld explains: "We launched our call for tenders early 2022 and consulted various software vendor and system integrator pairs. Following the various responses received, we defined a business case and asked each of them to organize a demonstration of their solution, in which we involved, again in a collegial manner, around 10 key users."

The choice of Infor and its partner Hetic3 was made the following June, as the solution ticked all the boxes in terms of functional expectations as standard. Furthermore, the integration methodology proposed by the Hetic3 teams, which have all the business and functional expertise in this sector, was decisive in the choice in terms of their ability to support the cognac manufacturer in optimizing and accelerating its activities, without sacrificing any of the level of quality demanded by its customers. Moreover, by relying on the wines and spirits preconfiguration provided by Hetic3, Camus was able to benefit from the many advantages of a solution that was particularly well adapted to its business needs.

Aurélié Arlot, ERP project manager at Maison Camus, said: "The Infor solution appeared to be particularly intuitive and easy to use, which is a real asset in the context of implementing a remote working policy frame that should continue for us and our partners. In addition, its flexibility and high level of parameterization should enable us to gain in efficiency and performance in terms of production, but also in terms of omnichannel distribution."

It should be noted that the solution will eventually be interfaced with the various Maison Camus e-commerce platforms, as well as with a certain number of tools such as the management of the winery, the management of expense accounts, and certain professional applications such as the management of relations with the cognac interprofessional bureau BNIC or the planning process.

It will be deployed in January 2024 in a multi-tenant cloud environment powered by Amazon Web Services (AWS) and will allow the 120 employees dedicated to the cognac activity to concentrate on higher value-added tasks.

Ara Pachabézian, co-director and head of presales at Hetic3, says: "A dozen key users, representing all the functions concerned at Maison Camus, have been involved in the project from the start. They will support us from start to finish and will eventually train 80 internal employees. In addition, a sponsor committee (including Camus' president and general management), a project committee and a steering committee have been set up to ensure that the various stages of the project run smoothly and ultimately guarantee its success.

Philippe Maillet, Infor sales director for SMB & channels in France, concludes: "We are proud of this new signature in the wine and spirits sector. The functional business processes, as well as the great flexibility of our solution in terms of configuration, should enable Maison Camus to successfully complete this first stage of digital transformation, which constitutes an essential foundation for its more global modernization plan."

Tata Motors Drives Sales Excellence with Oracle Cloud Infrastructure

19 December 2022

Oracle and Tata Motors announced that they have migrated the automotive giant's entire Dealer Management System (DMS) to Oracle Cloud Infrastructure (OCI). The migration of this system to OCI will help boost the operational efficiencies of Tata Motors with deeper business insights, greater security, increased flexibility, and cost optimization.

The Dealer Management System, which serves 60,000 users, supports Tata Motors' pre-sales, sales, and after-sales market touchpoints across all segments of passenger and commercial vehicles. With the modernization of its Dealer Management System, the organisation is able to more effectively monitor sales performance and improve collaboration across its dealer network.

Some of the key benefits include multifold enhancement in data reporting that allows the company to generate many more records per second and faster execution of data integration with OCI. Tata Motors dealers are also able to gain access to information in seconds, enabling a significant reduction in response time. Additionally, functioning on OCI will enable Tata Motors to scale business operations based on demand, while retaining the flexibility to preserve its infrastructure.

Tata Motors' Dealer Management System supports both electric and conventional fuel vehicles, and is pivotal in managing capacity and spare parts, while serving as a unified platform for customer feedback.

Gopinath Jayaraj, chief information officer, Tata Motors said, "Technological advancement is steering us into an era of next-gen mobility and integrating digital interventions into business models is crucial in this hyper-personalized world. OCI will help us deliver on our endeavour to include more cloud-native technologies to enable better customer experiences. We are already witnessing benefits with Oracle Cloud Infrastructure, including the greater capacity to scale, strong security controls and elasticity to reduce operational costs. We look forward to working with the OCI team to accelerate our digital transformation efforts and augment our ability to deliver innovative mobility experiences."

Garret Ilg, president, Japan and Asia Pacific, Oracle, said, "We are excited to be supporting Tata Motors in a landmark achievement of India's automobile sector, bringing additional flexibility, agility and data transparency to one of the world's leading automotive manufacturers. We are closely working with the Tata Motors team to help them drive digital transformation and growth and elevate their customer experience."

"India's automobile providers are aggressively becoming digital and are making large scale investments to modernise their business and increase automation. With India projected to be the world's third largest auto market and Tata Motors leading the way, we are delighted to partner with it and power its digital transformation journey," said **Shailender Kumar, senior vice president and regional managing director, Oracle India**. "Cloud is capable of driving tremendous value for businesses and we look forward to meeting our customers where they are."

Product News

CADENAS CRM Connector simplifies sales

12 December 2022

From now on, you as a manufacturer can see directly in your CRM system who is downloading your 3D models on the CADENAS portals, which is made possible by the cooperation with

Brijr.io.

Convert the leads from your manufacturer portal and 3Dfindit.com now easily, quickly and conveniently into customers. CADENAS has developed a solution together with Brijr.io to integrate your download statistics directly into your customer relationship management software (CRM system: the CADENAS CRM Connector. The connection to the widely used systems of HubSpot and Salesforce is already possible. In a next step, the programs from Microsoft and further popular solutions are already in planning.

How does the CADENAS CRM Connector work?

Until now, you could view and export the download statistics data of your manufacturer catalog online via the dashboard. From now on, the CADENAS CRM Connector relieves you of this work step. This is because the middleware regularly accesses the information in the CADENAS backend and then transfers the data loss-free and DSGVO-compliant to your end application. But the application is capable of even more:

CADENAS CRM Connector

- administrates the downloads of all your catalogs centrally
- prepares the data sets for your HubSpot or Salesforce
- sorts out duplicates or specific domains on demand
- updates contacts and activities every hour
- transfers the information which part has been downloaded

The important information appears in your CRM system as if by magic. You work in just one program and save yourself the time-consuming data maintenance.

Create with the CRM connection

- analyses
- blacklists for e-mails and domains
- the basis for advanced, automated workflows in your CRM system

Focus on the essentials – communicating with your customers and prospects.

More user friendliness

CADENAS is constantly working on making its own software solutions more user friendly. In addition to the new CRM connection and a constantly growing number of 3D CAD and BIM models for free download in the database, the company has also recently launched the visual search engine 3Dfindit.com. This is a further development of the B2B PARTcommunity, with additional search methods, modern design and intuitive user interface.

CareAR's Disruptive New Offering Democratizes Creation of Instructional Experiences

15 December 2022

CareAR, A Xerox Company and service experience management (SXM) market leader, announced the availability of CareAR® Experience Builder, a new visual augmented reality and AI based design tool that enables anyone to create self-guided instructional experiences at scale.

With a no-code, drag-and-drop interface, organizations can now rapidly design and deploy intelligent

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and immersive self-guided instructional experiences for field technicians, employees, or customers viewed on standard mobile devices or wearables. Everyone is instantly empowered anytime with expertise and “know-how” to perform heightened functions and independently complete tickets and tasks faster.

Self-service instructional experiences can seamlessly be added to level-up any service management workflow, product offering or asset ranging across industries and B2B or B2C use cases, from maintenance, inspection, and repair to manuals, unboxing, set-up guides, tutorials, and frequent how-to's. Through a digital and visual design, instructional experiences are extremely intuitive and incorporate 2D content such as video along with CareAR's patented 3D augmented reality, digital twin visualization, and AI computer vision for visual verification of steps or task completion, ensuring high levels of productivity, accuracy, and consistency.

“It's truly exciting to witness the tangible results that our customers substantially reported while easily creating and consuming self-guided instructional experiences utilizing CareAR Instruct and Experience Builder.” said Sam Waicberg, Co-founder and President of CareAR. “The service experience is ripe for transformation. Service workers and customers deal with massive amounts of static paper and pdf-based content. The flexibility to generate new or modify existing instructional flows in a matter of minutes, and automatically make those updates available is nothing short of revolutionary.”

“We are continuously seeking new ways of thinking and working collaboratively with our partners as a catalyst for change. If we can rethink the systems and technologies underpinning some of our processes, then we remove costs and improve outputs for our customers,” said Ralph Powell, Business Development Director, Sapphire Utility Services. “Building immersive experiences in CareAR's Experience Builder enables our operatives to have real-time access to the most accurate information, responding to incidents with the expertise needed to resolve issues right the first time. The results are improved safety and compliance, faster and more cost-effective resolutions, and improved customer experiences – which we can continuously refine and improve.”

“For many of our customers, it's not practical or cost-effective to come to the data center for IT management and maintenance tasks,” said Thomas Cannady, Cyxtera's Vice President of Network Services. “Our Remote Hands with Visual Assist support – which leverages CareAR Instruct and Experience Builder – allows our customers to participate in live sessions with our technicians, seeing what they see through smart glasses in real-time or through a self-guided instructional experience. CareAR helps us to empower our customers to get more involved and to get more resolved, in their support experience via intelligent and interactive content.”

“Augmented Reality use cases are rapidly expanding due to value being realized in worker enablement and immersive engagement,” said Eric Abbruzzese, Research Director at ABI Research. “A solution like the CareAR SXM platform helps organizations realize that value at scale, with key capabilities like no-code step-by-step guidance creation through Experience Builder quickening time to value.”

Recent Service Council research reveals that nearly 70% of service leaders agree that visual support technologies, like AR, are important to running a high-performance service organization.

Both CareAR Instruct and Experience Builder offer an interactive and memorable service experience that better connects customers and employees, while optimizing the way enterprises operate. Employees become more engaged when learning and employing a new technology, and customers receive improved service and support that is efficient and effective.

Chaos Releases V-Ray 6 for Houdini with Full Solaris Support

13 December 2022

Chaos releases V-Ray 6 for Houdini, a new update to their production renderer for high-end VFX and animation. With full support for Houdini 19.5 and Solaris, V-Ray 6 can create feature-quality renders at any stage of the process, giving life to gripping procedural creations — from look dev to final pixel.

Houdini 19.5 not only completed the hair toolset, but continued to build up Pyro's smoke and fire simulations, Solaris Render Region capabilities, and more. Today, artists can render them at the height of photorealism, using an Academy Award-winning renderer. V-Ray for Solaris has also been upgraded, moving to a fully featured Hydra delegate to help artists utilize the full power of SideFX's USD-based tools. Artists can now streamline layout, lighting and look dev in a single workflow that builds real-time feedback directly into the Houdini viewport.

In addition, V-Ray 6 introduces support for Houdini's native ocean tools, giving users more control and faster rendering speeds, without the need for texture baking. Artists can also start generating more realistic volumetric effects for clouds, smoke and more with new support for anisotropic scattering, or easily create volumetric masks by exporting Cryptomatte elements without using the Volumetric Geometry mode.

Additional Features and Improvements Include:

Creativity Enhancers

- **New Chaos Cosmos Assets** – In the last year, Chaos Cosmos has exploded across the VFX world for the way it fast tracks previz work. Since its initial launch, 1,500 assets have been added, including detailed vegetation, urban textures and photorealistic materials.
- **Procedural Clouds** – Instant clouds have been added to the V-Ray Sun and Sky system, removing the need to settle for a static HDR or a cloudless sky. Artists can now customize their scenes, taking full advantage of ray-traced lighting, ground shadows and volumetric effects as they animate.
- **V-Ray Decal with Displacement** – Artists can now use V-Ray Decal to add displacement to any surface for even more realistic cracked walls, rocks, scratched and rusty surfaces, embossed lettering and more. They can also easily instance their Decals for an advanced material bombing workflow.
- **V-Ray Enmesh** – It's time to start repeating geometry across the surface of an object in the most memory-efficient way possible. In just a few clicks, artists can create complex surfaces with lots of detail such as chain mail, car grilles, metal grids, panels, fences, fabrics and more, using their geometry like a texture.
- **Improved Dome Light** – A new Finite Dome mode now allows users to control the physical size of their light, according to radius and height. This is especially helpful for rendering objects like cars with proper size and scale in relation to image-based lighting (IBL).

Render Boosts

- **Adaptive Bucket Splitting** – Bucket rendering is now faster than ever before thanks to a clever new algorithm that adapts bucket size for the optimal utilization of hardware and memory.
- **Light Cache in IPR** – The output of V-Ray's Interactive Production Renderer (IPR) is identical to the production renderer, so teams can make better decisions in the moment.
- **Performance Improvements** – Updates include up to 30% faster rendering for Environment

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Fog, up to 2x faster rendering for the Translucent layer in the V-Ray Material, and enhanced memory efficiency for scenes featuring thousands of instances.

- **V-Ray Profiler** – A new profiler now tracks the calculation time of shaders and volumes in a scene. Artists can now locate all the hot spots to quickly optimize pipelines for even faster speeds.

Better Shading

- **Thin-Film Materials** – A new thin-film layer has been added to the V-Ray Material, making it easy to create iridescent materials like soap bubbles and oil spills.
- **More Accurate Reflections** – With the new energy compensation updates, rough metals and surfaces will look even more realistic.

Do More in the V-Ray Frame Buffer

- **Composition Guides** – A new proportions layer makes it easy to compose the right camera angle with the help of visual guides like the rule-of-thirds and the golden ratio.
- **Panorama Viewer** – The spherical panoramas V-Ray pioneered can now be explored and edited without the need of third-party tools.

Pricing and Availability

V-Ray 6 for Houdini is available now for Houdini and Houdini Indie 19.5 and later, with support for Windows, Linux and MacOS. All V-Ray subscription plans work for all supported host applications, including Houdini, Maya, Cinema 4D, 3ds Max, Nuke, Revit, Rhino, SketchUp and Unreal. Pricing can be found on the Chaos website.

Elysium - Release Announcement of Drawing Validator Ver.2.3.5

20 December 2022

Elysium has released Drawing Validator Ver.2.3.5.

Key Enhancement

Changed support of CAD versions

CAD	Versions added in Ver.2.3.5	Supported Versions
NX	2007 Series, 2206 Series	1847 Series – 2206 Series

Added Support for Windows 11 Pro

CAD	Supported CAD versions
Creo Parametric	7.0.7.0 or later, 8.0.3.0 or later
NX	2007 Series, 2206 Series

Enhancing Quality Across the Building Lifecycle: Nemetschek Brand Solibri Introduces Integrated Solution For Model Checking

19 December 2022

The Nemetschek Group brand Solibri has launched a new cloud-based service offering: Solibri Inside. The Software as a Service-based (SaaS) solution provides in-design model checking for

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users of Allplan, Graphisoft Archicad, and Vectorworks, further improving the quality of digital construction. Integrating this solution into the Nemetschek authoring tools is another step towards a more open, efficient, and sustainable construction lifecycle.

Created as a solution for designers, Solibri Inside works as a native feature that can be used within the authoring tool and can run checks within a SaaS-based environment whenever the designer wishes. With the tool, the designer does not need to export the model and open other software to perform model checking. The innovative solution comes inbuilt within Nemetschek authoring tools Allplan, Graphisoft Archicad, and Vectorworks and can be easily accessed directly in the user interface of the authoring tool. The integrated quality checking significantly saves time for the designer, ensuring all details are correct before submitting the BIM to the coordination workflow.

“Solibri’s solution offering in BIM quality assurance has always been pivotal in developing and promoting OPEN BIM. Designers can focus on their core work and yet trust that it is both buildable and ready for sharing. This is something that drives this industry in the right direction. Again, we see Nemetschek Group driving positive industry change,” says Viktor Várkonyi, Chief Division Officer for the Planning & Design Division and member of the Executive Board at the Nemetschek Group.

“Solibri’s mission is to improve the quality of digital construction; it is fully dependent on quality and information contained in the BIM. Today we are taking a leap forward in addressing the quality of the model to make it better the first time around, reducing the iterations. This will save time and effort and give more time for designers to focus on the things they enjoy doing the most,” adds Ville Kyytsönen, CEO of Solibri.

The first release of Solibri Inside allows the checking of Door & Window clearances and the supporting Level of Information (LOI). The service is a standard free package within Allplan, Graphisoft Archicad, and Vectorworks. The Premium paid package gives access to additional features.

Ganister v2.10 is released !

14 December 2022

Performance and UX enhancements !

Approaching v3

Approaching Ganister version 3 means that we need to focus on performances and small UX improvements. All these updates benefit our v3 developments. Any performance enhancement that applies to v3 is added there as well.

New client method trigger

There is a new trigger fired when your form is fully loaded allowing to add client side javascript methods to play with the data or the ui.

Node props as reverse rels

If you have a relationship between projects and parts. If this relationship is 1 to N or 1 to 1. Then you can set a property on part to display the project related to the part. It also means for example that you can filter parts by project.

Change method selection

So far, you had to define on a nodetype basis the type of change management you wanted to apply : ECO or Manual. This can be now altered upon node informations. A specification document could be part of an ECO when at the same time a marketing document could be revised manually.

File handling has been updated

We made some small changes on how the files are handled, here is a quick demonstration

Change Log

- [Main Client] Allow to run a client method after form loaded
- [Main Client] Allow to disable fileGallery autoloading to reduce network load
- [Main Client] Allow to have node props as reverse rels
- [Main Client] Add a node opening Grey toolbar transition
- [Main Client] Add a close button on related object pick up modal
- [Main Client & API] Improve initial load performance by fixing lifecycle and assignment queries
- [Main Client & API] Allow to differentiate Change method based on node criteria
- [Main Client & API] Improve File handling Experience and File versioning
- [Main Client & API] Update graph view tab data by using the Node class
- [Main Client & API] Fix Ordering a list by node properties of type node
- [Ganister Server] Enhance Query Performance for Get All
- [Ganister Server] Prevent n-connection loops for specific relationships
- [Ganister Server] Update Dependencies [superagent, javascript-obfuscator, helmet, cronJs]
- [Ganister Server] Update Neo4j Driver to fix localdatabase connexion issue
- [G-Config] Allow Groups and Users reports
- [G-Config] remove cpu and memory analytics
- [Test] Add automated test for Custom Graph Access
- [Test] Add automated test for file operations
- [Reporting] add serialize to boolean report datatype converter
- [Upgrade] Remove Deprecated datamodel patch mechanism

Looking forward

Getting closer to V3 !!

Hexagon and VI-grade accelerate zero-prototype automotive engineering with high-fidelity vehicle simulators

20 December 2022

Hexagon's Manufacturing Intelligence division announced that its Adams Real Time multibody dynamics simulation software has been validated for operation on VI-grade Driving Simulators, enabling carmakers and tier one automotive suppliers to develop safe and desirable driver experiences efficiently, and without physical prototyping.

The automotive industry is under constant pressure to address rapidly evolving market demands with resource-constrained engineering environments. Rapid product development timelines are compounded by shrinking physical prototype budgets that necessitate greater use of simulation. Automotive engineers rely on Adams to build their virtual vehicle prototypes and its Adams Real Time Hardware-in-the-Loop

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(HIL) capabilities to bridge the gap with physical tests. The high-fidelity simulations they develop are used to evaluate their engineering decisions against ride, handling and durability targets to produce safe and comfortable cars.

A leading provider of driving simulator technology, VI-grade helps engineers accelerate automotive innovation by enabling physical testing of Computer Aided Engineering (CAE) models, without the need to manufacture prototypes of systems or vehicles. Adams Real Time is now recognised by its VI-Certified program, that includes only those third-party solutions that pass stringent tests for real-time reliability and safety. Hexagon has drawn on its many years of collaboration with VI-grade to bring high-fidelity physics to VI-grade's experiential driving platforms, making it easier to reproduce on-road experiences in the manufacturer's test facilities where engineers and focus groups improve future vehicles.

There are significant returns on investment for companies using Adams. The simulation models routinely created for vehicle dynamics and handling can now be used for the real-time testing and validation tasks performed on VI-grade simulators simply by applying Adams Real Time settings. Utilising a consistent, high-fidelity Adams vehicle model throughout the product development cycle delivers significant productivity gains, driving down costs and enabling engineering teams to improve the quality and performance of the end product.

Using Adams Real Time, users can now extend the use of their existing models directly into HIL or the Driver-in-the-Loop (DIL) testing and validation phases. Unlike other approaches, the topology and parametrics of the vehicle model are preserved when Adams Real Time is used in real-time applications, allowing engineers to explore different vehicle configurations and tune them seamlessly, and enabling stakeholders in adjacent departments to collaborate more effectively. Standardising on a single model throughout the product lifecycle also helps to eliminate unproductive and error-prone translations between different simulation software.

“The combination of VI-grade's simulator platform and high-fidelity Adams vehicle physics empowers our customers to leverage a common vehicle model for both their offline development and connected real-time applications. This single-model development paradigm multiplies the productivity, cost reduction, and product performance value that Adams provides today to enable more reliable end-to-end processes and improve collaboration.” said Chris Baker, Head of System Dynamics software at Hexagon. “The VI-Certified program is a stamp of approval for the robustness, reliability, and accuracy of Adams Real Time, and Hexagon is proud to work with VI-grade to enable a future of zero prototypes.”

“We are excited to have Hexagon as part of the VI-Certified partner program,” said Tony Spagnuolo, VP of Business Development at VI-grade. “The program will reduce the integration burden on our customers by ensuring that the best of our third-party partner software tools work seamlessly on our simulators. Customers can be confident that we have validated the software they are looking to use on our simulators. They also have the assurance of regular product updates and dedicated customer support. Through our partnership, Hexagon and VI-grade are providing a valuable, time-saving solution that makes it easier for our customers to use virtual prototyping with confidence to save cost and get safe, compelling products to market on time.”

IRONCAD 2023 Launched Expanding CAD Productivity and Accelerating the Product Design Process

19 December 2022

IronCAD, the 3D CAD productivity platform of choice among metal fabricators and custom machinery manufacturers used by hundreds of thousands around the world, officially announced the release of IRONCAD 2023, which contains many exciting improvements and benefits that help customers drive innovation and move designs to production faster.

IronCAD works directly with customers and strategically develops our new functionalities and product quality improvements targeted to strengthen existing customer satisfaction and compel new users in the equipment machinery and fabrication market to evaluate IronCAD's benefits over the competition. Their most powerful release to date, IronCAD continues to strengthen their focus to build upon performance improvements expected in large assembly design, functionality improvements in the IronCAD 2D Detail Drawing Environment to be not only more competitive but also more productive, extend key modeling capabilities that continue to advance IronCAD's flexibility and versatility needed to expand their market reach, and user interface improvements that continue to make IronCAD the easiest 3D CAD design product in this market space.

Out of the many newly introduced improvements of IRONCAD 2023, some of the key features in this release include:

- **Performance Improvements for Imported 3D Assemblies and 2D Drawing View Creation** – Often when dealing with large assemblies, whether imported 3D data or even when creating 2D technical drawings, performance plays a critical factor in bringing in the data and placing it into production drawings. IronCAD 2023 has enhanced key functionality in these areas to reduce the import time and general interaction with the imported data while improving the view creation performance 5x to 10x.
- **User Interface Improvements for Better Property Visibility and Collaboration** – Improvements in the user interface extend throughout the IronCAD product portfolio to include a better understanding of objects and their visibility through the Object Viewer, Property List Viewer, and Property List editor. When collaborating with the IronCAD Web Viewer, users can visually measure designs sent to collaborators to understand the object's size.
- **Advanced Design Improvements Such as the New 3D Positional Constraint Types, 3D Curve Constraints, and Custom Structural Frames** – New advanced design functions have been incorporated into IronCAD 2023 to give more power to users when creating complex designs. For example, new constraint types give users more control in parametric designs and the ability to drive 3D Curves that are leveraged in other operations such as surface designs. Customers also have more capabilities to create customized standards for structural frames to build parametric structural frame designs.
- **IronCAD Drawing Improvements Including Column Grid Line Support, Custom Group Leader, and Quick Edit of Annotations from Catalog** – New additions to the IronCAD Drawing Environment improve the overall design process giving users more capabilities while reducing steps to complete everyday tasks. Some examples include the new Column Grid Line annotation to display column lines from factories for precise placement, Group Leader line support to allow custom creation of annotations, and quick editing methods for annotations dropped from the catalog to list a few.

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- **CAXA Draft Improvements for Detailed 2D Drawing** – Many improvements have been made in the CAXA DRAFT mechanical 2D Detailing Drawing environment extending its capabilities to offer powerful 2D detailing for users coming from other 2D applications and for detailing 3D Designs from IronCAD’s 3D design environment.

“IronCAD 2023 has expanded all aspects of the IronCAD portfolio of design, engineering, and collaborations applications to streamline and accelerate the product development process in the equipment machinery and fabrication market.” Stated Cary O’Connor, V.P. of Marketing of IronCAD. “Performance, flexibility, and IronCAD’s versatility in design have all been incorporated in the new functionality making IronCAD 2023 a powerful but easy to uses application for users to accelerate their design production process” he continued.

NX December 2022 Release | Now Available

16 December 2022

Jamie Tyler of Siemens posted to the Siemens blog that the December release of NX is now available. Changes have been made to the following:

- Core Modelling
 - Sketch
 - New Pattern Functionality
 - Sliding relations in the sketch solver
 - Coincident handling enhancements
 - Other core modeling enhancements
- BIM (Building Information Management)
 - User Interface Customization
 - Elevation and Grid Lines
- Assemblies
- MBD (Model Based Definition)
- Composites

To read the full details of this update please visit the Siemens blog: <https://blogs.sw.siemens.com/nx-design/nx-december-2022-now-available/>

Oracle Opens Cloud Region in Chicago

15 October 2022

Oracle announced the opening of an Oracle Cloud Region in Chicago, Illinois. Continuing one of the fastest expansions of any major cloud provider, Oracle’s 41st global region and fourth in the U.S. offers customers and partners a new option to locate their infrastructure, applications, and data for optimal performance and latency. The Oracle Cloud Chicago Region gives public and private sector customers and partners based in the U.S. Midwest access to a wide range of cloud services to modernize their applications, innovate with data and analytics, and migrate mission-critical workloads from their data centers to Oracle Cloud Infrastructure (OCI).

“As the home to more than 20 percent of the Fortune 500, 60 percent of all U.S. manufacturing, and the world’s largest financial derivatives exchange, the U.S. Midwest is a global innovation hub across key

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industries,” said Clay Magouyrk, Executive Vice President, OCI. “These industries are increasingly seeking secure cloud services to support their need for high-speed data transfer at ultra-low latency. We are excited to open the new Chicago region to help our Midwest customers and partners easily and securely move their mission-critical workloads to the cloud.”

The new Chicago region will offer over 100 OCI services and applications, including Oracle Autonomous Database, MySQL HeatWave, OCI Data Science, Oracle Container Engine for Kubernetes, and Oracle Analytics. These applications and services will help startups, mid-size, and enterprise teams harness data to uncover new business value and optimize applications without requiring costly re-architecture.

Security to Meet Customers’ Compliance Requirements

The Oracle Cloud Chicago Region has been designed to enable high availability, data residency, and disaster protection. OCI offers layers of security to help ensure resources are provisioned securely for every customer, a zero trust architecture for maximum isolation of customer tenancies, and many integrated customer security services that are offered at no extra charge.

In addition, the Oracle Cloud Chicago Region is designed to help meet the security and compliance needs of customers in both the commercial and public sectors. OCI’s architecture is designed to allow cloud regions to be deployed within separate secure and isolated realms for different uses. The Chicago area is the location of an existing Oracle Cloud Region with DISA Impact Level 5 authorization for use by U.S. government organizations to store and process Controlled Unclassified Information (CUI) and National Security Systems (NSS) information. Oracle currently operates several independent realms serving the U.S. and U.K. governments, and Oracle has announced that it plans to offer a sovereign cloud realm for the European Union in 2023.

High Availability and Low Latency Provides Customers with a Resilient Cloud Foundation

OCI’s next-generation architecture provides a higher performing, resilient foundation for cloud services, while its physical and virtual network design helps maximize performance and security. For example, each Oracle Cloud Region contains at least three fault domains, which are groupings of hardware that form logical data centers for high availability and resilience to hardware and network failures. In addition, the Oracle Cloud Chicago Region offers three availability domains connected with a high-performance network, helping to enable customers to create highly resilient distributed application architectures.

The new Oracle Cloud Chicago Region provides low-latency networking and high-speed data transfer to allow customers and partners to derive better value from their data. The new region also helps ensure business continuity by creating disaster recovery capabilities using Oracle’s existing U.S. cloud regions in Ashburn, Phoenix, and San Jose. In addition, OCI’s distributed cloud solutions, including Dedicated Region and Exadata Cloud@Customer, can assist with applications where data proximity and low latency in specific locations are of critical importance.

A Focus on Driving Sustainable Operations Across the Globe

Underscoring its ongoing focus on sustainability, Oracle has committed to powering all worldwide Oracle Cloud Regions with 100 percent renewable energy by 2025, including the new Oracle Cloud Chicago Region. Several Oracle Cloud regions, including regions in North America, South America, and all 10 regions in Europe, are already powered by 100 percent renewable energy, which enables customers to run their computing services more sustainably and with a lower carbon footprint. To further advance its commitment to sustainable operations, Oracle recycled 99.9 percent of its retired hardware in FY’22.

CIMdata PLM Industry Summary

OCI's Extensive Global Ecosystem Helps Ease and Accelerate Cloud Adoption

OCI's extensive network of more than 75 global and regional OCI FastConnect partners offers organizations dedicated connectivity to Oracle Cloud Regions and OCI services. FastConnect provides an easy, flexible, and cost-effective way to create a dedicated, private network connection with higher bandwidth, lower latency, and more consistent performance versus public, Internet-based connections. CoreSite and Digital Realty are the host partners for the new Oracle Cloud Chicago Region's FastConnect locations. Partners available at launch for the Oracle Cloud Chicago Region include Megaport, Equinix, CoreSite, and Digital Realty.

Customers, Partners, and Analysts Welcome the New Oracle Cloud Chicago Region

"Zebra Technologies' products, software, services, and solutions help businesses solve complex problems using data and analytics to digitize and automate their workflows on the front line of business. We look forward to the Oracle Cloud Chicago Region giving us the cloud infrastructure we need to drive our business so we can help organizations around the world sense what's happening in their operations, analyze that data to deliver insights, and act on those insights to make smarter decisions in near real time," said Matt Ausman, chief information officer, **Zebra Technologies**.

"The days of the cloud being a 'one-size-fits-all' proposition are long gone, and Oracle recognizes that its customers want freedom of choice in their cloud deployments. By continuing to establish cloud regions at a rapid pace in strategic locations such as the U.S. Midwest, Oracle is demonstrating a commitment to giving its customers as many options as possible to leverage the cloud on their terms," said Chris Kanaracus, research director, **IDC**.

"The Chicago metropolitan area is a global hub for key industries such as financial services and manufacturing. The new Oracle Cloud region will provide clients with more choices for their cloud deployments, and we look forward to collaborating with Oracle to help organizations in the Midwest more quickly and easily harness the business-changing benefits of the cloud," said Samia Tarraf, Oracle Business Group global lead, **Accenture**.

Oracle Cloud's Rapidly-Growing Global Footprint

Oracle provides a broad and consistent set of cloud services across 41 commercial and government cloud regions in 22 countries on five continents to serve its growing global customer base. OCI currently operates 34 commercial regions and seven government regions, in addition to multiple dedicated and national security regions.

Currently available Oracle Cloud Regions:

- **Asia Pacific:** Tokyo (Japan), Osaka (Japan), Seoul (South Korea), Chuncheon (South Korea), Mumbai (India), Hyderabad (India), Sydney (Australia), Melbourne (Australia), Singapore (Singapore)
- **Americas:** San Jose (United States), Phoenix (United States), Ashburn (United States), Chicago (United States), Toronto (Canada), Montreal (Canada), São Paulo (Brazil), Vinhedo (Brazil), Santiago (Chile), Querétaro (Mexico)
- **Europe:** Frankfurt (Germany), London (United Kingdom), Newport, Wales (United Kingdom), Zürich (Switzerland), Amsterdam (The Netherlands), Marseille (France), Stockholm (Sweden), Milan (Italy), La Courneuve, Paris (France), Madrid (Spain)
- **Middle East:** Jeddah (Saudi Arabia), Abu Dhabi and Dubai (U.A.E), Jerusalem (Israel)
- **Africa:** Johannesburg (South Africa)

CIMdata PLM Industry Summary

- **Government:** Two general U.S. Government regions, three U.S. Department of Defense specific Government regions, several U.S. National Security regions, and two United Kingdom Government regions (London and Newport, Wales)

PlanHub Premier Adds Simple Seamless Takeoff App for Subcontractors

15 December 2022

PlanHub, the leading cloud-based software as service (SaaS) preconstruction platform, announced the launch of its new, seamless takeoff feature to the PlanHub app for premier-level subcontractors. The easy-to-use feature will ensure a simple and precise takeoff process for subcontractors that will increase accuracy, save time and win more business.

Takeoff is vital for creating accurate estimates and bids, the step when subcontractors measure, count, and list quantities of materials based on a set of drawings. With takeoff and bid management included in PlanHub Premier's end-to-end cloud-based solution, subcontractors can more quickly prepare takeoff documents and instantly input the numbers into their bid without the need to pay for multiple solutions or download additional apps.

"Simple, accurate and precise takeoff is critical for subcontractors looking to win more projects and grow their business," said Ro Bhatia, CEO of PlanHub. "Including our industry-leading takeoff tool in PlanHub premier will make it simple for subcontractors to quickly take accurate and detailed measurements from drawings, create more efficient and effective estimates and submit more winning bids."

Using traditional tools, like paper printouts of plans, special rulers and a calculator is inefficient, time-consuming, and risky for construction professionals. Measuring from hard copies of plans increases the chances of making crucial errors since a multitude of manual calculations are required. Furthermore, the high cost of most standalone digital takeoff solutions are often prohibitive for all but the largest subcontractors.

The PlanHub Premier takeoff features includes:

- Access to the plans in the project's Planroom
- Standard and calibrated scales for smoother plan documentation
- Measuring tools to count and measure all quantities and subtotals
- Save and export functionality

"Construction is one of the slowest industries to adopt new construction technology, so it is playing catchup when it comes to using data as a tool," said Ro Bhatia, PlanHub CEO. "With PlanHub premier, subcontractors now have access to a full suite of easy-to-use innovative tools which streamline the entire process from start to finish."

pSeven 6.41 Release

15 December 2022

DATADVANCE development team announces the release of pSeven 6.41, a new version of our platform for data analysis and optimization. Take a look what's new in the release below.

Bugfixes

Predictive modeling:

- When you update a model in Analyze or use an initial model in ApproxBuilder, the initial model

information is now printed to the training log.

- Improved export of GP-based models with a high number of inputs to C source code formats to optimize the model's memory usage and avoid issues caused by high memory consumption.

Design space exploration block:

- Reworked handling of discrete variables in Surrogate-based optimization and Adaptive design algorithms, improving result quality and algorithm stability in tasks with discrete variables.

The pSeven 6.41 release also includes other bugfixes — please check the release changelog for a full list. You can also contact us to get more information and pSeven updates.

The IntelliCAD Technology Consortium Announces IntelliCAD® 11.1

20 December 2022

The IntelliCAD Technology Consortium (ITC) announced the release of IntelliCAD 11.1.

IntelliCAD 11.1 is a major release that includes performance improvements and new features.

Many new commands are available: Quick Dimension, Adjust Spacing, Center Mark, Center Line, Replace Block, Quick Block Save, Live Sectioning, Align Space, Facet Model Helix, and Extract Isolines. New features also include the ability to define custom paper sizes for .pc3 printer configuration files, replace blocks with existing external references, and choose alternate fonts when an SHX font cannot be found.

More enhancements include an improved interface when printing and exporting to PDF, more ways to add sheets when publishing, a home view and rotate arrows for the view cube, blocks in table cells, table cell content management, and multileader styles, multiline styles, table styles, and visual styles as part of the Explorer.

For IntelliCAD versions that support working with BIM files, export to .ifc files and attach or import files from the command line.

For IntelliCAD versions that support editing and creation of .dgn files in their native format, use the Change and Measure commands, load linetypes from .lin files, and work with leaders through LISP and SDS.

For technical users, IntelliCAD 11.1 incorporates ODA SDKs version 2022.12 Service Pack 1, Artisan SDK version 2022, and Open CASCADE Technology (OCCT) version 7.6.0.

IntelliCAD IcAPI is updated and pre-released to members. The API is highly compatible with AutoCAD® Object ARX and allows ITC members to build applications with a single code base that runs on both platforms.

“We’re excited to deliver our second major release in five months and before the year ends,” said David Lorenzo, ITC President. “Additionally, we’ve received feedback about our initial member pre-release of IcARX API earlier this year, and the first on-the-ground implementations are proving that IcARX is advancing to more easily port AutoCAD® ObjectARX applications to the IntelliCAD platform.”

IntelliCAD 11.1 is supported on Microsoft® Windows® 11, Windows 10, Windows 8, and Windows 7 64-bit versions. IntelliCAD Mobile Viewer versions are available for Windows desktop, Google® Android™, Apple® macOS® and iOS.

Interested IntelliCAD users can contact ITC members to receive details about availability of IntelliCAD software.

What's New in OpenBOM – December, 12th 2022 Release

15 December 2022

On December 15, 2022 Oleg Shilovitsky announced that the December release of OpenBOM was made available on December 12, 2022.

He says the highlights of the December release are:

- OpenBOM automatic sync with Octopart electronic catalog
- OpenBOM automatic drawing PDF generation for Onshape add-in
- OpenBOM Part Number enhancements

To read the full blog post please visit <https://www.openbom.com/blog/whats-new-in-openbom-december-12th-2022-release>

What's New in Teamcenter Quality 6.2

19 December 2022

Alessandro Cereseto posted on the Siemens blog on December 19, 2022 to announce the latest version of Teamcenter Quality. According to the blog post the latest features are:

- Create boundary diagrams within design FMEA to reuse engineering data for quality analysis
- Improve usability for searching and standardized form sheets in the FMEA module
- Optimize alignment between FMEA and control plan to collect all relevant information
- Transfer of the BOP operation from the FMEA to the control plan
- Leverage easy-to-use drag and drop function for root cause analysis tools
- Use enhanced quality master data for quality checklists and quality actions