

## Contents

<b>CIMdata News.....</b>	<b>4</b>
CIMdata Announces eBook on Collaborative Research on the Benefits and Challenges of Cloud/SaaS PLM Adoption .....	4
CIMdata to Host Free Webinar on PLM Status & Trends.....	4
GI Partners Announces Major Investment in Aras Corporation: Taking Enterprise Open Source to the Next Level - a CIMdata Highlight.....	5
Key Sponsors for PLM Road Map and PDT Spring 2021 Virtual-Live Announced .....	6
<b>Acquisitions .....</b>	<b>6</b>
Accenture Acquires Strategy Activation Consultancy Root Inc. to Accelerate Organizational Culture and Transformational Change Using Creative and Experiential Approaches .....	6
Accenture Completes Acquisition of Cygni to Expand its Cloud First and Software Engineering Capabilities .....	7
Atos strengthens its digital manufacturing capabilities thanks to the acquisition of Processia .....	8
GRAITEC ACQUIRES STRUCSOFT SOLUTIONS (CANADA).....	9
<b>Company News.....</b>	<b>9</b>
Accenture Makes Strategic Investment in African Fintech Startup Okra.....	9
AMD and Ansys Help Significantly Speed Up New Product Designs Across Industries.....	10
Aras Announces Significant Growth Investment by GI Partners .....	11
Artificial Intelligence and Its Intersection with Human Insights is Critical to Business Efficiency and Sustainability in The Post-Pandemic Era.....	12
Aspen Technology Appoints Jill D. Smith to its Board of Directors .....	14
Atos and DreamQuark advance responsible finance with transparent artificial intelligence .....	14
Capgemini strengthens its Adobe partnership globally .....	15
IFS Outlines Multi-Year Sustainability Strategy .....	16
Infor Welcomes FifthQuadrant to Infor Partner Network .....	18
Johan Made Appointed Chief Commercial Officer At IFS .....	19
LTI Appoints the new Chief Financial Officer .....	20
Materialise Expands Metal 3D Printing Footprint with New Facility in Germany .....	20
Nemetschek Innovation Foundation supports Expansion of the Institute for Applied Construction Informatics (iabi) at Munich University of Applied Sciences .....	21
OpenText Announces 2021 Webroot BrightCloud® Threat Report .....	22
PINNACLE SERIES BY EAGLE POINT SOFTWARE PARTNERS WITH SOLIDCAD.....	23
Siemens and Google Cloud to cooperate on AI-based solutions in manufacturing.....	24
TCS ADD Safety Wins Award for Using AI to Re-Imagine Pharmacovigilance .....	25
The Revolution in Simulation Initiative Continues to Expand as Siemens Joins a Growing Alliance of Sponsors.....	26
Trimble and Amberg Technologies Collaborate on a Solution for Tunneling Surveyors and Construction Professionals in North and South America.....	26
Trimble and HORSCH Partner to Deliver Autonomy Solutions to the Agriculture Market .....	27
Vectorworks, Inc. Expands Reach in Asia With Two New Distributors.....	28
Wipro achieves Google Cloud Partner Specialization in Application Development .....	29
Wirtschaftswoche journal: CONTACT Software far ahead among the digital pioneers.....	30
<b>Event News .....</b>	<b>30</b>
iBASEt CEO Naveen Poonian to Present “5 Imperatives for Transitioning to Digital MRO” at MRO	

# CIMdata PLM Industry Summary

---

Americas 2021 .....	30
MathWorks Previews the MATLAB EXPO 2021 Online Conference .....	31
<b>Financial News .....</b>	<b>32</b>
Altair Announces Date of First Quarter 2021 Financial Results Conference Call .....	32
Atos - First quarter of 2021.....	33
Bentley Systems to Announce First Quarter 2021 Operating Results; Presenting at Upcoming Investor Conferences .....	38
FARO to Announce Financial Results for the First Quarter 2021 .....	39
Stratasys Conference Call to Discuss First Quarter 2021 Financial Results .....	39
<b>Implementation Investments.....</b>	<b>40</b>
Akebono selects Solid Edge, Teamcenter X and PROLIM for Digital Transformation .....	40
bp and Infosys Announce Strategic Collaboration to Drive Integrated Energy Offers to Reduce Emissions at Campuses and Cities.....	40
Capgemini co-creates solutions to accelerate the future of recycling in Southeast Asia with Heng Hiap Industries.....	41
Capgemini Invent in Spain awarded a consultancy contract by the European Union Intellectual Property Office .....	42
Capgemini supports ERES, the luxury fashion house, in the redesign of its e-commerce site .....	43
HCL TO DRIVE END-TO-END IT TRANSFORMATION AT UD TRUCKS .....	44
iBASEt Partners with Combitech, Expanding Nordic Presence.....	45
Japan's Atena Corporation Builds Business Platform with Infor on AWS to Support Growth in Logistics Services.....	45
NLR - ROYAL NETHERLANDS AEROSPACE CENTRE SELECTS DELTEK TO POWER ITS BUSINESS .....	46
OPEN MIND helps contractor manufacturer BAM automate its processes.....	47
Partnership Enables Remote Workers to Collaborate in the Cloud and Work Seamlessly with Advanced Digital Tools .....	48
Siemens Digital Industries Software partners with Siemens Energy to simulate next generation of energy systems.....	48
SKECHERS China Reinforces Digitalization Strategy with Centric PLM.....	49
Synopsys AI-Driven Design System Enables Renesas to Achieve Breakthrough in Productivity.....	50
TCS' ERP on Cloud Platform to Help Wavin Drive Growth in New Markets .....	51
Van Oord and Ansys Accelerate the Design of Highly Sustainable Offshore Wind Turbines.....	52
View Hotels Revolutionises Operations with Infor for Enhanced Business Agility and Workplace Flexibility .....	52
Woolpert Contracted to Provide CAD, GIS, BIM Services for Greater Orlando Aviation Authority .....	53
<b>Product News.....</b>	<b>54</b>
Altium Announces Cloud Platform To Connect Electronics Industry Ecosystem .....	54
Cadence Extends Popular Tensilica Vision and AI DSP IP Product Line with New DSPs Targeting High-End and Always-On Applications .....	55
Datakit releases new version (2021.2) of its 2D/3D CAD file converters with new read/write functionalities .....	57
malotech relies on CADENAS technology for digital BIM CAD data of its fresh water modules.....	58
Mastercam's "CAD for CAM" Design Tools Provide Flexibility and Ease of Use.....	59
Oracle's Industry-Leading GoldenGate Now Available as an Elastic Pay-As-You-Go Cloud Service.....	60
PTC Ships Two More SaaS Products on PTC Atlas Platform.....	62
Rand Simulation Launches Program Which Enables Customers to Achieve Faster ROI and Adoption of Ansys Products .....	63
Razorleaf Corporation Releases the Productivity Pack Business Module to Expand Manufacturing Suite.....	63

# CIMdata PLM Industry Summary

---

Superior Sensor Technology Product Catalog now available on TraceParts CAD-Content Platform .....	64
Synopsys Unleashes PrimeSim Continuum Solution to Accelerate the Design of Hyper-Convergent ICs for Memory, AI, Automotive and 5G Applications .....	65
Tacton Introduces Full CAD Automation to Eliminate Manual Tasks in the Sales and Engineering Process	66
TSMC certifies Aprisa place-and-route solution from Siemens on TSMC's N6 process .....	67
V-Ray Integration to Provide High-Quality Rendering in Trimble's SketchUp Studio.....	68

## CIMdata News

### ***CIMdata Announces eBook on Collaborative Research on the Benefits and Challenges of Cloud/SaaS PLM Adoption***

22 April 21021

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the publication of a new eBook that summarizes the results of a multi-sponsor collaborative research program focused on the business benefits and challenges offered by the adoption of a Software as a Service (SaaS) PLM delivery model. Partners in this research effort included Siemens Digital Industries Software and three other leading PLM solution providers.

In many leading companies, legacy PLM implementations have often been installed on-site and often experience implementation delays due to complex installation requirements. Over time, heavy customizations can also be challenging to maintain and adapt to changing business requirements. In smaller companies, PLM is often ad-hoc, primarily using Microsoft Excel and shared file services in support of product development. For both, the product development processes are found lacking, unable to support the agility requirements of business today.

This collaborative research program focused on helping answer vital questions about industrial companies' on-going and planned Cloud/SaaS-related PLM efforts. The eBook highlights the issues faced by industrial companies looking to make this move and includes sponsor information about how they are addressing these issues, including customer vignettes and links to more information.

According to Mr. Stan Przybylinski, CIMdata's Vice President and leader of CIMdata's research program, "In our 2017 cloud study, about one-third of the participants believed they would move to the cloud in the next two years. If our respondents to this new survey are representative of the broader population, nearly 30% have already made the move and 86% of our respondents either already moved, plan to move in the near future, or have strongly investigated their options. This result agrees with our work with our industrial consulting clients and in our interactions with the leading PLM solution and service providers who claim a huge increase in interest and growing adoption. This is great news for the PLM Economy."

To get your copy of the Siemens eBook, please use this [link](#).

### ***CIMdata to Host Free Webinar on PLM Status & Trends***

20 April 2021

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces an upcoming free educational webinar, "2021: PLM Status & Trends." The webinar will take place on Thursday, 13 May 2021, at 11:00 a.m. (EDT) and last for one hour.

This webinar will provide insight into the results of CIMdata's recent global PLM Status & Trends research. The study's goal was to deepen the global PLM community's collective understanding of the status, drivers, and preconditions necessary for companies to derive value from their investment in PLM. The topics to be covered include spending trends, the focus of implementations, value perception, and processes that are enabled, to name a few. Additionally, the webinar will share some of the key potential

# CIMdata PLM Industry Summary

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PLM industry disruptors.

This webinar will help attendees:

- Understand how PLM is being used.
- Understand what processes are being enabled by PLM.
- Understand what drivers and preconditions are necessary to derive value from PLM.
- Understand where executives perceive value in PLM.
- Understand the main focus areas of leading companies.

According to Peter Bilello, CIMdata's President & CEO and the host for this webinar, "Despite the global pandemic, the PLM Economy continues to grow and evolve. In many cases, the rate of incorporation of new technologies is increasing, along with heightening business process focus and organizations' push to transform digitally. To be successful, companies need to constantly understand and evaluate where the PLM industry is at and where it is going so that the maximum value can be achieved from its implementation, especially during these challenging times."

Mr. Bilello has more than 30 years of experience developing business-enabling IT solutions for research, engineering, and manufacturing organizations worldwide. He has participated in PLM analysis, selection, implementation, and training; CAD/CAM/CAE/CIM implementation and management; synchronous and lean manufacturing consulting; software engineering; and general data management strategy development and support. He has authored numerous papers and research reports on PLM and related topics, and his articles, commentaries, and perspectives have appeared in publications throughout the Americas, Europe, and Asia.

This webinar will be useful to a broad audience including executives, directors, and managers responsible for PLM initiatives, those responsible for digital transformation, PLM team leaders, PLM team members, PLM users, product managers, IT leadership, solution providers, and anyone else who wants to understand the trends and status of the global PLM industry.

During the webinar, attendees will have the opportunity to ask questions about the topics discussed. To find out more, visit: <https://www.cimdata.com/en/education/educational-webinars/webinar-2021-plm-status-trends>. To register for this webinar, please visit <https://register.gotowebinar.com/register/6753840744877803792>.

## ***GI Partners Announces Major Investment in Aras Corporation: Taking Enterprise Open Source to the Next Level - a CIMdata Highlight***

20 April 2021

On April 19, 2021 at the ACE 2021 virtual conference (Aras' user conference), Mr. Peter Schroer, Aras' CEO & Founder, announced a major investment by GI Partners, a private investment firm based in San Francisco, California.

In the press release, Mr. Travis Pearson, Managing Director and Co-Head of Private Equity at GI Partners noted, "We believe the pace of digital transformation in manufacturing is just beginning to increase, and that Aras is uniquely positioned to deliver the next generation of platform-based applications for global companies. We are excited to partner with Peter and the management team to help further extend their cloud technology leadership, world-class support, and operations as the

# CIMdata PLM Industry Summary

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business scales.” He also stated, “Our vision is to grow the company through investment in internal processes and innovation, both organic R&D and acquisitions.” Mr. Schroer said in the press release “We are transforming the way the world makes products by reinventing software for engineering and manufacturing to empower our customers with the flexibility to adapt quickly to tomorrow’s most strategic challenges.”

CIMdata has followed Aras from its inception and has been impressed with the innovative solutions and ideas they have brought to the global PLM economy. Customers such as GM, Toshiba, Airbus, and Microsoft have all chosen Aras in recent years demonstrating that Aras’ solutions resonate across industries. Aras is just starting to roll out their approach to Cloud and SaaS. As a result, we expect the GI Partners investment will help Aras accelerate that program. We also look forward to seeing what changes and what doesn’t after the GI Partners’ investment.

## ***Key Sponsors for PLM Road Map and PDT Spring 2021 Virtual-Live Announced***

22 April 2021

CIMdata, Inc. and Eurostep AB announce the sponsors for the upcoming PLM Road Map and PDT Spring 2021 Virtual-Live event. The participating sponsors are Aras, Configit, Processia, PropelPLM, PTC, Rand Worldwide, Siemens Digital Industries Software, TECHNIA, and Vertex. The event will take place between 9:00 AM – 1:15 PM (EDT) / 15:00 – 19:15 (CET) on May 19 & 20.

“We are excited to have these key solution providers choose to sponsor our PLM Road Map and PDT conference,” stated Cheryl Peck, CIMdata’s Director of Marketing. “While we look forward to a time when we can meet face to face, we are excited to create an environment where open collaboration and knowledge transfer can occur between all members of the PLM ecosystem.”

As part of the PLM Road Map/PDT experience, sponsors participate in an online PLM Collaboration Café™, where they showcase a selection of their solutions. For more information on the PLM Collaboration Café, visit <https://www.cimdata.com/en/education/plm-conferences/plmrm-pdt-spring-2021/sponsors>.

PLM Road Map and PDT Spring 2021 Virtual-Live is a highly relevant event for PLM industry leaders and PLM professionals. It offers independent education and a collaborative networking environment where ideas, trends, experiences, and relationships critical to the industry germinate and take root.

For more details on the schedule and how to register for the event, please visit <https://www.cimdata.com/en/education/plm-conferences/plmrm-pdt-spring-2021>.

## Acquisitions

### ***Accenture Acquires Strategy Activation Consultancy Root Inc. to Accelerate Organizational Culture and Transformational Change Using Creative and Experiential Approaches***

23 April 2021

Accenture has acquired Root Inc., a consultancy with 30 years of experience helping Global 2000 organizations activate strategies and transform cultures using creative and visual methods to accelerate

# CIMdata PLM Industry Summary

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employee engagement and change effectiveness. Root joins Accenture's Talent & Organization / Human Potential team, strengthening its organizational change management capabilities with multiple new experiential and digital assets designed to engage people intellectually and emotionally and do so rapidly and at scale. Terms of the transaction were not disclosed.

With 130 experts located in Ohio and Illinois, Root collaborates with clients to create and share their strategy and transformation stories in new and different ways that authentically connect with people, drive meaningful conversations, and create ownership for change.

One of Root's key organizational change methodologies is the Root Learning Map® experience. Used by nearly 1,000 organizations globally, the Root Learning Map uses a large visual format, combined with data and dialogue to illustrate a company's change journey. This is designed to get employees engaged and immersed in the strategic changes happening across their organizations and connected to their individual roles, resulting in accelerated and sustained strategic change.

“At Accenture, we search for disruptive innovations and methodologies to guide and support our clients as they undertake transformation journeys,” said Christie Smith, global lead for Talent & Organization / Human Potential at Accenture. “By adding Root's unique digital-based creative capabilities to ours, we will help companies go beyond change management design or measurement and toward activating transformational change at scale.”

Root complements Accenture's recent Talent & Organization / Human Potential acquisitions — fable+, Cirrus, Future State, and Kates Kesler — all of which aim to expand client offerings and create new ways to deliver value with a deep understanding of client needs and market challenges.

“Our unique ability to help organizations bridge the gap from strategy creation to strategy activation in a way that connects people's hearts and minds to strategic change is a tremendous complement to Accenture's focus on being the voice of change,” said Rich Berens, CEO at Root. “We have always been a champion for people and deeply understanding how they are affected by change. We are excited about the opportunity to be a part of the Accenture family and work across the globe to impact the lives of even more people positively and help organizations be more successful in their transformational efforts.”

## ***Accenture Completes Acquisition of Cygni to Expand its Cloud First and Software Engineering Capabilities***

22 April 2021

Accenture has completed its acquisition of Cygni, a cloud-native, full-stack development firm that helps companies transform their business through advanced technical software development services and innovative technical solutions. The terms of the transaction, which Accenture announced on March 29, were not disclosed.

With headquarters in Stockholm, and offices across Sweden and one office in Amsterdam, Netherlands, Cygni helps some of Sweden's most recognized brands to transform digitally. The company was founded in 2006 with the vision to be the best place to work for highly skilled and ambitious software developers and has been recognized by 'The Great Place To Work Foundation' as the best workplace in Europe five times as well as the best workplace in Sweden for seven consecutive years. The acquisition adds approximately 190 software developers to Accenture Cloud First, bringing a highly skilled, cloud-native, full-stack engineering team with cloud, data, and modernization skills across multiple platforms

and industries.

Cygni will further enhance the global capabilities of Accenture Cloud First. Powered by 70,000 cloud professionals, and a \$3 billion investment over the next three years, the Accenture Cloud First group brings together unmatched depth and breadth of cloud expertise, industry cloud solutions, ecosystem partner capabilities, and assets that help clients realize greater value from cloud at speed and scale.

## ***Atos strengthens its digital manufacturing capabilities thanks to the acquisition of Processia***

20 April 2021

Atos announced it has reached an agreement to acquire Processia, a Product Lifecycle Management (PLM) system integrator and Dassault Systèmes Global Service Partner, headquartered in Canada.

With this acquisition, Atos will enhance its capabilities to support manufacturing companies on their transformation journey and adoption of Industry 4.0 technologies, in line with its industry-specific strategy. Through Processia, Atos will reinforce its PLM and Engineering Solutions franchise, complementing its current offerings of Siemens, PTC and Dassault Systèmes services, and expand the Group's footprint in North America and in Europe, especially in Belgium, Canada, France, India, the Netherlands, the UK and the US.

The digitalization imperative has become a top priority for manufacturers, leading them to consider innovative ways to empower data accessibility across their entire business. As PLM provides a product data backbone for the extended organization, it is one of the cornerstones of the manufacturer's digital transformation.

Founded in 2000, Processia offers consulting, integration and managed services for businesses in the aerospace, automotive, transportation, life sciences, discrete manufacturing and high-tech sectors. The acquisition will add a highly skilled team of approximately 250 professionals to Atos.

*"We are delighted to welcome the Processia experts and to strengthen the digital manufacturing capabilities of Atos. Processia has impressive capabilities and an excellent reputation. They will complement the PLM and Engineering Services portfolio of the Atos Manufacturing practice extremely well. The two companies are also very complementary in terms of global footprint and customer base,"* said **Pierre Barnabé, Head of Manufacturing Industry at Atos.**

*"I am very proud to start a new chapter in the history of Processia with our acquisition by Atos who has placed its trust in our growing company. Its international scope and vision are in line with Processia's identity and ambitions. We intend to leverage its international reach as a tool for growth and development. This acquisition is a testament to our reputation and the quality of the services we provide in PLM Product Life Cycle Management."* said **Vincent Fraser, CEO and Co-founder of Processia.**

The closing of the transaction is expected to take place in Q2 2021.

# CIMdata PLM Industry Summary

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## ***GRAITEC ACQUIRES STRUCSOFT SOLUTIONS (CANADA)***

12 April 2021

**GRAITEC, an international BIM, Fabrication, and Design software developer for AEC, and Autodesk® Platinum Partner across Europe and Gold across Canada, USA and Russia, is delighted to announce the acquisition of StrucSoft Solutions.**

Originally founded in 1994 by George Ajami, StrucSoft Solutions is a Canadian-based software developer, dedicated to the prefab manufacturing and offsite construction sectors within the AEC industry. Headquartered in Montreal (Quebec), StrucSoft opened an office in Liverpool (United Kingdom) in 2017 to provide support to North American and European clients. The company develops a suite of light gauge steel and wood framing software to model, coordinate, engineer, and manufacture directly within the Autodesk Revit® environment.

GRAITEC, now operating in 10 plus countries, is already established in StrucSoft's main markets (i.e., USA, Canada and UK) creating immediate commercial synergies.

From a technological point of view, Graitec and StrucSoft share the same strong DNA. StrucSoft Solutions' MWF (or Metal Wood Framing) software completes the functional coverage of Graitec's FABRICATE offering by adding light gauge steel and wood to existing rebar, prefabricated concrete and structural steel. The acquisition of StrucSoft Solutions significantly reinforces Graitec's CREATE – SIMULATE – FABRICATE – MANAGE strategy and its willingness to provide end to end solutions for the construction industry.

**Manuel Liedot, GRAITEC CEO** comments: "I am delighted to welcome StrucSoft, its customers and its talented team to the Graitec Group. StrucSoft's native integration with Revit is very complementary with the Graitec and Autodesk's BIM ecosystem. StrucSoft significantly strengthens our ambition of breaking silos between engineering firms, detailers, manufacturers, and construction sites. The acquisition of StrucSoft also demonstrates our continued commitment to the North American market."

**George Ajami, President of StrucSoft Solutions Ltd** concludes: "We are extremely enthusiastic about joining the Graitec team. Their customer first mentality and their dedication to the development of technology within the prefabrication and manufacturing segments closely aligns with StrucSoft's mission. This next step in the evolution of our company and products will enable our combined teams to better service our customers and push the boundaries of what our software can achieve in the manufacturing and AEC sectors."

## Company News

### ***Accenture Makes Strategic Investment in African Fintech Startup Okra***

21 April 2021

Accenture has made an investment, through Accenture Ventures, in Nigeria-based fintech company Okra, an open finance data infrastructure startup serving the rapidly expanding African financial services market.

Founded in 2019 and based in Lagos, Nigeria, Okra is an open finance platform that enables developers and businesses to build personalized digital services and fintech products for customers.

"Okra is a rising fintech star in the high-growth global digital financial services arena, and in the African

# CIMdata PLM Industry Summary

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market, which is home to the world's largest unbanked population, including a sizable number of underbanked consumers and small-to-medium sized enterprises,” said Tom Lounibos, managing director, Accenture Ventures. “We believe that Okra has the potential to address critical challenges in Africa and we’re excited to work closely with the team to help scale its solutions for maximum impact.”

According to a previously released Accenture study, by 2025, fintech startups could capture as much as \$78 billion, or 3.9% of the projected \$2 trillion total global banking payments market.

The investment in Okra was made through Accenture Ventures’ Project Spotlight — Accenture Ventures’ immersive engagement and investment program aimed at connecting emerging technology startups with the Global 2000 to fill strategic innovation gaps — Okra will also have access to Accenture’s global innovation network, and the opportunity to co-innovate with Accenture software engineers, system architects and payments experts.

“By enabling individuals and corporations in Nigeria to connect their bank accounts directly to third-party applications, Okra is powering the much-needed connectivity layer between financial institutions, fintech companies and consumers,” said Fara Ashiru Jituboh, co-founder, chief executive officer and chief technology officer of Okra. “Gaining access to Accenture’s global banking experts, clients and technology ecosystem partners through Project Spotlight will contribute greatly to the success and growth of our business moving forward.”

Born in Nigeria and a software engineer by the age of 11, Jituboh grew up in the U.S. and went on to study computer science and software engineering at North Carolina A&T State University (an HBCU), and then held positions at JP Morgan Chase and Fidelity Investments as well as a few start-ups before co-founding Okra with David Peterside, the company’s chief operating officer. Following its launch, the startup attracted significant early attention, securing \$1 million in pre-seed funding from TLcom Capital.

“Our investment in Okra is Accenture Ventures’ first investment in Africa – an emerging market with tremendous long-term growth potential,” said Vukani Mngxati, chief executive, Accenture Africa.

“Across Africa, technology startups are emerging, bringing new thinking and new solutions to help address endemic challenges—from financial inclusion to market access—and stimulating economic growth. Bringing Okra together with our enterprise clients and ecosystem partners will increase the reach and impact of innovation and help African economies accelerate progress and value for all.”

## ***AMD and Ansys Help Significantly Speed Up New Product Designs Across Industries***

19 April 2021

AMD and Ansys are collaborating to help engineering organizations across every industry spur new product design by substantially improving modeling run times. Data centers powered by 3<sup>rd</sup> Gen AMD EPYC™ processors are enabling engineers to produce superior designs with unprecedented speed — delivering high quality products to rapidly address new market opportunities.

Engineers face increasing pressure to complete design cycle times sooner. However, a large portion of engineering simulations require overnight runs. The rising complexity of these simulation workloads increases the need for high-performance computing (HPC) resources, which increasingly rely on more performant parallel processing and processor architecture capabilities. Through internal testing, AMD demonstrated that its new EPYC 75F3 processors could reduce specific Ansys simulation runtimes by up to a factor of two<sup>1</sup>.

# CIMdata PLM Industry Summary

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From improving the energy efficiency of gas turbines with Ansys's computational fluid dynamics software to enhancing automotive safety with Ansys's explicit dynamics software, AMD EPYC processors empower engineering teams to execute extreme scaling of computationally demanding applications and rapidly design leading-edge products. It is expected that Ansys simulations will soon run even faster with the upcoming U.S. Department of Energy's exascale supercomputers, which will be built by Hewlett Packard Enterprise (HPE) and used by Frontier at Oak Ridge National Laboratory and El Capitan at Lawrence Livermore National Laboratory, integrating AMD EPYC processors to produce high-fidelity models. This will supply engineers with insights into how products like autonomous vehicles, aircraft and medical devices will virtually behave across millions of real-world operational scenarios.

"3<sup>rd</sup> Gen AMD EPYC processors provide leadership performance for HPC workloads and we're incredibly excited to collaborate with HPE and Ansys to enable the HPC industry to run a fantastic combination of HPC, server infrastructure and simulation software to push the design envelope further than before," said Forrest Norrod, senior vice president and general manager, Data Center and Embedded Solutions Business Group at AMD. "Working together, AMD and its technology partners are helping to drive HPC to new heights that will help tackle problems that have previously been beyond humanity's reach."

Modeling at exascale will empower engineers to analyze considerably more data in less time and solve extremely sophisticated design challenges.

"HPC and AI workloads are becoming more compute and data-intensive, requiring higher performance and specialized capabilities," said Bill Mannel, vice president and general manager of HPC at HPE. "By combining Ansys' software capabilities to target simulation goals with AMD's powerful generation of EPYC processors, HPE is further optimizing systems to support business and research missions to improve accuracy in simulations and advance designs and models."

AMD EPYC processors' technological advancements enable engineering organizations of all sizes to solve demanding simulation workloads.

"AMD EPYC 7003 Series processors are helping Ansys customers provide improved time to value, enabling the quick creation of state-of-the-art designs that deliver fast answers and drive better decisions," said Shane Emswiler, senior vice president at Ansys. "We look forward to future collaborations with AMD, which will explore how Ansys's comprehensive suite of simulation solutions can be accelerated using new AMD EPYC processor technologies. This will empower engineering teams to accelerate innovation throughout their enterprise to build next-generation products and win the race to market."

On April 20<sup>th</sup> and 21<sup>st</sup>, HPE and AMD will present "The Supercomputer Comes to Everyone: Leveraging Exascale Era Technology in Today's Computing Environment" at Simulation World 2021.

## ***Aras Announces Significant Growth Investment by GI Partners***

19 April 2021

Aras, the only resilient platform provider for digital industrial applications, announced a substantial growth investment from GI Partners, a leading private investment firm. This investment will further accelerate Aras' low-code platform innovation, global expansion, and customer success.

# CIMdata PLM Industry Summary

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Aras continues to disrupt the industrial software market with its low-code platform and suite of digital solutions spanning the product lifecycle from global product development and systems engineering to manufacturing, maintenance, and digital twins. Large enterprises such as Microsoft, Honda, and Airbus use Aras to rapidly digitalize mission critical processes and replace legacy systems faster.

“We believe the pace of digital transformation in manufacturing is just beginning to increase, and that Aras is uniquely positioned to deliver the next generation of platform-based applications for global companies. We are excited to partner with Peter and the management team to help further extend their cloud technology leadership, world-class support, and operations as the business scales,” said Travis Pearson, Managing Director and Co-Head of Private Equity at GI Partners. “Our vision is to grow the company through investment in internal processes and innovation, both organic R&D and acquisitions.”

“As hardware and software processes merge across the lifecycle, an industrial low-code platform with open interoperability is critical to layer over, rationalize, and replace legacy systems faster, creating a single, end-to-end digital thread foundation to enable artificial intelligence & machine learning analysis and optimization,” said Peter Schroer, Founder & CEO of Aras. “We are transforming the way the world makes products by reinventing software for engineering and manufacturing to empower our customers with the flexibility to adapt quickly to tomorrow’s most strategic challenges.”

“The Aras team has developed a truly differentiated low-code platform powerful enough for the most complex scenarios in industry. We see significant opportunity for large companies to fast-track their enterprise SaaS migration with Aras and achieve step-function results,” added Sendil Rajendran, Director at GI Partners.

“Aras has established itself with a market-leading solution and has achieved significant growth throughout the duration of our investment at Silver Lake Kraftwerk,” said Karen King, Managing Director at Silver Lake. “It has been exciting to help launch a true innovator like Aras as the company continues to show strong momentum toward category leadership in this next phase of its expansion.”

Goldman Sachs & Co. LLC served as exclusive financial advisor to Aras and Cravath, Swaine & Moore LLP served as outside counsel. Evercore served as exclusive financial advisor and Ropes & Gray LLP served as legal advisor to GI Partners.

## ***Artificial Intelligence and Its Intersection with Human Insights is Critical to Business Efficiency and Sustainability in The Post-Pandemic Era***

21 April 2021

AVEVA, a global leader in industrial software, driving digital transformation and sustainability, has stressed how the role of the ‘Connected Worker’ will be instrumental in enabling digital solutions to optimize business returns in a post-pandemic world.

Now more than ever, keeping frontline industrial workers safe, while at the same time ensuring business continuity and operational resilience, is vital. For example, Connected Worker technology is helping many AVEVA customers maintain their critical operations and keep workers safe, while in parallel saving businesses time and money. Those that haven’t digitized their operations will struggle as they face the demand for social distancing and remote work brought on by the pandemic.

According to AVEVA’s Head of Asset Performance Management, Kim Custeau, the business drivers for digital transformation have evolved considerably since the onset of the pandemic a year ago. “With

# CIMdata PLM Industry Summary

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remote teams requiring better context to supervise operations, collaborate and make decisions, there is a heightened need for better visualization and contextual analysis of operating information across the enterprise,” she commented, adding, “Cloud, industrial IoT, Artificial Intelligence, (AI ) and data & analytics will drive real-time business outcomes such as efficiency, availability, sustainability and profitability.”

## **The Connected Worker – a new agent of Change**

The implementation of AI and machine learning (ML) in industrial operations alone will not transform businesses and so it is imperative that enterprises empower their people to help drive operational improvements in reliability, availability, consistency, and sustainability. The connected workforce is now becoming the agent of change. As operations become more and more autonomous, ensuring the reliability and safe operation of critical assets with minimal supervision is vital.

Personnel on the shop floor and in the field will need more guidance and aids, as deep expertise becomes scarce. Advanced machines are developing core competencies around human needs. ‘The ‘Connected Worker’s’ focus today, is on considering the needs of the human behind the ‘working asset’ and this has grown to become part of the engaged workforce that will attain the true full value potential of digital transformation programs.

## **AI-Infused Solutions are delivering new levels of operational efficiency**

“As companies turn to AI across every operational task and process, then inference, prediction, guidance and adaptation to dynamic conditions become imperatives. AVEVA is already infusing AI into every aspect of our portfolio,” Custeau said. “These capabilities combine to create a holistic ‘digital twin’ – which maps comprehensive physical and behavioral attributes of assets – to simulate, evaluate, predict and prescribe.”

AVEVA’s digital twin solution provides data discovery and navigation through an intuitive web-based user interface with built in 1D, 2D and 3D visualization. The technology also delivers in-depth asset information which greatly enhances decision-making, allowing anyone across the business to view data about the asset in the context of the physical asset itself and its connectivity in the plant.

## **Collaborating with SCG Chemicals is facilitating Faster Digitalization**

AVEVA is working with Chemicals Business, SCG, one of the largest petrochemical companies in Thailand and a key industry player in Asia, to develop a Digital Reliability Platform (DRP), a complete asset performance management (APM) solution to predict equipment health, monitor performance, and enable advanced maintenance across its operations to eliminate unplanned downtime. This partnership matches the SCG’s broader digital transformation imperative to become a data-driven organization to advance its position as a leader in the petrochemical industry.

“In our quest for a partner, AVEVA was the only company to provide an end-to-end solution spanning engineering, operations, and maintenance. Together we have successfully brought together big data, AI, machine learning, and predictive analytics into a practical solution that will empower our workers and improve our performance,” said Mr. Mongkol Hengrojansophon, Vice President - Olefins Business and Operations, Chemicals Business, SCG

“We have collaborated with SCG to build a solution that we are sharing with the wider petrochemicals industry. Together, we have created a set of multi-dimensional digital transformation capabilities that can bring benefits to the whole sector. This kind of partnership is so powerful for our businesses and customers. We are excited about what the future will bring,” Custeau said.

According to Custeau, industrial IOT has created the opportunity to access unprecedented amounts of data from connected assets. With improvements in connectivity and data security, historical barriers are

# CIMdata PLM Industry Summary

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being lowered and the advantages of cloud deployments are being realized. “It is the visual and human aspects of AI that will drive the industrial software revolution. The Digital Twin and Connected Worker will accelerate time to value, and the significant benefits of Cloud and AI are becoming a reality,” she concluded.

## *Aspen Technology Appoints Jill D. Smith to its Board of Directors*

21 April 2021

Aspen Technology, Inc., a global leader in asset optimization software, has appointed Jill D. Smith to its Board of Directors.

Ms. Smith brings more than 20 years of significant international business leadership, most recently serving as President and Chief Operating Officer and director of Allied Minds plc, an intellectual property commercialization company for technology and life sciences. Previously, she served as Chairman, Chief Executive Officer, and President of DigitalGlobe Inc., a global provider of satellite imagery products and services.

Ms. Smith has served as President and Chief Executive Officer of eDial, a VoIP collaboration company, and President and Chief Executive Officer of SRDS, a business-to-business publishing firm. Ms. Smith began her career as a Consultant at Bain & Company, where she rose to Partner, before taking leadership roles with Sara Lee in France, and becoming Executive Vice President and President and Chief Operating Officer of Micron Electronics, a direct to consumer PC manufacturing firm.

“I am delighted to welcome Jill Smith to our Board of Directors,” commented Antonio Pietri, President and CEO of Aspen Technology. “Jill brings a wealth of international experience and diverse industry insights and will help to guide AspenTech through the next period of innovation, growth and transformation.”

“I look forward to joining the experienced and ambitious team at AspenTech and supporting the drive for growth and long-term value creation,” said Ms. Smith “AspenTech has an exciting vision for the future of industry and is committed to making it a reality over the next decade.”

Ms. Smith holds a M.Sc. in Management from MIT Sloan School of Management and currently serves on the Board of Directors for R1 RCM, a technology-led revenue cycle management company, Circor International, a flow control, engineered products producer, and MDA, a space technology developer and manufacturer, as well as several other privately held technology companies.

## *Atos and DreamQuark advance responsible finance with transparent artificial intelligence*

21 April 2021

Atos and DreamQuark, a French start-up specializing in artificial intelligence technologies applied to the finance and insurance sectors and a member of the Atos Scaler accelerator program, are committed to developing socially responsible investment (SRI) through artificial intelligence. To this end, the two companies today announce the launch of the **Sustainable Investment Brain**, the first digital platform for banks and insurers that is both dedicated to SRI and compliant with the principles of transparent artificial intelligence as set out in the proposed European regulation published today.

# CIMdata PLM Industry Summary

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Supported by a growing interest in ESG (environmental, social and governance) issues, global sustainable fund inflows were up 88% in the fourth quarter of 2020 to more than \$152bn<sup>[1]</sup>. Their success has since continued to build, supported by the growing demand for meaningful investments during the health crisis.

The **Sustainable Investment Brain** accelerates this trend by combining DreamQuark's algorithmic know-how with Atos' expertise in data management and decarbonization. Based on artificial intelligence and deep learning, the solution leverages financial and extra-financial data, including accurate and standardized ESG data provided by Atos and EcoAct, an Atos Group company specialized in climate transition. Once integrated and analyzed, this data can be used to identify the investors most interested in responsible investment and to recommend the most suitable assets and investment products, taking into account their individual profile and objectives.

In parallel, the platform ensures end-to-end data processing, from preparation to visualization. The attention paid to data integrity, combined with advanced management tools, allows the design, large-scale deployment and management of transparent machine learning models, respecting the European principles of autonomy, interpretability, explicability, transparency, responsibility and robustness. Additionally, the models can be manually modified to take into account company policies and regulatory obligations (e.g. the European regulation on green finance SFDR).

SRI is thus becoming a real growth driver for clients, at a time when more and more private players in the finance sector are looking for a reason to exist.

*"Today, we find ourselves at a crossroads between major technological innovations and the need to move towards decarbonization. Now, we are proud to announce that these two areas are not mutually exclusive. The Sustainable Investment Brain solution from Atos and DreamQuark has been developed with the ambition to put technology at the service of the environment while remaining efficient and financially relevant. We thank Atos for its trust. DreamQuark has always wanted to democratize transparent Artificial Intelligence to the largest number of people, and we are sure that this is possible with Atos", explained **Nicolas Méric, founder and CEO of DreamQuark.***

*"Digital, by enabling the automation of best practices, is the key to making responsible finance the new standard in the market. By combining data management, AI and ethics, the Sustainable Investment Brain solution from Atos and DreamQuark will enable our clients to maximize their returns, while respecting their environmental and social commitments, and taking into account regulatory changes. It is both a decarbonization and a competitiveness tool," added **Isabelle Warnier, Head of Atos Scaler, Atos.** "One year after the launch of our Atos Scaler acceleration program, this offer is also the proof of the effectiveness of our collaborative approach with the start-up ecosystem and we are delighted to work with DreamQuark on this project".*

## **Capgemini strengthens its Adobe partnership globally**

20 April 2021

Capgemini announced a reinforcement of its partnership with Adobe that will significantly grow its practice across the globe over the next three years. A key focus of the partnership is to launch more solutions that enable clients to become more data-centric and create value through a better understanding of customer journeys.

*"We are proud to announce this extension to our partnership with Adobe where we will leverage*

# CIMdata PLM Industry Summary

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*Capgemini's customer experience, data and analytics, as well as business strategy and design expertise, to create more data centric solutions and experiences for our clients hand in hand with Adobe," said Sree Vadakkepat, Global Partner Executive for Adobe at Capgemini. "Our joint approach enables personalization at scale—using data and analytics to design experiences at the micro level while leveraging AI and automation to execute at speed globally."*

Recently, Capgemini supported Follett Higher Education Group, a US based leader in collegiate retail, with the implementation of an eCommerce transformation with Adobe Experience Manager.

*"Adobe helped us navigate COVID and the results we're seeing today. We finished our fiscal year at the end of March with historic eComm performance: an 81% increase in online gross sales driven by a 40% in site conversion rate and an 80% increase in online orders," said Melissa Esquivel, Director of Product Management, eCommerce, Follett Higher Education Group. "Capgemini was a pivotal, trusted partner in making this transformation a reality. We chose Capgemini based on a 15 year history of working with us on various business and technology initiatives, where they have a strong reputation in our company for understanding our strategic business vision and complexities, as well as delivering on time and on budget."*

Innovation will continue to be at the forefront of the extended partnership. Capgemini was just recognized as the Adobe 2021 Digital Experience Partner of the Year – Western Europe, and it will build on its already developed portfolio of modernized solutions built on Adobe applications, including Connected Marketing, Commerce Realized, and Customer Data Hub – designed to create meaningful customer engagements – one interaction at a time.

*"Capgemini is a valued partner with deep expertise in helping its clients elevate the customer experience," said Justin Merickel, Vice President of Business Development, Adobe. "As we strengthen our partnership in the coming years, we will work together to create end-to-end business solutions that deliver transformational customer outcomes."*

## ***IFS Outlines Multi-Year Sustainability Strategy***

22 April 2021

IFS announces its promise to sustainability through a plan to improve the company's own operations, enable customers to achieve their sustainability goals, as well as influence the industry at large to improve its accountability to our environment. IFS's values, culture, and business model are linked to its vision to provide the best possible experience to its customers. The relationship between this vision, leading by example and providing sustainability technology are key to systematizing a sustainable mindset and behavior.

The multi-year plan lays out the company's stepped approach and commitments for the next three years and brings IFS's long-term thinking on the importance of sustainability internally and its ecosystem and owners to the fore.

The stepped approach will be established around three core pillars:

### **1. Our own business**

In line with the United Nations Sustainable Development Goals, IFS has identified several areas where it increase its focus for greater impact.

- Education – the IFS Education Program already works with nearing 80 universities and higher

# CIMdata PLM Industry Summary

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education institutions globally. The program provides scholarships, grants, IT equipment, as well as practical knowledge through internships and mentorships for students. Over the course of the next three years, IFS plans to expand the program to 150 institutions globally.

- Carbon emissions – in a program started in 2019, IFS committed to reducing its carbon footprint in part through consolidating its real-estate and improving the green credentials of its properties. From mid-2019 to date, IFS has reduced the square meterage of its global real estate by 9.5 percent, shrunk its car fleet by 86 percent versus 2019 and is committing to reach carbon neutrality by 2025.
- Philanthropy – IFS champions and partners with the IFS Foundation to alleviate poverty and other social ills in Sri Lankan rural villages - Sri Lanka is home to the largest proportion of the IFS workforce. The IFS Foundation’s mission is to help improve the living standards of people in the countryside by addressing aspects of health, water and sanitation, education, and economy, and resulting in a self-sustained community. Corporate social responsibility (CSR) initiatives in Sri Lanka have already improved the lives of over 3,000 people. IFS supports the IFS Foundation’s planned expansion to encompass additional areas within remote and rural areas of Sri Lanka.
- Developing an Impact Mindset: IFS is looking for ways to further accelerate its employee awareness of and contribution to the sustainability agenda. We will be introducing a framework to trigger people's mindsets and to guide engagement. The framework will drive how the company is making it possible for its employees to impact sustainability as individuals and assess how successful IFS is at engaging its workforce behind the Impact Mindset.
  - Volunteering – all employees are given the opportunity to invest one workday a year to support a charitable cause of their choice. In 2023, we strive to have the equivalent of three years’ worth of work invested by our employees
  - Employees – IFS has set the bar high against peers in the industry in terms of diversity in employee mix sets. For example, women make up 34 percent of the business, above the industry average for tech
    - We will continue to drive grass-roots programs such as the IFS Education Program to foster diversity across the industry
    - The health and wellbeing of employees remains top of mind, with a new program being launched for employees across the world and measured by twice annual employee surveys
  - Governance – IFS has always maintained policies on Human Rights and Anti-Slavery and will further ensure that this is not only in line with UN criteria and reporting and but also pervasively included in the education of its employees.

## 2. Our customers’ businesses

Increase energy efficiency: In March 2021, IFS launched IFS Cloud, is a single platform that IFS customers can deploy on premise or in the cloud in a modular way taking advantage of the latest technologies and thus reducing needless computer processing and storage. When deployed in the cloud, such as on Azure, IFS Cloud is 52-79 percent more energy efficient than compute equivalents deployed in traditional data centers, and storage is 71-79 percent more energy efficient than storage equivalents deployed in traditional enterprise data centers\*.

Sustainability technology to give back: Recognizing the need and pressures many customers must

# CIMdata PLM Industry Summary

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monitor, manage, and report on their own sustainability goals and commitments, IFS is producing a new module within IFS Cloud specifically for sustainability management. With so much information held within the value chains that IFS Cloud connects, this new module will be offered as standard, to all IFS Cloud customers in late 2021. IFS will donate a share of the license revenue generated by the module to sustainability causes.

Innovation for sustainability: To propel the ideation and delivery of added sustainability scenarios for IFS Cloud, a yearly hackathon will be launched on the 21st April and will run for three days across Earth Day (Thursday 22nd April). Teams from all over IFS's research & development (R&D), customer-facing and internal divisions are taking part together with our partner ecosystem. Please contact us if you are interested in joining one of our teams. IFS will also continue to strengthen its IFS Incubator program along the 10 principles are the key statements that describe how we implement sustainability at IFS at the corporate level, in our businesses and at the regional level.

### **3. Our industry at large**

To raise awareness around the importance of sustainability at a macro level and to help improve its own approach to sustainability, IFS will be making two significant appointments, one internal in creating the role of Director Global Sustainability (ESG) and one external by appointing Lewis Pugh as its Sustainability Ambassador. Lewis Pugh is the UN Patron of the Oceans. Pugh will influence IFS's sustainability plan, as well as engage with the IFS ecosystem to challenge and celebrate sustainability best practice.

Commenting on his appointment, IFS Sustainability Ambassador, Lewis Pugh said: "We need governments, businesses and individuals to all play a role in making positive change. I am pleased to be working with IFS whose team is clearly taking the issue of sustainability seriously. Having the ability to engage with their ecosystem of customers and partners presents an opportunity to have an impact at scale." He continued, "Climate change is an existential threat to life on earth. We now need all hands-on deck to tackle this crisis."

Darren Roos, CEO of IFS, added: "IFS has a long-term responsible approach to creating value for customers. By considering sustainability as an integral part of our business model we not only capture value creating opportunities, but we can mitigate risks so and stay on course to be successful in our sustainability strategy." Roos continued, "The progress achieved over the last couple of years to improve IFS's approach to sustainability has been meaningful, but with the launch of this multi-year plan we are making commitments and make ourselves accountable. This is meaningful to our customers, our employees, our owners and our community at large."

### ***Infor Welcomes FifthQuadrant to Infor Partner Network***

20 April 2021

Infor, the industry cloud company, announced that FifthQuadrant has become an Infor partner. FifthQuadrant is a leading consultancy specialising in data-led transformation of businesses in a variety of industries, with a strong emphasis on complex ERP, multinational and financial systems implementation.

Headquartered in London, UK, FifthQuadrant is the latest technology specialist to join the Infor Partner Network (IPN) — a global ecosystem of people, services and systems designed to provide partners with world-class sales solutions and the highest quality training, support, and enablement in the industry.

# CIMdata PLM Industry Summary

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“We continue to grow our cloud and SaaS offerings aggressively within the UK market, combined with our well-established industry-specific strategy,” said Anwen Robinson, general manager and senior vice-president for Infor in the UK and Ireland. “Partners such as FifthQuadrant play a key role in ensuring that the delivery of our software is rapid, smooth and keenly aligned to the needs of UK businesses.”

“The goal of the IPN is to organise a skilled team of partners, committed to growing with Infor, expanding their businesses and staying ahead of the market, by providing customers with innovative cloud-based technology suites that are beautiful, functional and easy to use,” said Andy Berry, Infor executive vice president of channel and alliances across EMEA and APAC. “We have recently committed to expanding the number of partners within the UK, and we welcome FifthQuadrant to the network.”

“We see customers benefit from our ‘Delivering Differently’ approach and Infor’s cloud and SaaS offerings,” said Jay Parekh, FifthQuadrant partner. “Our expertise comes from years of supporting clients through different economic cycles and addressing complex business challenges. The industry-specific strategy within Infor has led to critical functionality being available out-of-the-box, allowing us to deliver change faster for customers. We are excited to be part of Infor’s own transformational journey to drive cloud enablement and look forward to a very productive partnership.”

## ***Johan Made Appointed Chief Commercial Officer At IFS***

15 April 2021

IFS announces the appointment of Johan Made as Chief Commercial Officer. In the newly created role, Made will be responsible for driving IFS’s growth strategy through inorganic investments and development initiatives, including mergers & acquisitions. The appointment is a further signal of IFS’s ambition to extend its leadership as the technology platform of choice for companies who want to create and deliver amazing moments of service for their customers. Michael Ouissi, IFS’s Chief Customer Officer will continue to focus on driving growth organically.

Made will join the IFS Executive Leadership Team at an important time of IFS’s growth journey. With the recent launch of IFS Cloud, IFS is well positioned to help more customers realize value faster and drive the cost of ownership down. The powerful technology is not only a new proposition for customers, but IFS Cloud is also changing how IFS operates, with twice yearly updates that will keep customers evergreen, a Voice of the Customer program that sets a new industry benchmark, and rapid innovation-to-impact capabilities. Together with his team, Made will help drive growth opportunities for customers and accelerate IFS’s own growth journey.

Commenting on the appointment, Darren Roos, CEO at IFS, said: “Johan is a passionate leader who is known for helping people and companies achieve their best. We have worked together before, so I have seen him in action. Johan will be a great addition to my Executive Leadership Team, and I’m looking forward to seeing his contribution help us build on the momentum we have achieved in the market, as well as further improve our commercial strategies and capabilities”.

Johan Made, Chief Commercial Officer at IFS, added: “IFS has been on my radar for many years. However most recently I have seen the company transform into the most agile and customer-committed vendor in the industry – clearly this was something that was attractive to me. There is a lot of opportunity for further growth and I believe IFS has the right people, technology, and partners to move

# CIMdata PLM Industry Summary

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faster and add more value to its customers than any of its peers. These are the ingredients that enable IFS itself to deliver amazing moments of service to its own customers.” He continued: “With the continued support from EQT and TA, I am looking forward to putting in motion new strategic initiatives that will achieve strong value for our customers, partners and employees.”

Chairperson of IFS, Jonas Persson, said: “Adding the industry’s best talent is hugely important for any growth business like IFS. Having achieved 26% YoY growth in software revenue in 2020, it makes perfect sense to have Johan join us. He has a stellar track record, really understands the market, and is hugely passionate in the way he leads.”

Made joins IFS from Infor where he was EVP for North, West & East Europe. Prior to Infor, Made was Managing Director for SAP in Sweden, and has also held senior leadership roles at Oracle, Hyperion and IBM.

## ***LTI Appoints the new Chief Financial Officer***

15 April 2021

Larsen & Toubro Infotech, a global technology consulting and digital solutions company has appointed Anil Rander as its Chief Financial Officer.

Anil is a seasoned finance leader with more than 27 years of multifaceted experience in driving business performance and growth. His expertise ranges across business and financial strategy formulation, fiscal management, corporate accounting, investor relations, pricing, risk management, internal audit and financial controls.

Sanjay Jalona, CEO & Managing Director, LTI, said “The role of CFO is evolving rapidly, and I am pleased to welcome Anil to our leadership team at this critical juncture in our journey. His financial leadership and business acumen will enable us to chart the next phase of growth for LTI. We remain committed to pushing industry benchmarks on business excellence.”

Anil joins LTI from Tech Mahindra where he was the Senior Vice President for Finance and Legal functions and Global Head of Finance for BPS. Before this role, Anil was with Hutchison Max Telecom Ltd where he looked after management accounting. His other stints have been with Alpic Finance and A.F. Ferguson & Co.

Anil is a Chartered Account, Cost Accountant and a Company Secretary. He has won multiple industry accolades for outstanding contributions during his illustrious career. He will be based out of LTI’s headquarter in Mumbai, India.

## ***Materialise Expands Metal 3D Printing Footprint with New Facility in Germany***

21 April 2021

Materialise, a global leader in 3D printing solutions, has opened its new 3,500 square meter Metal Competence Center for 3D Printing in Bremen, Germany.

Materialise’s focus on metal 3D printing has expanded in recent years due to increasing demand for the technology as companies recognize the potential of metal 3D printing for serial production. And as

# CIMdata PLM Industry Summary

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companies reassess their global supply chain strategy in the wake of the Coronavirus pandemic, this demand has further accelerated due to 3D printing's ability to add resiliency, flexibility and reliability.

The company invested approximately €7.5 million to construct the new facility, which has the capacity for over 120 employees and more than 30 industrial metal 3D printers. Materialise previously operated two facilities focused on metal 3D printing in Bremen, including a software development and distribution center and industrial manufacturing center.

The Metal Competence Center unites and expands Materialise's metal 3D printing sites in Bremen under one roof, supporting integrated production and development.

The Metal Competence Center will enable increased collaboration between software development and manufacturing teams to better serve industrial customers around the world. On the one hand, the company can leverage its practical manufacturing experience to enhance its software development, and on the other hand, apply its expertise in 3D printing software to develop high-quality, cost-effective manufacturing solutions for metal 3D printing.

In line with Materialise's corporate goals, the company's work at the new facility will also focus on research to create more sustainable metal 3D printing solutions.

"Metal 3D printing has established itself as a powerful manufacturing solution, empowering people through local, decentralized production and providing a more sustainable way to manufacture products when compared to conventional manufacturing technologies. But as an industry we need to step up our efforts to make the 3D printing process itself more sustainable," said Jurgen Laudus, vice president of Materialise Manufacturing. "Our work in Bremen will explore opportunities to optimize printing processes, improve energy efficiency and more consistently recover and reuse metal powder to create more sustainable technologies."

An opening ceremony for the Metal Competence Center is scheduled for September 2021.

## ***Nemetschek Innovation Foundation supports Expansion of the Institute for Applied Construction Informatics (iabi) at Munich University of Applied Sciences***

20 April 2021

The Institute for Applied Construction Informatics (iabi) at Munich University of Applied Sciences is to be significantly expanded. The institute plans to appoint two professors for construction informatics and to create two positions for research assistants. To this end, a funding agreement was signed on Monday, 19 April 2021, between the the Munich University of Applied Sciences and the Nemetschek Innovation Foundation, which provides for the financing of these two academic staff members with a funding period of 10 years.

The new research assistants joining the iabi will work in the institute's current field of research, which is data communication. The aim is to achieve a higher degree of interoperability of those working in the construction industry. In addition, the field of "Application of Artificial Intelligence in Civil Engineering" is to be more closely integrated into the institute's profile.

In 1996, the civil engineer, scientist, and entrepreneur Prof. Georg Nemetschek – who is one of the pioneers of the digitalisation of the construction industry – established the non-profit Professor Georg Nemetschek Foundation for the benefit of the Faculty of Civil Engineering at the end of his many years of teaching at Munich University of Applied Sciences. The funds of this foundation were used, among

# CIMdata PLM Industry Summary

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other things, to successfully establish and further develop the iabi under the direction of Prof. Rasso Steinmann.

The Nemetschek Innovation Foundation was established by Prof. Nemetschek in May 2020. The foundation's purpose is to promote science and research in the field of design, construction, and management of buildings, as well as to promote excellence and competence in the construction industry. Today's Nemetschek SE, which was also founded by Prof. Nemetschek and whose roots go back to 1963, is one of the world's leading suppliers of software solutions for the entire life cycle of buildings.

Prof. Georg Nemetschek explained the importance of this funding: "According to a UN report, the construction and building industry is responsible for 38 percent of global CO2 greenhouse gas emissions. Only through the consistent digitalisation of the entire planning and construction process and through the cooperation of all those involved will the climate footprint and the productivity gap of the industry improve noticeably and sustainably. That is why it is important to strengthen Munich University of Applied Sciences' focus on applied research by expanding iabi and enriching the teaching provision in the areas of construction informatics."

"Prof. Nemetschek, as a professor, long-time dean, and benefactor, has promoted our Faculty of Civil Engineering like no other. The Innovation Foundation's grant enables us to intensify applied research and teaching in important future fields of construction informatics," said Prof. Dr. Martin Leitner, President of Munich University of Applied Sciences.

## ***OpenText Announces 2021 Webroot BrightCloud® Threat Report***

20 April 2021

OpenText™ announced the release of the 2021 Webroot BrightCloud® Threat Report. Webroot's unparalleled sixth generation machine learning security platform provides unique data insights into the timing, tactics and technologies that threat actors used over the past year.

Phishing activity increased significantly in the first few months of 2020, taking advantage of pandemic-induced product shortages and increased usage of streaming services. For the first time, eBay topped the list of brands most targeted for impersonations, with 31.1% of all phishing attacks in the month of February impersonating eBay. In March, phishing activity surged among streaming services YouTube (3,064%), Netflix (525%) and Twitch (337%).

"Gathered from over 285 million real-world endpoints and sensors, and leveraging the extensive BrightCloud network of industry-leading partners, this year's Threat Report clearly shows how cybercriminals are willing and able to evolve their tactics to exploit collective human interest and current events," said Prentiss Donohue, Executive Vice President, SMB/C Sales, OpenText. "The findings underscore the need for users and businesses of all sizes to enact a multi-layered approach to data security and protection given the persistent creativity of cybercriminals."

### **Notable Report Findings:**

#### **Phishing**

- Attacks increased 510% from January to February alone
- The top five phishing targets of the year were eBay, Apple, Microsoft, Facebook and Google
- By the end of 2020, 54% of phishing sites used HTTPs. Use of HTTPS varies considerably based

# CIMdata PLM Industry Summary

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on the industry being targeted and is most heavily used when spoofing cryptocurrency exchanges (70% of the time), ISPs (65%), and gaming (62%)

## Malware

- 86.1% of malware is unique to a single PC
- 83% of Windows® malware hides in one of four locations. One of which, %appdata%, saw the infection rate jump 59.2% YoY
- Consumer devices saw twice as many malware infections when compared to business devices

## Infection Rates by Country and Industry

- At 2.3%, Japan had the lowest PC infection rate per region, followed by the United Kingdom (2.7%), Australasia (3.2%) and North America (3.7%)
- In Europe, home devices were more than three times as likely to encounter an infection as business devices (17.4% versus 5.3%)
- Based on reported data, Health Care and Social Assistance (down 41.4% from the YoY average) led in terms of industries with the lowest infection rates, while the highest industry infection rates were seen by Wholesale Trade, Mining/Oil/Gas and Manufacturing

## Mobile and Android

- Of the total threats detected on Android™ devices in 2020, Trojans and malware accounted for 95.9%, an increase from 92.2% in 2019
- Outdated operating systems accounted for nearly 90% of Android infections
- Malware for Android-based IoT devices is increasing, underscoring the importance of securing all Android devices beyond just smartphones and tablets

## Methodology

The threat intelligence, trends and details presented in the 2021 Webroot BrightCloud® Threat Report are based on data continuously and automatically captured by the Webroot® Platform, which is the proprietary machine learning-based architecture that powers all Webroot protection and BrightCloud® services. This data comes from over 285 million real-world endpoints and sensors, specialized third-party databases, and intelligence from end users protected by our leading technology partners like Cisco, Citrix, F5 Networks and more. Our advanced threat research team analyzes and interprets the data using advanced machine learning and artificial intelligence.

## ***PINNACLE SERIES BY EAGLE POINT SOFTWARE PARTNERS WITH SOLIDCAD***

19 April 2021

Eagle Point Software's Pinnacle Series has announced a partnership with Canadian-based SolidCAD, a leading company specializing in technology that supports multiple industries, including architecture, engineering, construction, civil infrastructure, and manufacturing.

“Our team is very excited about our new partnership with SolidCAD, especially for what this means for AEC and manufacturing firms across Canada. By combining the expertise of SolidCAD's professionals with the value that Pinnacle Series brings to organizations, we expect that client companies will see large improvements to their productivity,” shared John Biver, President and CEO of Eagle Point

# CIMdata PLM Industry Summary

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Software.

The Pinnacle Series AEC e-learning system features a comprehensive library of thousands of videos, documents, and other development resources and enables long-term employee training and on-demand problem-solving.

SolidCAD President Marcus Tateishi stated, “SolidCAD has always excelled at providing customers with world-class training. Our new partnership with Eagle Point leverages Pinnacle Series, which will offer customers a 21st century, world-class learning platform. We look forward to our customers realizing the benefits of this exciting new education services offering.”

## ***Siemens and Google Cloud to cooperate on AI-based solutions in manufacturing***

19 April 2021

Google Cloud and Siemens, an innovation and technology leader in industrial automation and software, announced a new cooperation to optimize factory processes and improve productivity on the shop floor. Siemens intends to integrate Google Cloud’s leading data cloud and artificial intelligence/machine learning (AI/ML) technologies with its factory automation solutions to help manufacturers innovate for the future.

Data drives today’s industrial processes, but many manufacturers continue to use legacy software and multiple systems to analyze plant information, which is resource-intensive and requires frequent manual updates to ensure accuracy. In addition, while AI projects have been deployed by many companies in “islands” across the plant floor, manufacturers have struggled to implement AI at scale across their global operations.

For more than 170 years, Siemens has built its business on pioneering technologies that have led the manufacturing industry forward. By combining Google Cloud’s data cloud and AI/ML capabilities with Siemens’ Digital Industries Factory Automation portfolio, manufacturers will be able to harmonize their factory data, run cloud-based AI/ML models on top of that data, and deploy algorithms at the network edge. This enables applications such as visual inspection of products or predicting the wear-and-tear of machines on the assembly line.

Deploying AI to the shop floor and integrating it into automation and the network is a complex task, requiring highly specialized expertise and innovative products such as Siemens Industrial Edge. The goal of the cooperation between Google Cloud and Siemens is to make the deployment of AI in connection with the Industrial Edge – and its management at scale - easier, empowering employees as they work on the plant floor, automating mundane tasks, and improving overall quality.

“The potential for artificial intelligence to radically transform the plant floor is far from being exhausted. Many manufacturers are still stuck in AI ‘pilot projects’ today – we want to change that,” said Axel Lorenz, VP of Control at Factory Automation of Siemens Digital Industries. “Combining AI/ML technology from Google Cloud with Siemens’ solutions for Industrial Edge and industrial operation will be a game changer for the manufacturing industry.”

# CIMdata PLM Industry Summary

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“Siemens is a leader in advancing industrial automation and software, and Google Cloud is a leader in data analytics and AI/ML. This cooperation will combine the best of both worlds and bring AI/ML to the manufacturing industry at scale. By simplifying the deployment of AI in industrial use cases, we’re helping employees augment their critical work on the shop floor,” said Dominik Wee, Managing Director Manufacturing and Industrial at Google Cloud.

## ***TCS ADD Safety Wins Award for Using AI to Re-Imagine Pharmacovigilance***

20 April 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions organization, announced that TCS ADD Safety, part of the TCS ADD platform that digitally transforms the entire clinical R&D value chain, has won the award for ‘**Best Technical Implementation for AI**’ at the 5th Global Annual Achievement Awards for Artificial Intelligence.

TCS ADD Safety received the award for re-imagining pharmacovigilance by applying machine vision, artificial intelligence, smart analytics and IoT to automate the intake, processing and analysis of safety cases. Powered by TCS Decision Fabric™, TCS’ proprietary AI engine, the platform significantly reduces the time taken to process safety cases and increases throughput with consistently high levels of accuracy.

Some of the world’s leading life sciences companies which have implemented TCS ADD Safety have realized up to 40% reduction in case processing efforts, improved data quality and oversight, and meaningful insights and predictive models.

*“With the TCS ADD platform, life sciences companies across the world can harness the power of AI and analytics to accelerate the development of new, more effective drugs for patients. TCS ADD Safety helps transform safety case management, and meet business and regulatory requirements effectively and efficiently,”* said **Rachna Malik, Global Head, TCS ADD Life Sciences Platforms, TCS**. *“This award is a recognition of our ability to bring together our deep domain understanding of the drug development value chain and our expertise in cognitive technologies, to create a world-class platform that helps life sciences organizations accelerate their growth and transformation.”*

*“Despite the challenges of 2020 and 2021 with regards to COVID-19, we had the highest number of nominations for our awards. The vast diversity of submissions we receive for our awards shows us how the industry is developing, applying AI in so many ways,”* said **Dr Andy Pardoe, Founder, Wisdom Group** (parent company of Awards.AI). *“We believe AI will continue to empower humanity, providing assistance and support to make both our business and personal lives more efficient, less frustrating, and improving our health and prosperity. We feel we share this view with organizations that have won in different categories, including TCS ADD Safety.”*

Part of TCS ADD platform, TCS ADD Safety is an Artificial Intelligence driven solution that integrates data from different sources, and enables automated intake, processing, analysis, and reporting of high safety case volume with quality and consistency. With its unique decision traceability and learning management capabilities to map new ontologies, it leverages natural language processing and artificial intelligence while maintaining regulatory compliance requirements.

# CIMdata PLM Industry Summary

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## ***The Revolution in Simulation Initiative Continues to Expand as Siemens Joins a Growing Alliance of Sponsors***

22 April 2021

The global simulation industry collaboration and technology alliance *Revolution in Simulation*, created to accelerate innovation through the democratization of engineering simulation, announces Siemens Digital Industries Software as a new participating sponsor and collaborator.

“Engineering teams are faced with many challenges in bringing innovations to market faster, including engineering trade-offs that may seem impossible to navigate. How do you make your product more powerful yet consume less energy? Make it thinner, yet cooler. Faster, yet quieter,” Jean-Claude Ercolanelli, Senior Vice President of Simulation and Test Solutions explained. “We believe that the accessible and comprehensive digital twin is critical to the future of engineering innovation and that simulation and test are the beating heart of the digital twin. Given the importance of simulation to the digital transformation of organizations, we are excited to be a member of the Rev Sim community, a unique platform where simulation engineers can openly share, collaborate and exchange ideas for innovation.”

Siemens adds its name to a steadily increasing list of participating sponsors that now includes Aras, ASSESS, BETA CAE, Dassault SolidWorks, EASA, ESRD, Front End Analytics, Future Facilities, Hexagon/MSC, Kinetic Vision, Modelon, NAFEMS, nTopology, Ohio Supercomputer Center, OnScale, PASS Suite, Phoenix Integration, Pointwise, UberCloud and VCollab.

Each of these simulation leaders are providing expert leadership in the movement to make engineering simulation software more accessible, efficient, reliable, and impactful not just for CAE experts but also for others across the enterprise – what is commonly referred to as the *Democratization of Simulation*. The demand for automated simulation is exploding, resulting in next-generation usage of traditional, expert-driven simulation tools and platforms.

Rev-Sim Director of Partnerships, Mike Nieburg said, “Each of our sponsors are working to advance and expand the use and value of engineering simulation software by innovating within their market spaces. We are excited to have Siemens join us demonstrating their revolutionary thought-leadership and technology in a collaborative alliance that benefits all industrial users of engineering simulation.”

## ***Trimble and Amberg Technologies Collaborate on a Solution for Tunneling Surveyors and Construction Professionals in North and South America***

20 April 2021

Trimble and Amberg Technologies announced a collaboration to provide a tunnel survey solution. The combined hardware and software solution will enable construction, mining professionals and surveying service providers in underground environments to utilize a complete field-to-office workflow for increased efficiency and productivity.

The Trimble and Amberg solution enables tunnel surveyors to perform a variety of underground tasks such as excavation guidance, control, automated survey and stakeout of different tunnel elements using design information. In addition, it delivers a comprehensive module for digitalization of tunnel construction and further optimization of related processes.

# CIMdata PLM Industry Summary

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The tunneling solution combines the robustness and the speed of the Trimble® S series robotic total stations with the user friendly workflows of Amberg Navigator field software, running on a ruggedized Trimble TSC7 data collector or T100 Tablet. The streamlined workflows are optimized and easy to use for non-geospatial professionals, helping to keep tunneling and underground projects on time.

In the office, the designs from the Amberg Tunnel office software can be easily transferred to Amberg Navigator, either directly or using the cloud. Following the data collection and stakeout operations, the information is sent back to the office for detailed analysis, where inspection maps and reports can be produced as final deliverables inside Amberg Tunnel office software. This streamlined process can bring significant time and resource savings due to a more efficient workflow and easy to use interface.

The solution provides a full featured workflow for tunnel construction surveys including:

- Project definition and design data preparation
- Graphical interface supporting instruments setup and georeferencing
- Automated data collection and real-time results
- Accurate stakeout of various tunnel elements, e.g. drill and blast holes, rock bolts
- Efficient and comprehensive as-built analysis, reporting and archiving

"Partnering with Amberg Technologies will provide our customers with an industry-leading tunneling solution to increase productivity when working in underground tunneling and mining environments," said Boris Skopljak, marketing director, Monitoring and Tunneling for Trimble Geospatial. "The domain rich and easy to use Amberg solution in combination with our Trimble S Series can increase confidence in the field and streamline deliverable creation."

"Together with Trimble high-end surveying sensors, we can enrich our comprehensive tunnel solution with a more versatile offering and even better address specific needs in ever more demanding construction environments," said Svein G. Vatslid, CEO Amberg Technologies AG.

## **Availability**

The solution is expected to be available through Trimble's Geospatial distribution channel in North, Central and South America in May 2021.

## ***Trimble and HORSCH Partner to Deliver Autonomy Solutions to the Agriculture Market***

19 April 2021

HORSCH and Trimble announced a collaboration focused on developing solutions that enable autonomy in agriculture with the goal of building a future for autonomous machines and workflows in the industry.

The collaboration extends beyond autonomously controlling machines, such as the self-propelled crop protection sprayers, to full workflow automation from the office to the field. This relationship integrates Trimble's established autonomy expertise in guidance systems, path planning and in-field process automation with HORSCH's fleet of machines.

The first phase will bring automation to the complex planning, machine control and logistical challenges faced by sprayer operators to improve machine performance and reduce operating errors. This functionality can significantly reduce the driver's workload, while still allowing them to intervene at any time. In the long term, this technology establishes a basis for operating fully autonomous machines.

# CIMdata PLM Industry Summary

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HORSCH and Trimble have successfully collaborated on implementing control technologies and are extending this to include full machine control solutions. The companies are currently implementing a high level of automation and driver support with steering systems. With this increase in automation, a driver can perform additional in-cab tasks during active field work, such as the required documentation, planning and coordination of work processes.

"Combining the forward-thinking nature of HORSCH with Trimble's cutting-edge autonomous technology creates an opportunity for the companies to develop innovative applications for the OEM and Trimble's agriculture network," said Finlay Wood, business area director for Trimble Autonomous Solutions. "We are building new customer-focused solutions as part of our existing connected farm ecosystem to deliver a unique and compelling solution for our customers—simplifying the complex, logistical and operational challenges of modern agriculture."

"The unique opportunity with this collaboration is not that we are presenting a future utopia but that we are moving step-by-step towards autonomy in a pragmatic, consistent manner," said Theo Leeb, managing director for HORSCH. "We consider automation in agriculture to be one of our next key technologies, and our goal is to ultimately deliver a platform of various applications to help farmers meet the challenges of the future."

## ***Vectorworks, Inc. Expands Reach in Asia With Two New Distributors***

22 April 2021

Global design and BIM software provider Vectorworks, Inc. is expanding its service in the Asia Pacific (APAC) region by onboarding two influential distributors in the design and production industry: Tathastu Techno Solution and Total Solution Marketing. Tathastu Techno Solution and Total Solution Marketing will expand and grow the Vectorworks business to better serve customers in the APAC market.

"We're proud to add Tathastu Techno Solution and Total Solution Marketing to our growing roster of distributors in the APAC region to best serve our customers in the industry" said Vectorworks Global Channel Operations Director Victoria Morris. "By expanding our presence in the APAC market and bringing in proven experience within the design industry, both distributors will improve our ability to give our customers the best possible support."

Based in Mumbai, Tathastu Techno Solution joins Datalogics, an existing Vectorworks distributor, in the burgeoning Indian market. Tathastu Techno Solution, which currently distributes 3D, animation VFX and motion graphics software by sister company Maxon, will represent Vectorworks in India, Bangladesh, Bhutan, Nepal and Sri Lanka.

"Vectorworks products fit perfectly with our vision to partner with world-renowned 2D/3D software companies," said Chetan Jain, CEO of Tathastu Techno Solution. "India is a diverse and innovative market and partnering with Vectorworks will give us the opportunity to better serve our customers with the best software solutions. Customers are acquisitive to adapt to new products and technologies and we see great potential to introduce Vectorworks products to customers and assist them in changing their existing workflows and product pipelines. This partnership between Tathastu and Vectorworks will definitely scale new heights in business across India."

As a distributor for MA Lighting — a platinum partner with Vectorworks, Total Solution Marketing joins existing distributors Softedge and Quick Solutions to represent Vectorworks in Malaysia,

# CIMdata PLM Industry Summary

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Singapore and Thailand. The experience they bring to the media and entertainment industry will expand access to product support, training and customer success in the region, including offering Vectorworks training conducted by Linesmith founder and long-time Vectorworks user Gabriel Chan.

“We are privileged to be appointed a distributor for Vectorworks and look forward to our collaboration,” said Total Solution Marketing Executive Director Tevin Heng. “In the past few years, we have seen the continued partnership of Vectorworks and MA Lighting and other lighting manufacturers to enhance lighting design workflow processes in the entertainment lighting industry. We believe Vectorworks is the one-stop solution for entertainment show documentation and design. With the Vectorworks team support, we will offer local training and improve the quality of technical support to Vectorworks users.”

## ***Wipro achieves Google Cloud Partner Specialization in Application Development***

23 April 2021

Wipro Limited, a leading global information technology, consulting and business process services company, announced that it has achieved the Google Cloud Partner Specialization in application development.

This marks the fourth Partner Specialization badge that Wipro has received from Google Cloud, following recognition for outstanding cloud security, migration, and work transformation. This specialization demonstrates Wipro’s capabilities across multiple areas as a Google Cloud SI partner.

As a trusted Google Cloud partner, Wipro can help customers leverage the best of Google Cloud platform as they develop and manage cloud-native business applications, enabling faster time to market, increasing scalability of applications and integrating them with external and internal systems in the IT landscape. This specialization will allow Wipro’s team of certified professionals to accelerate the customer modernization journey, increase agility and adaptability with a razor-sharp focus on business outcomes.

**Ramachandran Padmanabhan, Vice President and Global Head, Cloud Transformation Business, Wipro Limited** said, “We are proud of this recent recognition from Google Cloud, which adds to our extensive list of qualifications from our peers and partners in technology. Our unique combination of specializations in key areas like cloud security, migration, work transformation and application development will help develop innovative solutions for customers. This recognition will strengthen our credentials in application development and enable our customers to develop end-to-end digital transformation solutions on Google Cloud.”

**Nina Harding, Chief of Global Partner Programs and Strategy, Google Cloud** said, “It's exciting to see Wipro continue to invest in Google Cloud skills and expertise, to differentiate its business, and bring thoughtful solutions to customers. Wipro’s specializations demonstrate its proven customer success and high levels of experience and aptitude with Google Cloud services and technology.”

# CIMdata PLM Industry Summary

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*Wirtschaftswoche journal: CONTACT Software far ahead among the digital pioneers*

15 April 2021

**CONTACT is one of the top 10 companies in the Wirtschaftswoche journal award "Digital Pioneers of Medium-Sized Businesses 2020". The digital performance and growth power of a total of 4,000 companies were compared.**

Corona is once again stepping up the pace of digital transformation. An exclusive study shows which companies are particularly far along. In cooperation with the Wirtschaftswoche journal, the management consultancy Munich Strategy and the Amsterdam-based digital consultancy Bloom CONTACT Software are among the 10 best of a total of 4,000 companies evaluated. The study highlights the digital performance and growth of the software company.

To identify the pioneers, Munich Strategy and Bloom evaluated the progress of around 4,000 companies in their digital transformation. The result was a "Digital Score", which is made up of two-thirds digital performance strength and also the company's growth strength.

The results published in Wirtschaftswoche put CONTACT in 8th place out of 4,000. The comparison shows which companies have made particular progress in transforming their business processes and digitizing their offerings. Companies from all sectors with annual sales of between five million and one billion euros were examined. The top 50 also include other software and service providers such as TeamViewer, Nemetschek and PSI as well as well-known providers of high-tech solutions such as Balluff, Bizerba and Gira. The 50 digital pioneers increased their sales by more than 30 percent on average between 2015 and 2019.

These companies are characterized by a comprehensive digital business model and a clear strategy for developing new digital business areas. CONTACT successfully complements its classic PLM business with offerings for the Industrial Internet of Things (IIoT) and software services in the cloud (SaaS). Managing Director Maximilian Zachries commented: "We are incredibly proud of this excellent ranking. It underlines the importance that digitalization has for us and not least for our customers today. It is the driver for entirely new business, but also for many of our customers' initiatives in terms of innovation, quality and efficiency in their existing business".

## Event News

*iBASEt CEO Naveen Poonian to Present "5 Imperatives for Transitioning to Digital MRO" at MRO Americas 2021*

15 April 2021

**WHAT:** The push to digital operations has been amplified over the past year. The shift to remote working and the shortcomings of manual, paper-based processes has become painfully clear. Now is the time to embrace digital MRO operations. Attend this presentation to understand how best to achieve this transition, based on customer feedback and experience gained from the front line.

**WHO:** Naveen Poonian is Chief Executive Officer of iBASEt. He is passionate about simplifying how manufacturers build and maintain highly engineered products. His company has invested aggressively in driving innovative new solutions to ease how MRO and production processes are executed while

# CIMdata PLM Industry Summary

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building and maintaining complex, discrete manufacturing products.

**WHERE:** MRO Americas 2021 conference takes place at the Orange County Convention Center in Orlando, Florida. Register here to attend: <https://mroamericas.aviationweek.com/en/register.html>.

**WHEN:** Thursday, April 29 from 10:00 a.m. – 10:15 a.m. EDT. For those who cannot attend the live, in-person event, please register to attend the virtual event, which will take place May 4-May 5 where you can watch Naveen's presentation on-demand.

## ***MathWorks Previews the MATLAB EXPO 2021 Online Conference***

14 April 2021

MathWorks previewed the agenda for MATLAB EXPO 2021 to be held live across multiple international time zones during May 4–5, 2021. The event will feature more than 70 sessions and interactive workshops spanning 10 focus areas including AI, autonomous systems, modeling and simulation, predictive maintenance, 5G and radar, and teaching with MATLAB and Simulink. Attendance is free and registration is now open at: [www.matlabexpo.com/online.html](http://www.matlabexpo.com/online.html).

MATLAB EXPO will highlight the latest features and capabilities of MATLAB® and Simulink® through real-world examples and hands-on demonstrations, while providing a forum for engineers, scientists, and researchers to share knowledge, network with peers, and talk to MathWorks experts. The conference also will offer interactive MATLAB and Simulink workshops as well as a digital exhibition area showcasing more than 20 MathWorks partners and affiliates.

### **Included: MathWorks Automotive Conference**

New for 2021, MATLAB EXPO will incorporate the MathWorks Automotive Conference (MAC), the flagship event for MathWorks automotive customers worldwide. With two dedicated tracks in the EXPO, MAC 2021 will offer 15+ industry-specific sessions on topics including automotive megatrends, automated driving, electrification, and virtual vehicles. The MAC keynote, "**Transforming the Software Development Paradigm to Meet the Unique Needs of Our Industry and Customers**," will be presented by Jeff Daiker, Executive Director at Cummins.

### **MATLAB EXPO Program Highlights**

The COVID-19 pandemic was unlike anything we have ever experienced. Scientists and engineers around the world responded to this monumental challenge and quickly developed solutions – from detection to containment to treatment – using MATLAB and Simulink. In his keynote, "**Scientists and Engineers Save the World**," MathWorks Vice President of Marketing, Rich Rovner, will highlight transformative projects and surprising applications of MATLAB and Simulink in the fight against the pandemic.

The agenda also includes keynotes from renowned MathWorks customers.

**"Advancing 5G for a New Decade,"** *John Smee, Vice President of Engineering, Qualcomm Technologies Inc.* The talk will explore how 5G supports a variety of industries, including industrial IoT, automotive, and extended reality (XR). It will highlight the state of 5G technology today and what the recently completed 3GPP 5G NR Release 16 specifications include.

**"The Interactions Between Natural and Artificial Intelligence,"** *Prof. Dr. Moritz Helmstaedter, Director of the Max Planck Institute for Brain Research, Frankfurt.* What can next-generation AI learn

from new insights into the neural network architecture of our brains? This talk reports how researchers are using neural network mapping ("connectomics") in the brain to learn how biological computers work.

**“Electrification in the Aerospace Industry,”** *Dr. Amit Gupta, Head of Rolls-Royce Electrical Singapore Pte Ltd.* Electrification is being hailed as a pillar of the so-called Fourth Industrial Revolution. Rolls-Royce Electrical's vision is to be a world-class supplier of electrical power and propulsion systems to drive electrification. This presentation offers insight into the direction electrification will take in the aerospace industry.

## **Flexible Access to Interactive Presentations**

As an online event, MATLAB EXPO 2021 is open to participants from around the world. On each day of the show, the event will be repeated in four blocks of 3.5 hours each for participants in four time zones. Those located in Asia (start 09:00 a.m. IST), Europe (start 10:00 a.m. CEST), U.S. East (start 08:30 a.m. EDT) and U.S. West (start 09:30 a.m. PDT) will have the opportunity to select sessions from any block to suit their personal schedules.

## Financial News

### ***Altair Announces Date of First Quarter 2021 Financial Results Conference Call***

19 April 2021

Altair, a global technology company providing software and cloud solutions in the area of simulation, high-performance computing (HPC), and artificial intelligence (AI), will release its financial results for the first quarter ended March 31, 2021, after the market close on Thursday, May 6, 2021. On that day, management will hold a conference call and webcast at 5:00 p.m. ET to review and discuss the Company's first quarter results and second quarter and full year 2021 outlook. A recorded version of this webcast will be available after the call and accessible at <http://investor.altair.com>.

<b>What:</b>	Altair's First Quarter 2021 Financial Results Conference Call
<b>When:</b>	Thursday, May 6, 2021
<b>Time:</b>	5:00 p.m. ET
<b>Live Call:</b>	(866) 754-5204, Domestic (636) 812-6621, International
<b>Replay:</b>	(855) 859-2056, Conference ID 5262418, Domestic (404) 537-3406, Conference ID 5262418, International
<b>Webcast:</b>	<a href="http://investor.altair.com">http://investor.altair.com</a> (live and replay)

# CIMdata PLM Industry Summary

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## **Atos - First quarter of 2021**

20 April 2021

Atos, a global leader in digital transformation, announces the revenue of its first quarter of 2021.

**Elie Girard**, Atos CEO, said: “After a record year in 2020, commercial dynamism remained solid in the first quarter of the year with a book-to-bill ratio of 96%, and a pipeline of offerings +14% above a year ago. While the Group’s revenue decreased for the last quarter due to the impact of Covid, down -1.9% at constant currency compared to the previous year, our business profile has made progress towards Digital, Cloud, Security, and Decarbonization with now 51% of Group revenue delivered in those strategic segments.

*This business repositioning is the result of, first, our Spring transformation, and second, our program of bolt-on acquisitions. In that vein, I am delighted to announce today three new acquisitions in the fields of Digital Manufacturing and Product Lifecycle Management (PLM), Cryptography and Cybersecurity, and Edge and Computer Vision. In order to accelerate the change of our business mix, the Group will activate a third dimension and initiate a strategic portfolio review of non-core assets.*

*We confirm the objectives for the full year 2021 issued on February 18. Furthermore, the Group has decided to engage into important steps of internal transformation, aiming at enriching the company’s digital competencies and human capital, reinforcing accountability, as well as implementing cultural changes in full consistency with our “raison d’être”.*

*I am thankful to all my Atos colleagues for embarking on this transformation journey with so much energy and enthusiasm.”*

### **2021 Objectives**

The Group confirms today its objectives for its 3 key financial criteria, as stated on February 18, 2021:

- **Revenue growth at constant currency:** +3.5% to +4.0%
- **Operating margin rate:** +40 to 80bps versus 2020
- **Free cash flow:** €550m to €600m

### **Q1 2021 revenue by Industry**

<i>In € million</i>	<b>Q1 2021</b>	<b>Q1 2020*</b>	<b><i>Evolution at constant currency</i></b>
Manufacturing	488	522	-6.7%
Financial Services & Insurance	544	506	+7.4%
Public Sector & Defense	579	599	-3.2%

## CIMdata PLM Industry Summary

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Telecom, Media & Technology	373	393	-5.0%
Resources & Services	395	421	-6.2%
Healthcare & Life Sciences	313	303	+3.4%
<b>Total</b>	<b>2,692</b>	<b>2,744</b>	<b>-1.9%</b>

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\* *At constant currency*

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Revenue in the first quarter of 2021 reached € **2,692 million**, **-1.9%** compared to Q1 2020 at constant currency, **-3.9%** organically.

Covid-19 was still impacting Atos business over the quarter despite good resilience in Financial Services & Insurance and in Healthcare & Life Sciences, as well as in Northern Europe, in Growing Markets and in Southern Europe which is showing an encouraging recovery.

With 18% of the Group revenue, **Manufacturing** reported a revenue of € **488 million**, representing a decrease by **-6.7%** compared to Q1 2020 at constant currency. The largest and main challenging situation was the reduction of volumes in Germany, while the situation tended to stabilize compared to past quarters in other geographies.

**Financial Services & Insurance** revenue was € **544 million**, representing 20% of the Group revenue. The Industry grew by **+7.4%** at constant currency compared to Q1 2020. The activity increased in most of the geographies and was mainly driven by business transformation projects in Northern Europe and new digital banking projects in Growing Markets.

**Public Sector & Defense** revenue was € **579 million** representing 22% of the Group revenue, down **-3.2%** at constant currency. The decrease was primarily due to significant Big Data project delays to subsequent quarters as well as volume reduction in North America.

**Telecom, Media & Technology** represented 14% of the Group revenue and reached € **373 million**, a decline of **-5.0%** at constant currency compared to Q1 2020, with a contrasted performance by geography. While a large worldwide contract with a global technology company started to generate a positive contribution to the Industry, performance was impacted by the base effects of some large deals performed in 2020 and not repeated in 2021.

Revenue generated by **Resources & Services** in the first quarter of 2021 reached € **395 million** representing 15% of the Group revenue. The Industry decreased by **-6.2%** at constant currency compared to Q1 2020 with very different trends across its components. While a strong performance was reported with Utilities customers, the Industry remained impacted by the challenging situation with customers operating in Transportation and Hospitality where the demand continues to be affected by Covid-19.

**Healthcare & Life Sciences** revenue was € **313 million**, up by **+3.4%** compared to Q1 2020 at constant currency and representing 12% of the Group revenue. The Industry grew in most geographies, notably in Northern Europe and in Central Europe, with only the exception of North America which did not

## CIMdata PLM Industry Summary

reiterate in 2021 some large projects delivered in Q1 2020.

### Q1 2021 revenue by Regional Business Unit

<i>In € million</i>	<b>Q1 2021</b>	<b>Q1 2020*</b>	<i>Evolution at constant currency</i>
North America	564	622	-9.4%
Northern Europe	730	688	+6.2%
Central Europe	609	666	-8.5%
Southern Europe	607	596	+1.9%
Growing Markets	181	172	+5.1%
<b>Total</b>	<b>2,692</b>	<b>2,744</b>	<b>-1.9%</b>

\* At constant currency

Revenue in **North America** reached **€ 564 million**, decreasing by **-9.4%** at constant currency. The evolution was impacted by the timing of Covid last year hitting North America later than Europe, volume reduction in Public Sector and one time sales in Q1 2020, which could not be repeated. In addition some projects were postponed from Q1 2021 to subsequent quarters. This could not be compensated by the beginning of the ramp-up of new contracts in the Cloud and Digital transformation as well as Cybersecurity spaces.

Revenue in **Northern Europe** was **€ 730 million**, increasing by **+6.2%** at constant currency. Strong business growth was recorded in Telecom, Media & Technology as well as in Financial Services & Insurance and Healthcare & Life Sciences. At the same time challenges were faced by Public Sector & Defense as well as Resources & Services. Manufacturing remained stable compared to last year.

**Central Europe** reported **€ 609 million** of revenue, down **-8.5%** at constant currency. This mainly resulted from a still challenging situation in the Unified Communications & Collaboration and also in Manufacturing. Thanks to the ramp-up of several new contracts, Healthcare & Life Sciences, Resources & Services and Public Sector & Defense recorded growth, Financial Services & Insurance remained almost flat despite some new projects with large German banking institutions.

Revenue in **Southern Europe** reached **€ 607 million**, increasing by **+1.9%** compared to Q1 2020 at constant currency. The growth of the business was mainly led by the good performance of Public Sector & Defense. Growth was also recorded in Financial Services & Insurance, Resources & Services and Healthcare & Life Sciences. The situation remained challenging in Telecom, Media & Technology and

# CIMdata PLM Industry Summary

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to a lesser extent in Manufacturing.

Revenue reached **€ 181 million** in **Growing Markets**, up **+5.1%** at constant currency. In most of the Industries the activity was stronger with new projects delivered more particularly in Financial Services & Insurance.

## Commercial activity

During the first quarter of 2021, the Group **order entry** reached **€ 2,596 million** representing a **Book-to-Bill ratio** of **96%**, compared to 101% (at constant currency) achieved over the same period last year.

The main new contracts signed over the period were notably in Northern Europe with a large Chemical customer (Manufacturing) and a European telco leader (Telecom, Media & Technology), in Southern Europe with Pierre Fabre and a European leader in Pharmaceuticals (Healthcare & Life Sciences), a leading multi-national automotive manufacturer (Manufacturing) and several contracts with Transportation customers (Resources & Services), and in Central Europe with a large European bank (Financial Services & Insurance) and Bundesagentur für Arbeit (Public Sector & Defense).

Contract renewals of the quarter included notably a leading manufacturer in optical instruments and a large beverage company in Central Europe (Manufacturing), several Public Sector contracts in Southern Europe, and a Telecommunications company in Growing markets.

In line with this dynamic commercial activity, the **full backlog** amounted to **€ 23.2 billion** at the end of March 2021, **+8%** compared to March 2020 at constant currency. It represented **2.1 years of revenue**. The **full qualified pipeline** reached **€ 8.4 billion**, **+14%** compared to March 2020 at constant currency. It represented **9 months of revenue**.

## Human resources

The **total headcount** was **104,485** at the end of March 2021, stable compared to 104,430 at the end of December 2020.

In the first quarter of 2021, the Group hired 4,215 staff, the majority of whom in offshore and nearshore countries.

## Acquisitions

In line with its mid-term plan, the Group announces today the signature of 3 bolt-on acquisitions. All of them belong to the strategic areas defined by the Group to accelerate its business mix change:

- Digital, through the acquisition of Processia, a specialist of Product Lifecycle Management (PLM);
- Security, through the acquisition of cryptovision, specialized in Cryptography solutions and products;
- Big Data and Analytics, through the acquisition of Ipsotek, a leader in Edge and Computer Vision solutions.

## North America Audit Follow-up

The Company made a statement on April 1, 2021 regarding several matters related to two US legal entities. As a reminder, the statutory auditors identified, as part of their 2020 audit, internal control weaknesses over the financial reporting process and revenue recognition in accordance with IFRS 15 leading to several accounting errors, as well as potential risk of override of controls in this respect.

The two US legal entities represent 11% of 2020 Group revenue, they are not related to Syntel.

Despite the additional audit procedures carried out by the statutory auditors in those circumstances, they

## CIMdata PLM Industry Summary

were not able to perform within the timeframe the necessary work to obtain sufficient appropriate audit evidence in respect of revenue recognition or other related account balances of these two US entities and on the absence of material misstatements for the consolidated financial statements. As a result, the statutory auditors issued a qualified opinion due to a limitation of scope on the consolidated financial statements for the year 2020.

As of today the Group has not identified material misstatements for the 2020 consolidated financial statements. However, the conjunction of several accounting errors and internal control weaknesses deserves a serious focus and follow-up by the Group. Therefore, the Company has decided to conduct a full accounting review of the two US legal entities and will give a status update at the time of H1 results.

A strong remediation and prevention plan has been designed under the leadership of the Group General Secretary and is being implemented. It covers areas such as preventive controls, guidelines and documentation, Human Resources review, skilling and organization as well as awareness and training. Complementary analysis is ongoing to ensure that the plan is exhaustive.

### Appendix

#### Revenue at constant scope and exchange rates reconciliation

<i>In € million</i>	<b>Q1 2021</b>	<b>Q1 2020</b>	<b>% change</b>
Statutory revenue	2,692	2,834	-5.0%
Exchange rates effect		-90	
Revenue at constant exchange rates	2,692	2,744	-1.9%
Scope effect		60	
Exchange rates effect on acquired/disposed perimeters		-3	
<b>Revenue at constant scope and exchange rates</b>	<b>2,692</b>	<b>2,801</b>	<b>-3.9%</b>

Scope effects amounted to €+57 million for revenue. They are mainly related to:

- the acquisitions closed in 2020 and Q1 2021 for €+67 million;
- the disposal of some specific Unified Communication & Collaboration activities and Wivertis GmbH in 2020, amounting to a total of €-10 million.

Currency exchange rates effects negatively contributed to revenue for €-90 million. They mostly came from the depreciation of the American dollar, the Pound sterling and the Brazilian real against the Euro

over the period.

## **Conference call**

Today, Tuesday, April 20, 2021, the Group will hold a **conference call** in English at 08:00 am (CET - Paris), chaired by Elie Girard, CEO, in order to comment on Atos' Q1 2021 revenue and answer questions from the financial community.

You can join the **webcast** of the conference:

- on net, in the Investors section
- by telephone with the dial-in, 10 minutes prior the starting time. Please note that if you want to join the webcast by telephone, **you must register in advance of the conference** using the following link:

<http://emea.directeventreg.com/registration/8716748>

Upon registration, you will be provided with Participant Dial In Numbers, a Direct Event Passcode and a unique Registrant ID. Call reminders will also be sent via email the day prior to the event.

During the 10 minutes prior to the beginning of the call, you will need to use the conference access information provided in the email received upon registration.

After the conference, a replay of the webcast will be available on atos.net, in the Investors section.

## **Forthcoming events**

May 12, 2021 Annual General Meeting

July 28, 2021 First semester 2021 results

October 21, 2021 Third quarter 2021 revenue

## ***Bentley Systems to Announce First Quarter 2021 Operating Results; Presenting at Upcoming Investor Conferences***

20 April 2021

Bentley Systems, Incorporated (“Bentley Systems” or the “Company”), the *infrastructure engineering software* company, announced the date for the release of its first quarter 2021 operating results and its presentations at upcoming investor conferences.

### **First Quarter 2021 Operating Results**

Bentley Systems will release first quarter 2021 operating results, before the market opens, on Tuesday, May 11, 2021.

A live Zoom Video Webinar of the event can be accessed at 8:30 a.m. Eastern time that same day through a direct registration link. Alternatively, the event can be accessed from the Events & Presentations page on Bentley Systems' Investor Relations website. A replay and transcript will be available after the conclusion of the live event on Bentley Systems' Investor Relations website.

### **Upcoming Investor Conferences**

David Hollister, Bentley Systems' chief financial officer, will participate in the Daiwa Corporate Day – Companies Gone Public in 2020 and Beyond Virtual Conference on Monday, May 24, 2021.

Greg Bentley, Bentley Systems' chief executive officer, will present at the Baird Global Consumer,

# CIMdata PLM Industry Summary

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Technology & Services Virtual Conference on Tuesday, June 8, 2021.

Greg Bentley will present at the Nasdaq Virtual Investor Conference on Tuesday, June 15, 2021 and Wednesday, June 16, 2021.

A live webcast and replay of the presentations will be available through Bentley Systems' Investor Relations website.

## ***FARO to Announce Financial Results for the First Quarter 2021***

19 April 2021

FARO®, a global leader of 3D measurement, imaging, and realization solutions for the 3D Metrology, AEC (Architecture, Engineering & Construction), and Public Safety Analytics markets, announced that after market close on Wednesday, April 28, 2021, it will release its financial results for the first quarter ended March 31, 2021. In conjunction with the release, Michael D. Burger, President and CEO, and Allen Muhich, Chief Financial Officer, will host a conference call on Thursday, April 29, 2021 at 8:00 a.m. ET.

Interested parties can access the conference call by dialing (877) 876-9176 (U.S.) or +1 (785) 424-1670 (International) and using the passcode FARO. A live webcast will be available in the Investor Relations section of FARO's website at: <https://www.faro.com/about-faro/investor-relations/events>

A replay of the webcast will be available in the Investor Relations section of the company's web site approximately two hours after the conclusion of the call and remain available for approximately 30 calendar days.

## ***Stratasys Conference Call to Discuss First Quarter 2021 Financial Results***

21 April 2021

Stratasys Ltd. will release financial results for the first quarter ended March 31, 2021 on Wednesday, May 5, 2021. The Company plans to hold the conference call to discuss its first quarter 2021 financial results on Wednesday, May 5, 2021 at 8:30 a.m. (ET).

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

<https://78449.themediaframe.com/dataconf/productusers/ssys/mediaframe/44880/index1.html>

To participate by telephone, the U.S. toll-free number is 877-407-0619 and the international dial-in is +1-412-902-1012. Investors are advised to dial into the call at least ten minutes prior to the call to register. The webcast will be available for 6 months at [investors.stratasys.com](https://investors.stratasys.com), or by accessing the above-provided web address.

## Implementation Investments

### ***Akebono selects Solid Edge, Teamcenter X and PROLIM for Digital Transformation***

16 April 2021

Akebono Brake Corporation selects PROLIM to deploy Solid Edge® software and Teamcenter® X software from Siemens Digital Industries Software to drive digital transformation. With more than 90 years of brake design and production expertise employing over 9,000 people worldwide, with over 3,500 in North America, Akebono provides the world's automotive industry with advanced braking and noise, vibration, and harshness (NVH) solutions.

“The combination of Solid Edge and Teamcenter X provides us with a powerful, easy-to-use, and agile product development solution. Teamcenter X will manage our Solid Edge designs and other product-related data, and since it's a SaaS platform with no infrastructure overhead, we can immediately focus on unlocking opportunities for growth and improved efficiencies through digital transformation,” says Corey Minter- Engineering Manager at Akebono Brake Corporation in Elizabethtown, KY.

Teamcenter X, a cloud-based Product Lifecycle Management (PLM)-as-a-service innovation platform, brings the power of the cloud to all users, to help reduce time-to-market and connect distributed, cross-disciplinary teams while improving effectiveness and efficiency at any scale. “Combining traditional PLM with cloud computing allows PLM to be available anywhere and, on any device, reduce IT resource needs, and keep up with the latest innovative technology, while enabling enterprises to move the investment from a capital expenditure to an operational expenditure,” says Prabhu Patil, Founder & CEO of PROLIM.

“Solid Edge is a complete portfolio of product development tools, including mechanical design, simulation, manufacturing and technical publications. Combining that with the instant-on PLM value of Teamcenter X, we offer a comprehensive solution with a very fast return on investment,” said John Miller, Senior Vice President for Mainstream Engineering Software, Siemens Digital Industries Software. “Our partnership with PROLIM enables us to help innovative companies like Akebono achieve their digital transformation goals faster.”

### ***bp and Infosys Announce Strategic Collaboration to Drive Integrated Energy Offers to Reduce Emissions at Campuses and Cities***

22 April 2021

Infosys, a global leader in next-generation digital services and consulting and bp, a global integrated energy company, announced that they have signed a memorandum of understanding (MoU) under which both companies intend to work together to develop an integrated Energy as-a -Service (EaaS) offering that will provide end-to-end management of a customers' energy assets and services.

Together, the companies intend to explore opportunities using bp's energy and mobility expertise and Infosys' digital capabilities to manage energy assets, provide low carbon power, low carbon heating/cooling, and low carbon mobility to campuses, driven by an AI based digital platform. bp's integrated energy offer draws on technologies and businesses in solar and wind together with gas for power, fuels, electric vehicle charging, battery swapping and advanced mobility solutions.

# CIMdata PLM Industry Summary

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The integrated Energy-as-a-Service solution aims to enable Infosys campuses to access reliable low carbon energy and mobility options, use energy more efficiently, and to optimize supply and demand across multiple users and assets, without having to invest in additional energy infrastructure.

Following a pilot at Infosys' Pune campus, the companies intend to extend the offer to other Infosys campuses and explore opportunities to manage energy and reduce emissions at industrial and business parks as well as cities.

Infosys achieved carbon neutrality in 2020 - 30 years ahead of the timeline set by the Paris Agreement. bp has an ambition to become a net zero company by 2050 or sooner and help the world get to net zero. Together both companies see potential in applying digital services to integrated energy solutions and help decarbonize corporations and cities.

**Pravin Rao, Chief Operating Officer, Infosys**, said, "Digitization will act as a driver for decarbonization and building work and living spaces of the future. With the present advancement in technology, we can create solutions that provide positive impulses, transparency, control, and enhanced decision-making. Infosys has had a long-standing commitment towards sustainability. We have crafted ambitious ESG goals for the next decade, continuing to focus on reducing emissions and co-creating solutions for a no/low carbon future. bp – our strategic partner for the last 16 years – shares our ambitions for a net zero carbon future and this partnership gives us a perfect opportunity to co-innovate and co-create the Integrated Energy and mobility offering leveraging Infosys digital prowess and bp's expertise in sustainable energy solutions. Together we will strive towards a cleaner and greener future."

**Sashi Mukundan, President, bp India and SVP bp group**, said, "Integrated energy and mobility solutions have huge potential to enable clean cities powered by low carbon energy, and digital platforms are a vital component. We are excited to work with Infosys to explore how digitally-enabled integrated energy can deliver reliable, efficient and low carbon energy for Infosys campuses. Through this strategic collaboration bp and Infosys can combine our capabilities to manage energy for Infosys in India, and in time take this offer to other campuses, industrial parks and cities, to help the world decarbonise faster."

## ***Capgemini co-creates solutions to accelerate the future of recycling in Southeast Asia with Heng Hiap Industries***

21 April 2021

Capgemini announced that it is working with Heng Hiap Industries, a fully integrated plastic recycling company in Malaysia with 19 years of experience, to design an innovative business roadmap for a new mobile application, which rewards and simplifies the process of plastic waste recycling for consumers in their communities.

Heng Hiap Industries works with over 28,000 domestic plastic recyclers to buy and convert plastic scraps into high performance resin before selling it to clients that include top South Korean appliance manufacturers and Japanese automotive companies. However, the company was struggling to keep pace with the demand for quality recycled plastic as the collection processes were manual and complex, involving pen and paper transactions as well as in-person negotiation.

By digitally transforming its plastic recycling operations, Heng Hiap aims to collect more and better-quality plastic by extending its collection infrastructure beyond informal collectors and grassroots recyclers, all the way to the household level, through a simplified and user friendly collection process. In the long term, the plastic recycling company envisions creating a truly circular economy for plastics by

# CIMdata PLM Industry Summary

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helping its business-to-business (B2B) customers address the growing pressure from eco-conscious consumers for greater transparency and traceability.

Through research and design-thinking based collaboration with Heng Hiap, a team comprising experts from Capgemini's Applied Innovation Exchange (AIE) and its specialists in design and digital customer experience created a 5-year business model to help make the company's vision into a reality. The team had a clear focus on a number of key success factors: leveraging conscious consumers as driving the demand for recycled plastics; making the adoption of the solution attractive to both collectors and consumers; and providing a solution that meets the public compliance and sustainability commitments of the brands that consumers love.

Reimagining the way consumers recycle plastics using mobile technology

One of the central elements proposed is a mobile application designed to revolutionize the plastic recycling process by introducing a new way for consumers to recycle their waste. Through the app, consumers can request a pickup of their recyclables from their doorstep while collectors can respond to requests, plan routes, track consumer satisfaction ratings, and receive payments digitally. Not only does the app make collection easier, it also motivates consumers to recycle their plastic waste through gamifying the process by earning points each time they recycle their plastics. This solution helps introduce a new source of plastic directly from households, that can be sorted and cleaned, and enhances visibility on the transportation and overall processing of plastic waste.

*"In short, we make plastic recycling simple, convenient, and worthwhile," said Seah Kian Hoe, Founder and Managing Director of Heng Hiap Industries. "With integrated traceability and digitization innovations, we can achieve a greener world and keep waste out of the ground and oceans for good. Capgemini is a believer in digitalization and sustainability, hence we chose them as our innovation partner for expansion, particularly in the Southeast Asia region. We are truly excited to see where our partnership goes."*

*"We are very pleased that Heng Hiap Industries has placed their confidence in Capgemini for this meaningful collaboration, which challenges the traditional model of plastic consumption and is set to reshape the future of plastic recycling in the region," said Sumit Nurpuri, Chief Operating Officer of Capgemini in Southeast Asia, Hong Kong and Taiwan. "The greatest environmental impact we can have is through the services that we create and deliver to our clients and this successful partnership is yet another proof point of Capgemini's capabilities to rewrite the playbook and translate sustainability and inclusivity into revenue-generating business imperatives."*

Capgemini believes that digital transformation should benefit all of humanity and this collaboration with Heng Hiap Industries is a testament to its purpose of unleashing human energy through technology for an inclusive and sustainable future.

## **Capgemini Invent in Spain awarded a consultancy contract by the European Union Intellectual Property Office**

20 April 2021

Capgemini Invent in Spain announced that it has been awarded by the European Union Intellectual Property Office (EUIPO) a one-year framework contract renewable for up to three additional one-year periods. The consortium led from Spain by Capgemini Invent, and including Uni Systems, will support EUIPO in providing general consultancy, audits, studies and project management services.

# CIMdata PLM Industry Summary

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The consulting services provided by the consortium are in the following areas:

- General consultancy, including the provision of customized, individual, non-standard information and/or advice for high-level and strategic matters that are related to the areas of competence and tasks of EUIPO.
- Audit, which aims at providing independent assurance that EUIPO's risk management, governance and internal control processes are operating effectively. They will result in analyses, appraisals, recommendations, advice and information concerning the activities reviewed.
- Studies, including the investigation and analysis of a subject matter related to core activities of EUIPO, intellectual property matters, or to a topic supporting the work of the office.

The EUIPO is a decentralized agency of the EU, based in Alicante, Spain. It manages the registration of the European Union trademark (EUTM) and the registered Community design (RCD), both of which provide intellectual property protection in all EU Member States.

*"We are proud to be accompanying EUIPO in its project management over the coming years. EUIPO plays a key role in safeguarding intellectual property, and is therefore, instrumental in enabling and driving innovation across the European Union,"* says Laurent Perea, Managing Director of Capgemini Invent in Spain.

## ***Capgemini supports ERES, the luxury fashion house, in the redesign of its e-commerce site***

21 April 2021

ERES has chosen Capgemini to assist in the redesign of its e-commerce site to facilitate the user journey and deliver a high quality customer experience. The online store was deployed Europe-wide in March 2020 and has enabled ERES to maintain its connection with its customers during the health crisis and to offer them a personalized digital experience. The site has been accessible in the United States since November 2020.

In 2015, ERES turned digital by deciding to undertake an activity that would quickly prove to be strategic: e-commerce. After the first years of development and development of customer loyalty online, ERES wanted to take a new step and redesign the ergonomics of its site to adapt to new consumer expectations and market best practices.

Following a request for proposal, ERES chose Capgemini's teams, experts in the Salesforce Commerce Cloud solution that ERES had chosen for its e-commerce development. Capgemini advised ERES to combine the power of Salesforce Commerce Cloud's native functionality with the company's usage and customization needs.

An aesthetic, harmonious, and accessible site

Capgemini also demonstrated its ability to meet the various challenges involved in creating an effective e-commerce site: the demanding graphic universe created with the design agency, which was awarded by the Top/Com d'Or 2020 in France in the e-commerce site category, the challenges related to Search Engine Optimization as well as the quality of the content and visuals. The Capgemini teams designed a site that is accessible to all (including users with disabilities) and a "Mix and Match" functionality that allows ERES customers to immediately put together a two-piece swimsuit or lingerie set.

A website that can be adapted internationally

# CIMdata PLM Industry Summary

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Building on the success of its European e-commerce site, ERES entrusted Capgemini with the creation of a version of the site for the U.S. market, which went live in November 2020.

*“Capgemini’s teams listened to our brand’s needs and provided guidance and advice to enable ERES to make the best choices to reconcile strategic challenges and operational constraints. In addition to their technical expertise, Capgemini has proven to be a trusted partner, keeping their commitments and demonstrating responsiveness and adaptability to best serve ERES’ interests. The launch of the European site was a first step in the collaboration between our companies: it was without hesitation that ERES chose to entrust the maintenance of its site, as well as its new e-commerce launch projects, to Capgemini,”* said Vanessa Méheut, Eres’ e-commerce manager.

*“ERES understood even before the health crisis the importance of redesigning their online business to create a personalized, quality digital experience for its customers on the one hand, and to facilitate site management by ERES administrators on the other. With the support of our Salesforce experts, ERES set up its e-commerce site just before the first lockdown in March 2020.”* Thomas Hallais, Account Executive Capgemini in France.

## **HCL TO DRIVE END-TO-END IT TRANSFORMATION AT UD TRUCKS**

19 April 2021

HCL Technologies (HCL), a leading global technology company, announced it has signed a multi-million dollar digital transformation and hybrid cloud contract with UD Trucks, a leading Japanese commercial vehicle solutions provider. HCL will deliver end-to-end IT transformation spanning across digital platforms, agile digital application development, migration, support and maintenance and digital workplace services. With this new partnership, HCL will further accelerate UD Trucks’ digital transformation journey.

Recent changes in its operational structure have required UD Trucks to build and migrate to its own dedicated IT environment, while at the same time ensuring service continuity. HCL was selected due to its extensive capabilities in managing both legacy and next-generation technologies, best-in-class IT transformation frameworks, dynamic cybersecurity services and deep domain expertise from working with other major automotive brands. By moving to a new next-generation IT environment, UD Trucks aims at leveraging the power of cloud and IoT while providing its employees globally with an enhanced user experience.

“Migrating our infrastructure and business-critical applications is of strategic importance to UD Trucks in our accelerated digitalization journey,” said Satish Rajkumar, Senior Vice President Digital Solutions & IT, UD Trucks. “HCL’s deep understanding of our existing IT footprint, combined with its leading-edge transformation capabilities, made it the standout choice. We have full confidence that HCL will help us build a world-class IT environment to enable us to go the extra mile for our employees and customers.”

“When signing such an important deal, you not only check that the technical capabilities are there for today and the foreseeable future, you also deeply assess the partnership you are entering into to see how it matches your values and long-term ambitions,” added Nicolas Gendre, Senior Vice President Purchasing, UD Trucks.

“As automotive brands look to accelerate their digital transformation and embrace the cloud, they need a partner like HCL to successfully navigate the complexity of IT ecosystems and have a digital foundation

# CIMdata PLM Industry Summary

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ready for the future,” said Pankaj Tagra, CVP & Head – Nordic and DACH, HCL Technologies. “Corporate transitions create special scenarios which require expertise at the intersection of end-to-end business processes and technology. Our engagement with UD Trucks is a fantastic illustration of how HCL can support setting up core IT capabilities leveraging HCL’s Cloud Smart strategy and accelerate next-generation digital services for our clients.”

## ***iBASEt Partners with Combitech, Expanding Nordic Presence***

21 April 2021

iBASEt, the company that simplifies how complex products are built and maintained, announced a new partnership with Combitech, an independent subsidiary of defense and security company Saab AB. This partnership reaffirms iBASEt’s commitment to serving manufacturers in the Nordic region producing highly engineered, regulated, and complex products.

Digital transformation across manufacturing operations is difficult, time consuming, and resource intensive. Manufacturers on their Industry 4.0 journey need partners and trusted advisors to work with to follow the right path to maximize return on investment.

iBASEt’s manufacturing software solutions can dramatically accelerate the adoption of digital ecosystems and the deployment of new, transformative technologies. These solutions, together with Combitech’s capabilities in digitalization and existing partnerships in the Nordic industrial landscape, unlocks new resources in this marketplace.

“We are impressed with the innovation iBASEt has introduced in its Solumina iSeries solutions that should accelerate the time-to-value for our clients,” said Stina Svensson, Business Area Manager, Combitech. “We see many new opportunities on how to work together and drive productivity improvement from Industry 4.0 programs across our client’s operations.”

“iBASEt is dedicated to simplifying how complex, discrete manufacturing operations can be managed to achieve greater operational resilience, performance, and accelerated operations decision making,” said Michel Gadbois, Vice President, Industry Solutions at iBASEt. “We are excited to work with Combitech to open new markets while providing expanded solution coverage in the Nordics.”

## ***Japan’s Atena Corporation Builds Business Platform with Infor on AWS to Support Growth in Logistics Services***

22 April 2021

Infor Japan KK, the Japanese subsidiary of Infor, and Atena Corporation, Japan's leading provider of direct marketing and outsourcing services, today announced the go-live of Infor Warehouse Management System (WMS), implemented on Amazon Web Services (AWS) cloud environment. Atena has developed a digital transformation (DX) platform for supporting its growth in logistics, which has the flexibility to handle rapid growth in transactions that triples in amount during peak periods, and possesses functionalities required for its new businesses — such as B2C (business-to-consumer) and 3PLs (third-party logistics) in specific industries. The Infor solution is fully operational in Atena's distribution centers across Japan.

# CIMdata PLM Industry Summary

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As part of its business expansion plan, Atena has been developing outsourcing business in direct marketing since its establishment in 1968, focusing on mailing, logistics, and contact centers. Atena operates logistics services from logistics sites in Japan that measure over 33,000 square meters in total, distributing more than 5 million packages of mainly B2B sales promotion materials every year. Although Atena has been using a logistics services platform since 2009, the system became “locked in” with repeated customizations, and this impacted the ability to scale the system for performance improvements and the enhancement of functionalities.

After evaluating more than 10 warehouse management systems, Atena chose to replace its legacy system with Infor WMS, to support its focus business areas in D2C (direct-to-consumer) and 3PL in specific fields. Infor WMS is built on the AWS cloud environment to reduce operational and maintenance costs, while providing scalability to handle logistics transactions that fluctuate greatly between busy and slow seasons.

Digitization through Infor WMS has also enabled standardization across the company’s logistics operation, which together with other benefits such as improved processing performance and reduced operation and maintenance costs through migration to the cloud, resulted in reduced labor costs and total cost of ownership (TCO). The logistics services team at Atena has been actively involved in this project from the start, reducing large customizations and building an operations system without delegating externally through the rich functionality of Infor WMS. Going forward, Atena plans to continuously expand its initiatives to promote DX by using Infor WMS, which will include rebuilding business processes with robotic process automation (RPA).

“To achieve our mission of providing various support for every need of our customers, we have to drive digital transformation with a sense of urgency without relying on external resources,” said Yoshiaki Taniguchi, Atena Corporation operation officer and general manager of Digital BPO Service Department. “By building a cloud-based Infor WMS roll-out with rich functionality specialized by industry, we are able to focus on new initiatives that lead to business growth while improving business operations, and we can accumulate in-house knowledge and continue our transformation.”

## ***NLR - ROYAL NETHERLANDS AEROSPACE CENTRE SELECTS DELTEK TO POWER ITS BUSINESS***

22 April 2021

Deltek, the leading global provider of software and solutions for project-based businesses, announced that NLR - Royal Netherlands Aerospace Centre has selected Deltek as its ERP partner to power its business.

NLR’s mission is to make air operations and space exploration safer, more sustainable and more efficient. It’s multidisciplinary approach focuses on developing new and cost effective technologies for aviation and space, from design support to production technology and MRO (Maintenance, Repair and Overhaul). With its unique expertise and state of the art facilities, NLR is bridging the gap between research and application.

Headquartered in The Netherlands, NLR employs over 650 employees at its offices in Amsterdam, Marknesse, Noordwijk and Rotterdam. The organization was looking to consolidate its systems by using one integrated solution that could do it all – provide real-time data, improve efficiency in business processes to help it run its business. After a thorough vetting process including other major on premises

# CIMdata PLM Industry Summary

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ERP providers, NLR selected Deltek because of its industry knowledge and Deltek's ability to help its firm deliver projects efficiently and with scale.

"Organizations like NLR rely on their business systems to scale, as well as deliver the data they need for real-time project insight," said Neil Davidson, Regional Vice President at Deltek. "Deltek ERP will help NLR do just that. Deltek will give the organization complete visibility, control and insight into its projects. We build our solutions with the user in mind, allowing tight, efficient, and scalable control. We are thrilled that NLR is joining Deltek Project Nation, and we look forward to supporting its mission and not only meeting, but exceeding, expectations."

"We were very pleased with Deltek's understanding of our requirements in relation to the aerospace industry. The Deltek team has a firm grasp on what we need an ERP to do for our organization so that our employees have the tools for effective project management and making mission-critical decisions," said Michel Brouwer, Project Manager at Royal NLR. "We look forward to utilizing the full potential of our Deltek solution once its implemented."

## ***OPEN MIND helps contractor manufacturer BAM automate its processes***

16 April 2021

BAM GmbH, based in Weiden, Bavaria, is going all in with digital processes in an effort to further reduce costs and project times in contract manufacturing. With the support of OPEN MIND Technologies AG, BAM has used *hyperMILL*<sup>®</sup> AUTOMATION Center to streamline and markedly speed up CAM programming, which represents the final digital step in the transition from the customer design to the finished workpiece. Automation has helped reduce CAM programming times in *hyperMILL*<sup>®</sup> by 70 to 80 percent.

"Thanks to the powerful 2.5D, 3D and 5axis cycles of *hyperMILL*<sup>®</sup>, we have succeeded in reducing setup and programming times at the machining centers, resulting in increased efficiency and higher capacity utilization," states Stefan Bauer, Head of Manufacturing at BAM GmbH. "With its feature technology, macro databases and associated process, *hyperMILL*<sup>®</sup> also provides a solid basis to automate programming and significantly reduce time expenditure by reusing pre-existing programming know-how."

*hyperMILL*<sup>®</sup> AUTOMATION Center is built on feature and macro technology, allowing any user to standardize machining steps and automatically apply them to new workpieces. OPEN MIND honed and optimized the process for use at BAM. To handle a wide variety of orders and workpieces, the CAD/CAM manufacturer integrated an interactive user guide which uses a few parameters to control automated programming.

Support from the CAM Developer

Marco Bauer, Managing Director of BAM GmbH, is extremely satisfied with the support provided by the team of *hyperMILL*<sup>®</sup> experts: "The competent OPEN MIND staff always provide us with expert support, even when dealing with highly complex applications and exotic projects. One of the key factors for us was that OPEN MIND develops their software in-house. As a result, we were able to obtain customized functions for our automation projects very rapidly, which has helped us improve leaps and bounds."

# CIMdata PLM Industry Summary

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## ***Partnership Enables Remote Workers to Collaborate in the Cloud and Work Seamlessly with Advanced Digital Tools***

19 April 2021

AVEVA, a global leader in industrial software, driving digital transformation and sustainability, announced that it has extended its long term relationship with Aker Solutions to help accelerate the company's digital transformation strategy.

The two organizations will work together to deploy new engineering capabilities which will enable multi-discipline teams to work effectively together to develop and maintain the detailed definition of all the key operational items as well as deliver the full range of AVEVA's process simulation, design, engineering, and lifecycle management technologies.

The extended partnership which now comprises most of AVEVA's Engineering offerings, including AVEVA™ E3D Design, AVEVA Enterprise Resource Management, AVEVA Asset Information Management, and AVEVA Point Cloud Manager, will further strengthen Aker Solutions and AVEVA's relationship.

Aker Solutions is one of AVEVA's top 100 customers. The renewal of the agreement will extend the existing strategic partnership and secure AVEVA's position as a leading industrial software solutions provider on the Norwegian continental shelf.

Kjetel Digre, CEO of Aker Solutions said, "We are pleased to extend our long-term partnership with AVEVA. Digitalization across our work processes is an enabler for our strategy and growth objectives. We are committed to creating a sustainable energy future to address the need to lower the carbon footprint through usage of advanced digital technology."

Craig Hayman CEO of AVEVA also commented, "Our goal is to work with our customers to help them innovate and drive sustainability and the breath of our portfolio is enabling organizations like Aker Solutions to deploy faster, reduce energy consumption, cut emissions, and collaborate around innovation, boosting sustainable outcomes for all."

"Our proven industrial software expertise, enhanced by the cloud and infused with Artificial Intelligence, means we have an unsurpassed understanding as well as the capabilities to deliver sustainability best practices. The scale and scope of our cloud offerings help to support digitally transformed ways of working to facilitate improved engineering, operations & performance resulting in diverse environmental benefits for our customers," concluded Hayman.

## ***Siemens Digital Industries Software partners with Siemens Energy to simulate next generation of energy systems***

23 April 2021

Siemens Digital Industries Software announced the adoption of Simcenter™ software as the core simulation technology for the Generation Division of Siemens Energy AG in developing its next generation energy systems. Siemens Energy's Generation Division has long partnered with Siemens Digital Industries Software for design and simulation and now, through expanded use of the Simcenter portfolio, the company has adopted a new approach to simulation that is reducing time to market and improved reliability.

# CIMdata PLM Industry Summary

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“Siemens Digital Industries Software and the Generation Division of Siemens Energy share more than the name Siemens – we are both committed to pushing the boundaries of technology to more efficiently deliver the most reliable solutions to our customers,” said Jean-Claude Ercolanelli, Senior Vice President of Simulation and Test Solutions, Siemens Digital Industries Software. “We thank Siemens Energy for selecting Simcenter, part of the Xcelerator portfolio, as their simulation platform as they develop the next generation of sustainable, reliable and affordable energy systems.”

The collaboration is fostering concurrent multiple-disciplinary optimization that encompasses feature-based geometry, reacting flow, conjugate heat transfer, and automated dataflow between analyses. This effort has resulted in increased product efficiency, longer life, and lowered emissions. The shift has enabled the Generation Division of Siemens Energy to manage the transition from historical methods and tools to new methods and applications, providing an integrated data flow across the design chain by breaking down discipline silos. It has also enabled a deeper, more engaged relationship between software developers and designers.

To bring concurrent engineering vision into focus, wide-ranging tools have been used that include Simcenter™ 3D software for parametric feature based geometric models and nonlinear structural analysis including consideration of material creep; HEEDS™ software for automated simulation workflows; Simcenter™ STAR-CCM+™ software for combustion and thermal analysis; and the extendable NX™ software environment with connectors for integrated design tools.

“Through increased use of robust design methodologies for innovative trusted product designs, improved simulation workflows for product R&D effectiveness and use of advanced physics-based simulation for early critical design decisions, Simcenter is enabling the Generation division of Siemens Energy to deliver more reliable products to our customers, more quickly,” said Paul Garbett, Director of Engineering, Large Gas Turbine Modules, Siemens Energy, Generation Division.

## ***SKECHERS China Reinforces Digitalization Strategy with Centric PLM***

19 April 2021

SKECHERS China has selected Centric Software’s Product Lifecycle Management (PLM) solution for the second time, now expanding Centric PLM to its footwear business. 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 1992, SKECHERS is the second-largest footwear brand in the US market. SKECHERS USA and Hong Kong Luen Thai Corporation co-founded SKECHERS China in 2007, and SKECHERS China has successfully expanded across China, Southeast Asia and South Korea.

SKECHERS China selected Centric PLM in 2017 for its expanding apparel business, and has successfully been working with the solution to manage the entire product lifecycle, improve collaboration between design teams and suppliers in order to greatly accelerate the digitalization of R&D and production.

In 2020, SKECHERS China decided to implement Centric Footwear PLM for its footwear business to address issues such as data fragmentation, information inconsistencies and coordination challenges. The project has three goals: to build a unified digital collaborative operations platform; to visually display the product portfolio for selection decisions; and to improve closed loop informatization and digital

# CIMdata PLM Industry Summary

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capabilities. Using Centric PLM, the SKECHERS China footwear team also intends to actively develop styles for the domestic market in response to demand.

“We have thoroughly enjoyed our cooperation with Centric Software and are impressed by the product innovation capabilities and professionalism of the Centric team,” says Alfred Yu, PLM Project Manager of SKECHERS’ footwear business. “We highly anticipate the value that will be created by Centric PLM in the future, and we will work closely with the Centric Software team to make this project a great success.”

“We have maintained close cooperation with SKECHERS China for many years and we are very pleased that SKECHERS has chosen Centric Software again to provide a digital foundation for its footwear business,” says Chris Groves, President and CEO of Centric Software. “We look forward to continuing to empower the business development of SKECHERS China and helping them to achieve their growth goals.”

## ***Synopsys AI-Driven Design System Enables Renesas to Achieve Breakthrough in Productivity***

15 April 2021

Synopsys, Inc. announced the adoption of DSO.ai™ (Design Space Optimization AI), Synopsys' award-winning autonomous artificial intelligence (AI) design system, by Renesas into its advanced automotive chip design environment. With DSO.ai's reinforcement learning technology, Renesas can augment its ability to search vast design spaces for better performance-power-area (PPA) solutions, pushing the envelope on energy efficiency for advanced automotive ICs without forgoing operating frequency. This enables Renesas to explore a larger scale of choices in existing chip design workflows, paving an accelerated path to meeting PPA targets.

"Our collaboration with Synopsys on DSO.ai exemplifies how AI can lead to disruptive design solutions, revolutionizing the way we design automotive products," said Satoshi Shibatani, director, Digital Design Technology Department, shared R&D EDA division at Renesas. "We expect that DSO.ai will identify better PPA solutions, and going forward, we are excited to expand our collaboration with Synopsys to unlock higher productivity for our design teams."

Synopsys' DSO.ai solution demonstrates AI technology advantages and accelerates the process of searching for optimal solutions by enabling autonomous optimization of broad design spaces. The DSO.ai engines ingest large data streams generated by chip design tools and use them to explore search spaces, observe how a design evolves and adjust design choices, silicon-technology parameters and workflows to guide the exploration process towards multi-dimensional optimization objectives. AI makes it possible to standardize reuse across the organization, enabling design teams to consistently operate at expert levels and maximize compute resources' efficiency. With Synopsys DSO.ai, design teams can reimagine the chip design workflow to achieve better PPA, maximize the benefits of silicon process technologies, and slash lead times to bringing new or derivative products to market.

# CIMdata PLM Industry Summary

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"Synopsys is committed to innovation leadership and working closely with leading semiconductor companies, like Renesas, on AI design technology," said Stelios Diamantidis, senior director of Artificial Intelligence solutions at Synopsys. "In only its first year in the market, DSO.ai has already helped many customers achieve better PPA solutions in dozens of design projects – all at a fraction of the time and effort typically involved. AI is giving EDA a new dimension for addressing the increased complexity of silicon technologies, accelerating product timelines, and enabling engineering teams to scale."

## ***TCS' ERP on Cloud Platform to Help Wavin Drive Growth in New Markets***

22 April 2021

Tata Consultancy Services (TCS), a leading global IT services, consulting and business solutions organization, announced that Wavin, a Netherlands-based global innovative solutions provider for the building and infrastructure industry, has successfully deployed the TCS ERP on Cloud platform to achieve its business expansion in new growth markets in Indonesia and India.

To realize its growth strategy in newer markets in the Asia-Pacific region, Wavin was looking for an ERP solution that could deploy quickly, was easy for users to learn and adopt, and was resilient and scalable. The company selected the TCS ERP on Cloud platform that provides hosted ERP applications and services that can be rolled out rapidly across core enterprise processes such as procurement, supply chain management, manufacturing, sales and distribution, finance and accounting.

The new platform will help Wavin drive growth in new markets, leveraging its best-in-class process designs, its intuitive user interface to promote quick adoption, and its real-time analytics and insights for superior decision making.

*"The partnership with TCS for their ERP on Cloud platform is pivotal to our expansion strategy and cloud first approach,"* said **Allan Jones, Global VP – IT, Wavin**. *"By leveraging the out-of-the-box solution with TCS' experience in localized deployments, end to end capabilities and single point of accountability will enable faster deployment, better user adoption, resilient and scalable processes."*

*"We are delighted to partner with Wavin in their business expansion journey in the Asia-Pacific region. Our ready-to-deploy ERP on Cloud platform with pre-configured processes and embedded best practices delivers unparalleled value to our customers and helps them succeed in the digital economy,"* said **Raj Agrawal, Global Head, TCS Platform Solutions**.

The TCS ERP on Cloud Platform offers hosted ERP applications and services for global enterprises keen to benefit from TCS' solution frameworks, alliance partnerships, ERP expertise and flexible business models. It is hosted on a highly secured and accredited public or private cloud environment and offered through Software-as-a-Service and Business-Process-as-a-Service models, providing a single point of ownership, improved performance metrics and adherence to service level agreements.

# CIMdata PLM Industry Summary

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## ***Van Oord and Ansys Accelerate the Design of Highly Sustainable Offshore Wind Turbines***

16 April 2021

Van Oord is working with Ansys to speed environmental sustainability while expediting new product designs for the offshore wind turbine industry. Ansys is aiding Van Oord engineers in their development of cutting-edge wind turbine foundations, helping them increase product quality and deliver new innovations to market faster than ever before.

Designing wind turbine foundations typically requires Van Oord engineers to invest considerable time developing numerous complex, dynamic analysis finite element models. To accelerate and optimize the simulation process, Van Oord's engineering team worked with Ansys channel partner Infinite Simulation Systems B.V. to harness Ansys® Mechanical™ and Ansys® Cloud™, which spurred design optimization, significantly shortened product development timelines and boosted the efficiency of next-gen offshore wind turbines.

Leveraging Mechanical and Ansys Cloud empowers Van Oord engineers to rapidly run 5x more design iterations on Cloud to predict the performance of advanced wind turbine foundations and enhance the fabrication processes while reducing project risks and speeding supply chain negotiations. As a result, simulations that required a week to run on multiple costly workstations now run overnight, delivering a 7x improvement in time savings, while greatly decreasing risk of production delay.

“Van Oord engineers employ Ansys Cloud to spur new product innovation and solve the ever-growing number of Mechanical models, which may feature over 5.5 million degrees of freedom, 1.8 million nodes and 550,000 elements,” said Ralph Luiken, engineering specialist at Van Oord. “Historically, these massive models each required 150 hours to run, however, with Ansys Cloud, our team has reduced run times to less than 24 hours per simulation. This has substantially sped up product development, enabled us to expediate our negotiations with foundation steel suppliers and expedited delivery to our global customers.”

“Ansys is proud to join forces with Van Oord engineers to fast-track their R&D efforts and help achieve their sustainability goals by creating highly efficient offshore wind turbine foundations that deliver renewable energy to millions of households worldwide,” said Shane Emswiler, senior vice president at Ansys. “Ansys Cloud is built specifically for our flagship solvers, powering push-button access to Microsoft Azure Cloud computing resources. This significantly speeds up the wind turbine foundation design and analysis process for Van Oord engineers, equipping them to improve the production efficiency of new products and elevate offshore wind energy to greater heights.”

On April 20<sup>th</sup> and 21<sup>st</sup>, Van Oord will present “Hands-on Experience with Ansys Cloud Computing: Accelerating Complex Engineering Simulations within the Offshore Wind Industry” at Simulation World 2021.

## ***View Hotels Revolutionises Operations with Infor for Enhanced Business Agility and Workplace Flexibility***

22 April 2021

Infor, the industry cloud company, announced that View Hotels has deployed Infor Hospitality Management Solution (HMS) and Interfaces across its three Australian Hotels to better leverage the

# CIMdata PLM Industry Summary

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cloud for data insights, marketing and remote working.

In the few months of using Infor's robust cloud platform, View Hotels has already seen tremendous success in generating valuable customer insights leading to increased revenue. Ensuring it securely stores and uses data in compliance with current and future regulations is key.

Mimi Wong and Neil Wong, owners of the View Hotels chain, selected Infor to completely replace its existing legacy solution as a means to change the hotel chain's culture and productivity.

"The decision to select Infor was made precoronavirus pandemic. We recognised the need to change the way we conduct our business activities. We needed a reliable partner that can deliver a central platform that communicates with every department. Every person who uses the system must be able to access the information and use the built-in tools to do his or her job. Implementation and training went ahead virtually, and we clearly see the benefits of Infor," said Neil.

Other benefits of Infor HMS for View Hotels include:

- Improving guest experience and reducing friction at transaction points by adopting quick, easy-to-use customer contact modules and applications that are supported by mobility solutions
- Enabling mobile access for operating teams and management to be able to check hotel status, review guest information, process tasks, run reports and more, even when off-site and working from home
- Providing detailed insights into business performance utilising business intelligence (BI) tools and reporting systems to facilitate revenue and profitability optimisation

"We're thrilled to be selected by View Hotels as its primary hospitality technology supplier and to be recognised as a trusted partner in its journey to deliver a cloud-first, streamlined business," said Eric Wong, vice president, hospitality, Infor Asia Pacific. "Infor HMS will help View Hotels align its departments onto one 'true' platform, and enable sales, marketing, finance, revenue, and other key business units to use the solution as a primary tool for accomplishing tasks.

"Previously, View Hotels operated a bank of standalone servers at each hotel, which needed servicing and upkeep, and software that required manual updates throughout the year. With Infor HMS, View Hotels is streamlining daily activities for hotel operations through optimised and intuitive user interfaces that improve task efficiency and reduce manual procedures," Eric Wong said.

## ***Woolpert Contracted to Provide CAD, GIS, BIM Services for Greater Orlando Aviation Authority***

14 April 2021

Woolpert was selected by the Greater Orlando Aviation Authority to provide computer-aided design, GIS, building information modeling and related services under a five-year, \$1.5 million contract. GOAA owns and operates Orlando International Airport (MCO) and Orlando Executive Airport (ORL).

Woolpert will create, maintain and integrate new and existing CAD, GIS and BIM datasets to support airport operations and the comprehensive growth and improvement strategies outlined in GOAA's \$3.5 billion capital improvement program. Woolpert also will develop standards and specifications for the application of these data that align with national CAD and BIM standards and the Federal Aviation Administration's Airports GIS Program.

# CIMdata PLM Industry Summary

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“GOAA is leveraging proven aviation and geospatial technologies to continually make its airport operations safer, more efficient and better equipped to handle evolving industry and passenger needs,” Woolpert Project Manager Paul Akers said. “Woolpert has implemented hundreds of successful data integration projects for aviation, municipal, federal and private sector clients across the country, and we have been serving the Orlando area for the last 15 years. We are honored to be able to field a nationally recognized, regionally known team to ensure all GOAA’s needs are met.”

Orlando International Airport is among the top 10 busiest airports in the country and saw more passenger traffic than any other U.S. airport during the 2020-21 holiday season. Orlando Executive Airport also had its busiest December since 2007 last year, with total operations up 27% in 2020 as compared to December 2019.

This contract is now underway.

## Product News

### *Altium Announces Cloud Platform To Connect Electronics Industry Ecosystem*

20 April 2021

Altium LLC is announcing the launch of Nexar, the cloud-based partner platform designed to connect the rapidly growing community of Altium 365 PCB design users and their companies with the software, suppliers, and manufacturers needed to transform ideas into smart & connected products.

Electronics industry researchers estimate that there are 31 billion internet-connected devices in the world today, with consumer demand growing that number to 75 billion by 2025. Growth of that magnitude is driving the need to reimagine the way that the electronics industry works together, evolving from “tool chains” and isolated job functions to integrated environments and collaborative workflows.

Over 5,000 companies and 11,000 users have already adopted the Altium 365 cloud platform for electronics design. With the introduction of Nexar, partners can join this ecosystem of electronics innovators to make valuable software and services available to Altium 365 users.

“Altium is committed to making our vision for industry transformation a reality,” said Ted Pawela, Chief Ecosystem Officer at Altium. “Design, supply chain, and manufacturing stakeholders today operate largely in isolation from one another. By bringing them together on a collaborative, cloud platform, we have the opportunity to dramatically accelerate the industry’s ability to introduce new products.”

Some of the ways that partners can use Nexar’s open API include integrating with Altium 365 and Altium NEXUS; presenting reliable, up-to-date component data from the Octopart search engine, and embedding ready to use “embeds” such as the Altium 365 ECAD viewer on web pages or within an application.

Important partner categories for the Nexar ecosystem include:

- Software companies, including ECAD, MCAD, CAE, PLM, and ERP
- Board fabricators and Electronic Manufacturing Service (EMS) companies
- Electronic component distributors and manufacturers
- Engineering service providers

While these categories are anticipated, there are no restrictions on who can become a Nexar ecosystem

partner, and no costs are involved. “Our goal is to build a vibrant ecosystem of customers and partners who benefit from each other’s participation”, said Pawela. “We are doing everything possible to make the experience of joining this ecosystem frictionless.”

## ***Cadence Extends Popular Tensilica Vision and AI DSP IP Product Line with New DSPs Targeting High-End and Always-On Applications***

22 April 2021

Cadence Design Systems, Inc. expanded its popular Tensilica<sup>®</sup> Vision DSP product family with the debut of two new DSP IP cores for embedded vision and AI. Packing an industry-leading 3.8 tera operations per second (TOPS), the flagship Cadence<sup>®</sup> Tensilica Vision Q8 DSP delivers 2X performance and memory bandwidth compared to the Tensilica Vision Q7 DSP and energy efficiency for high-end vision and imaging applications in the automotive and mobile markets. The Tensilica Vision P1 DSP is optimized for always-on and smart sensor applications in the consumer market, providing an energy-efficient solution.

There has been strong customer interest in the Vision Q8 and Vision P1 DSPs, with several evaluations underway. The new DSPs round out Cadence’s comprehensive portfolio of proven vision and AI DSPs, offering customers even greater design flexibility with best-in-class technology.

Based on the similar SIMD and VLIW architecture found in the existing Tensilica Vision DSPs, the Vision Q8 and Vision P1 DSPs feature an N-way programming model that preserves software compatibility for an easy migration from prior-generation Tensilica Vision DSPs with different SIMD widths. Like the rest of the Tensilica Vision DSP family, the Vision Q8 and Vision P1 DSPs support Tensilica Instruction Extension (TIE) language, allowing customers to customize the instruction set. Both DSPs also support Xtensa<sup>®</sup> Neural Network Compiler (XNNC) and the Android Neural Networks API (NNAPI) for neural network support. In addition, they support more than 1700 OpenCV-based vision library functions, OpenCL and the Halide compiler for computer vision and imaging applications. Both cores are automotive ready with ASIL B hardware random faults and ASIL D systematic fault certification.

The seventh-generation Tensilica Vision Q8 DSP also offers the following features and capabilities:

- Optimized for high-end mobile and multi-camera automotive applications
- 1024-bit SIMD with 3.8TOPS delivers 2X performance for vision, AI and floating point and 2X memory bandwidth compared to the Vision Q7 DSP
- Single core simplifies system design, reducing power by up to 20 percent
- Delivers up to 4X performance improvement for non-convolution layers for AI workload
- Expanded instruction set provides high-level language support for OpenCL and Halide, and simplified programming model shortens time to program so code can be written once and utilized across different SIMD widths

Tensilica Vision P1 DSP features and capabilities include:

- Optimized for always-on applications including smart sensors, AR/VR glasses and IoT/smart home devices
- 128-bit SIMD with 400 giga operations per second (GOPS) offers one-third the power and area

# CIMdata PLM Industry Summary

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plus 20 percent higher frequency compared to the widely deployed Vision P6 DSP

- Architecture optimized for small memory footprint and operation in low-power mode

“The sheer number of sensors, as well as demands for higher frames per second and resolution, are driving the need for high-performance vision and AI DSPs that support a variety of data types,” said Sanjive Agarwala, corporate vice president and general manager of the IP Group at Cadence. “At the same time, the market also needs low-power vision DSPs with entry-level AI support for always-on smart sensor applications. With the introduction of the Tensilica Vision Q8 and Vision P1 DSPs, Cadence offers our customers optimal flexibility and faster time to market with a comprehensive portfolio of vision and AI DSPs from the high end to the low end.”

## Industry Analyst Quotes

“The use of 3D sensors and different types of sensor technology continues to grow in the mobile, automotive and AR/VR markets,” said Mike Demler, senior analyst at the Linley Group. “All of these markets are increasingly demanding high-performance vision and AI processing with low power for edge applications. To meet these requirements, SoC designers are seeking hardware IP with a range of performance points. Cadence has a proven track record of successfully delivering six generations of Tensilica Vision DSPs, and with the introduction of these two new DSPs to the lineup, Cadence remains a compelling choice for SoC designers.”

“As stated in our CMOS Camera Module Industry for Consumer & Automotive 2020 report, over the next five years, we expect to continue to see 20 to 30% growth in the sensing segment of the image sensor market, with the biggest growth coming from the automotive and the mobile market segments,” said Pierre Cambou, principal analyst, imaging at Yole Développement (Yole). “Sensing applications in the mobile image sensor market are now well established for biometrics and 3D; in automotive, ADAS image sensors are becoming an increasing focus given the proliferation of more complex use cases. There is currently a need for high-performance DSPs capable of operating with a few tera operations per second (TOPS) of computing power to address upcoming consumer and ADAS Level 2+ applications. Meanwhile, new consumer use cases are driving the need for always-on operations; therefore efficiency and low power operation modes become well sought after capabilities, as illustrated in our Neuromorphic Sensing and Computing 2019 report.”

## Partner Endorsements

“We ported our SlimEdge AR applications on Cadence’s prior-generation Tensilica Vision DSPs, achieving unprecedented performance gains. The 2X increase in both vision and AI performance provided by the Tensilica Vision Q8 DSP will be particularly beneficial for vSLAM, where low latency and high accuracy are key,” said John Lin, CEO of Xvisio Technology. “The Tensilica Vision P1 DSP targeted at always-on applications with very low power is a needed addition for the AR glass market.”

“In collaboration with Cadence, we ported our driver monitoring technology to systems where high performance, low power and low latency are critical,” said Modar Alaoui, founder and chief executive officer of Eyeris. “Cadence offers one of the best vision and AI platforms, including the necessary software tools and libraries to showcase our technology. We look forward to leveraging the Tensilica Vision Q8 and Vision P1 DSPs and further solidifying our collaboration with Cadence.”

The Tensilica Vision Q8 and Vision P1 DSPs support Cadence’s Intelligent System Design™ strategy, enabling design excellence. The Tensilica Vision Q8 DSP is available now, while the Tensilica Vision P1 DSP is expected to be available for general release in the second quarter of 2021.

# CIMdata PLM Industry Summary

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## ***Datakit releases new version (2021.2) of its 2D/3D CAD file converters with new read/write functionalities***

20 April 2021

**Datakit is a major independent player in CAD/CAM file converter markets. Constant improvement of its software performance and coverage is key in company's strategy. Datakit quarterly releases updates of its file converters to efficiently support the latest versions of CAD and BIM software on the market.**

**Datakit's update package for the 2nd quarter of 2021 includes SMG read and IFC 3D write functionalities. It also incorporates enhanced versions of its CATIA V5, JT, PARASOLID and NX readers. Additionally, the new Datakit readers now supports REVIT textures, and can process weld solid CREO functionalities.**

### **Datakit's SMG reader Libs and software are now available**

SMG is the native format for CATIA Composer and SOLIDWORKS Composer (previously 3DVIA Composer) technical documentation software.

Datakit libs can now read versions 3.6 to 7.x of SMG format, including geometry and textures.

CrossManager, Datakit's all in one converting solution for end-users, is also updated to convert versions 3.6 to 7.x of SMG format to a dozen of other formats for CAD end-users.

### **BIM : Datakit API supports IFC files read and write**

The Industry Foundation Classes (IFC) format is an object-oriented file format intended to ensure interoperability between different digital mockup software. It is a free and open format which is meant to be the guarantor of an "open" BIM.

The Datakit SDK adds a IFC 3D Write lib to the existing IFC 3D Read library. Datakit can now write IFC 2x3, with mesh geometry, and name, color, metadata attributes.

Bidirectional conversion of IFC files is now supported by the Datakit API.

### **Upgrade of Datakit CATIA V5 reader, Datakit JT reader, Datakit PARASOLID reader, and Datakit NX reader**

Datakit regularly upgrades its CAD file converters to remain compatible with the latest versions of CAD software.

The Datakit 2021.2 release includes upgraded readers for CATIA V5-6R2021 (R31), JT up to 10.6, PARASOLID up to 33.1, and NX up to 1961 series.

### **Datakit CAD file readers now support new Revit and PTC Creo features**

All CAD software have their own specific features. As often as possible Datakit SDK converts those added value features.

The Datakit 2021.2 file exchange SDK can now read Revit 3D materials and textures, and process PTC Creo weld solid feature.

### **CrossManager, the Datakit all in one CAD converter solution for end-users, is also upgraded**

End users, through the **CrossManager** software, can convert their models using always more combinations.

As of April 20th, 2021, the table of all possible combinations is available [here](#).

## **Continuous improvements for the entire software line**

Version 2021.2 also benefits from the continuous improvement of dozens of CAD interfaces provided by Datakit. They are, in fact, **constantly maintained** in order to **improve their quality** and **support new entities**, while **optimizing execution time**.

This concerns CrossManager and plug-ins, used by **end users** and CrossCad/Ware for **software vendors** integrating Datakit technology.

Datakit offers the possibility of testing its software by registering on its website.

## *malotech relies on CADENAS technology for digital BIM CAD data of its fresh water modules*

20 April 2021

## **Trend-setting step towards digitalization by providing 2D & 3D BIM CAD product information for planners & architects**

Digitalization is on the rise in the construction industry and is changing planning and production processes in all areas. In order to improve the cooperation of planners and contractors in construction, malotech GmbH is making 3D BIM & CAD objects from its systems for hygienic drinking water heating available for free download in cooperation with CADENAS. The new malotech product catalog is based on CADENAS technology and offers numerous 3D BIM & CAD product information of fresh water stations, storage systems, storage charging modules, dwelling stations and their accessories. This enables architects and planners to quickly and easily select and configure malotech products online, display the respective 3D preview and then download them in many common, native BIM & CAD formats (including Autodesk Revit, Graphisoft Archicad, Nemetschek Allplan, Vectorworks, Tekla Structures & SketchUp) and integrate them into their planning system.

## **Close networking of all project participants through improved information exchange**

"Together with CADENAS, we are enriching in our new BIM catalog our products with important Building Information Modeling (BIM) information and thus taking an important step towards the future," says Marc Losch, CEO of malotech GmbH. "Thanks to our BIM product data, all participants of a construction project have immediate access to all relevant information, which improves communication between the individual trades and planners. In this way, the productivity of the planning process can be effectively increased in terms of costs, deadlines and quality."

## **Improved customer service of systems for hygienic heating of drinking water**

With its new BIM CAD product catalog, malotech is expanding its existing customer service and offering architects and planners round-the-clock access to high-quality digital data on its products. malotech has specialized in the design and manufacture of systems for hygienic drinking water heating or efficient heat transfer of thermal solar energy. Today, drinking water hygiene is more important than ever. The frequently encountered legionella problem, which often represents a health hazard that should not be underestimated, can be effectively avoided with fresh water modules, as drinking water is only heated when needed. The efficiency of the company is reflected in a broadly diversified product range with device capacities of up to 1.4 megawatts as well as the development of customer-specific solutions. The growing importance of drinking water hygiene is also reflected in an increasing demand for fresh water systems and thus also for the associated digital BIM & CAD product data.

The new CADENAS product catalog gives architects and planners quick and easy access to the malotech product information they need.

## *Mastercam's "CAD for CAM" Design Tools Provide Flexibility and Ease of Use*

15 April 2021

Mastercam is known for precision NC programming, but it also delivers a suite of shop-tested design tools aimed at getting parts on and off the machine as quickly as possible. Powerful modeling tools include not only 3D surfacing and solids, but hole-filling, direct editing without a solids history, geometry repair, and more.

Mastercam Design streamlines and simplifies modeling and editing geometry. It also supports advanced geometry creation, including solid and surface modeling, hybrid machining, NURBS curves and surfaces, 2D and 3D associative dimensioning, surface extension, blending, trimming, splitting, variable filleting, and hybrid modeling to complete your jobs quicker and more efficiently.

### **Solid Enhancements**

Mastercam Design has the power to recognize hole geometry—including intersecting and non-conventional holes—in solid bodies with no history. Once Mastercam discovers these holes, you can use expanded options to save your custom holes to a template for future use. Users can use Mastercam's Add History function to detect complex holes in solid bodies. Simply select Hole operations to find all holes within the range of minimum and maximum radius values that are entered. Mastercam creates an operation for each unique detected hole style.

### **Wireframe Enhancements**

Modifying geometry by dragging your mouse is now available for Trim to Entities, Fillet Entities, and Chamfer Entities functions. As you drag the mouse, Mastercam performs the function on the wireframe entities your mouse encounters. Mastercam now also has the ability to incorporate DrillPt functionality into small arcs.

**Note Enhancements** Mastercam makes it easier to create text for notes and labels by adding many of the capabilities of the Create Letters function into the Note function. Note's redesigned function panel gives users improved usability, more options, and increased control.

Other Mastercam Design Improvements:

- Two new flowline functions, Edit UV and Reflow UV, can be used to analyze and modify the UV direction on surface models to more effectively utilize the flowline milling toolpaths.
- Ability to mirror geometry about both the X and Y axes in one operation.
- Draw a window to select multiple faces when you want to change the color of a set of solid faces.
- And much more.

These are just a few of the recent enhancements in Mastercam Design.

# CIMdata PLM Industry Summary

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## *Oracle's Industry-Leading GoldenGate Now Available as an Elastic Pay-As-You-Go Cloud Service*

21 April 2021

Oracle is making its trusted GoldenGate technology available as a highly automated, fully-managed cloud service that customers can use to help ensure that their valuable data is always available anywhere they need it and analyzable in real-time. The new Oracle Cloud Infrastructure (OCI) GoldenGate service provides customers with a real-time data fabric platform to design, execute, orchestrate, and monitor their data replication and streaming data events. OCI GoldenGate is the first cloud service of any major cloud provider to offer an elastic, pay-per-use solution for general purpose database replication, data integration, real-time data ingestion to cloud, and support for time-series analytics while data is in flight.

The new OCI GoldenGate service uniquely addresses event-based data integration for operational databases and analytic data stores. Conventional tools specialize in operational data integration or data engineering for analytics—but not both. With OCI GoldenGate, the exact same technology can be applied to mission-critical operational data stores as well as for real-time data warehouses, data lakes and streaming analytics. Unifying the operational and analytic data integration fabric helps customers to simplify their data architecture, avoid fragmented, complex tooling and ensures that the data being used for analytics is both timely and trusted. A unified approach aligns the operational systems of record to the business analytics more closely than possible with legacy batch processing tools. OCI GoldenGate is an ideal solution for modern, decentralized and multi-cloud data.

“Oracle GoldenGate is a highly trusted data integration solution for thousands of customers worldwide, including 84 percent of Fortune Global 100 companies,” said Juan Loaiza, executive vice president, mission-critical database technologies, Oracle. “Oracle is now delivering the enterprise-hardened GoldenGate technology as a cloud-native elastic service to provide customers a simple-to-use, integrated, operational and analytic real-time data fabric. It cuts both the time and cost of creating a data integration solution in half compared to the options provided on competing clouds.”\*

The new OCI-native GoldenGate service automates many functions, including configuration, workload scaling, and patching while maintaining high availability. Its intuitive interface empowers non-DBA users to drive digital transformation, simplifying on-premises to cloud integrations, multi-region data synchronization, data pipelines, and multi-cloud database replication. The new service is seamlessly integrated with GoldenGate Stream Analytics for OCI, providing multi-cloud streaming data analytics with AI/ML, geo-spatial and time-series data. OCI GoldenGate's web-based console application removes the complexity associated with deployment, providing easy setup and ongoing monitoring.

“In our transition to a cloud-first business and an always-on analytics solution, Oracle GoldenGate has been an instrumental part of ensuring that we have trusted and correct real-time transactions for analytical reporting,” said Bill Roy, senior director of BI and EPM, Western Digital.

“Broad market adoption by the world's leading companies demonstrates Oracle GoldenGate's proven capabilities in helping enterprises protect their most important, high-value data on-premises,” said Carl Olofson, research vice president, Data Management Software, IDC. “Oracle's introduction of the OCI GoldenGate managed service should enable customers to integrate operational and analytic data into a single data fabric in the cloud. This, combined with pay-per-use billing, auto-scaling, and greatly reduced administrative overhead, gives OCI GoldenGate a level of usability and affordability that will be hard to match by other cloud-based or on-premises solutions.”

“Wikibon has always admired Oracle GoldenGate's unique ability to deploy fault-tolerant database

# CIMdata PLM Industry Summary

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replication combined with real-time operational analytic insights, with support for both Oracle and non-Oracle data sources. The downside is the complexity and cost of providing and maintaining these capabilities,” said David Floyer, CTO & Co-Founder, Wikibon. “The latest OCI GoldenGate release is a managed cloud service, which solves the complexity and cost problems and extends these capabilities to every company size. OCI GoldenGate enables enterprises to establish a real-time coherent data mesh with distributed data and databases on-site or in a cloud. This architecture is a major improvement compared to just a historic distributed cloud-only data-mesh provided by vendors such as Snowflake.”

“Customers have long appreciated the fact that Oracle GoldenGate gives them a single pane-of-glass to manage events in their data ecosystem in real-time—covering a wide range of data sources and delivery points,” said Richard Winter, CEO, WinterCorp. “The new OCI GoldenGate managed service further simplifies this process, while providing security options like private encryption keys and IP addresses to protect the data. This integrated customer experience goes well beyond what is available from vendors such as SAP and cloud providers such as AWS and Azure.”

“Whether organizations are moving data from on-premises to cloud or from cloud-to-cloud, the new OCI GoldenGate service significantly simplifies the user experience with no-code processes,” said Bradley Shimmin, chief analyst, AI Platforms, Analytics and Data Management, Omdia. “With an extensive range of supported topologies and the ability to get started for \$0.67 per hour with full elastic computing functionality, this new service expands the addressable market for GoldenGate technology and elevates Oracle’s competitive position in the market race to embrace hybrid, multi-cloud deployment opportunities.”

“OCI GoldenGate provides a proven architecture supporting business-critical capabilities like replication, data migration, data ingestion, high availability, and disaster recovery for companies that operate next generation applications that span across multi-cloud environments and on-premises,” said Holger Mueller, vice president and principal analyst, Constellation Research. “Good to see Oracle providing GoldenGate now as an elastic cloud service that, managed by Oracle, lowers overall costs compared to managing on-premises and is a highly competitive offering compared to other IaaS vendors.”

“Oracle has transformed the most comprehensive, utilized database replication, data pipelining, and stream analytics tool—known as GoldenGate—into an automated fully managed, intuitively simple, finely granular, pay-for-what-you-use cloud service,” said Marc Staimer, president of DS Consulting and Wikibon analyst. “The Oracle GoldenGate Cloud Service is an answer to those enterprises that typically find moving their databases to the cloud too daunting. Not anymore.”

“Data-driven enterprises differentiate themselves based on what they can do with the data they can collect, not by how they collect and manage it,” said Mark Peters, principal analyst and practice director, ESG. “Put simply, data-driven leaders prioritize data-driven action; having a fully managed cloud service like OCI GoldenGate allows them to reduce their data mesh management efforts, for example by avoiding unnecessary transformations and focusing their efforts on extracting value from their streaming data in real-time. Business-wise, this translates to taking the right actions faster, more often, and more holistically than competitors.”

“Oracle GoldenGate has been a one-stop shop for enterprise customers to address their real-time data replication needs for years, replacing traditional ETL processes with scalable and highly available synchronization between heterogeneous sources, even between clouds,” said Alexei Balaganski, lead analyst, KuppingerCole. “Now, by providing it as a fully managed cloud service, Oracle is not just making multi-cloud data integration substantially more affordable, but offering a consistent and stress-free experience for a multitude of use cases.”

# CIMdata PLM Industry Summary

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The new service runs on the latest GoldenGate 21c micro services architecture, which allows for a global mesh of connected data resources. OCI GoldenGate's fully encapsulated microservices enable customers to seamlessly integrate the service into their dev-ops CI/CD pipeline as a first-class, infrastructure-as-code service. OCI GoldenGate is architected to integrate with on-premises Docker and Kubernetes "mesh" deployments of GoldenGate with no shared framework dependencies and no shared repository, enabling superior manageability with lower TCO. With a single click, developers and DBAs can set the service for 3x auto-scale—providing a scalable way to start small and grow as workloads increase.

## ***PTC Ships Two More SaaS Products on PTC Atlas Platform***

21 April 2021

PTC announced that it has expanded its robust Software as a Service (SaaS) capabilities with two new products shipping on the PTC Atlas™ SaaS platform. Atlas, announced at the LiveWorx® 2020 Digital Transformation Conference, now supports an expanding portfolio of SaaS applications and production-ready solutions. With the Vuforia® Expert Capture® and Creo® Generative Design Extension (GDX) offerings joining the existing Onshape® offering on Atlas, PTC continues to accelerate availability of SaaS products in the market.

"The Onshape team invested years of effort building a cutting-edge SaaS platform that could host a range of product development applications. As part of PTC, we've been able to accelerate the development of Atlas, and in turn leverage the Atlas platform to accelerate PTC's overall SaaS strategy. The new Vuforia and Creo applications immediately gain the incredible operational and technical scalability of the modern, multi-tenant Atlas architecture," said Andrew Kimpton, Vice President, PTC Atlas Development, PTC. "We are very excited to bring new levels of performance, security, and efficiency, as well as breakthrough new SaaS collaboration capabilities, to the entire PTC portfolio."

"With the power of Atlas, we're able to provide Vuforia users a robust set of capabilities that they need to scale deployments in the enterprise, including version control, content management, and approval workflows that would have taken years to deliver without Atlas," says Mike Campbell, Executive Vice President and General Manager of Augmented Reality, PTC. "We're proud to be able to offer market-leading AR offerings to our customers and partner network. Atlas helps make these offerings better, and we look forward to delivering a robust roadmap of Atlas-enabled benefits in the near future."

Similarly, Creo GDX on Atlas delivers the most advanced AI-based generative design capabilities to the CAD market. "The seamless integration between GDX on Atlas and the Creo CAD environment gives our customers unparalleled access to the elastic compute resources needed for AI-driven generative design," said Brian Thompson, Divisional Vice President and General Manager, CAD Segment, PTC.

With these new products shipping on the platform, PTC has dramatically accelerated its time-to-market with richer-featured products, greatly surpassing industry-standard time-to-market statistics.

## ***Rand Simulation Launches Program Which Enables Customers to Achieve Faster ROI and Adoption of Ansys Products***

22 April 2021

Rand Simulation, a division of Rand Worldwide, is proud to announce that they have launched the Ansys Development and Ongoing Proficiency Training (ADOPT) program. As an Ansys Certified Elite Channel Partner, Rand Simulation developed this program to provide customers using the Ansys simulation toolset along with on-going help ranging from onboarding to navigating complex projects. With guidance from a dedicated Rand Simulation expert in fluids, structures or electronics, the ADOPT program drives both individual and team productivity and innovation in product development through collaboration with a dedicated subject-matter-expert.

“Ansys has a phenomenal resource in their Ansys Learning Hub (ALH), which includes over a thousand learning assets such as self-paced videos and tutorials, but with so much material and diversity in user backgrounds and use-cases, the fastest way to proficiency is to identify what’s most relevant,” says Jason Pfeiffer, vice president, Rand Simulation. “Our team developed a program that integrates a seasoned engineer who understands the customer’s use cases as well as the Ansys technology -- a strategic guide who can collaboratively map out a route for tremendous proficiency gains and business success. They streamline and reinforce each individual user’s learning path, while conducting open knowledge-sharing sessions that help keep the customer’s design, engineering and analysis teams running at peak performance.”

In the first 90 days, a Rand Simulation expert paves the foundation for success through a discovery session, creates a customized learning path and facilitates reinforcement sessions designed to ensure the entire team is onboard and headed in the right direction with the necessary resources to achieve their proficiency objectives. This happens within a secure customer portal embedded within the ALH so all the meeting notes, Q&As, hand-selected tutorials, certificates of training completion and recorded coaching sessions are accessible to every team member.

“Rand Simulation is an Ansys Elite Partner because they continually find ways to shorten the time it takes for customers to receive tangible ROI from the Ansys toolset,” says Rodger Zhao, senior manager of professional services, Ansys. “Their ADOPT program is an example of harnessing the power of the Ansys Learning Hub to support customers throughout their journey and the benefits that can occur when education, consulting and mentorship are rolled up into one tightly integrated and customized package.”

## ***Razorleaf Corporation Releases the Productivity Pack Business Module to Expand Manufacturing Suite***

19 April 2021

Razorleaf Corporation, a leading PLM consulting and systems integrator, announced the release of a new business module in their Manufacturing Suite for Aras Innovator: Productivity Pack. The module — which is being presented at Aras ACE 2021, Aras’ annual user conference — provides Aras’ administrators, developers, and users with new integration tools and workflows to enhance communication, streamline processes, and shorten release cycles.

### **Productivity Pack Module Key Features:**

# CIMdata PLM Industry Summary

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- **Microsoft Teams Integration:** enables users to better respond to assignments more quickly through instant message notification to support team collaboration.
- **Out of Office Delegation:** ensures rapid approvals without administrator intervention to keep business moving forward when employees are unavailable.
- **Microsoft Visual Studio Integration:** allows developers to take advantage of the powerful Visual Studio IDE and enables easy access to read and write methods to the Aras Innovator database.
- **Packaging Admin Utility:** enables users to search code and view history of prior code releases to avoid conflicts and issues during deployment.
- **Advanced User Membership Enhancement:** improves user management by exposing all identities and teams/roles permissions for each user through a single interface.
- **Workflow and Assignment Management:** extends workflows to be more holistic with flexible assignments and information gathering at each step in the workflow process.

“We continue to advance our Manufacturing Suite for Aras to help manufacturers accelerate product innovation,” says Razorleaf CEO Eric Doubell. “This Productivity Pack module expands capabilities without complex, costly customization, from new integrations to enhanced workflows. We look forward to showcasing this at our virtual booth at Aras Ace 2021 digital event. Our Manufacturing Suite extends the power of the Aras platform to help manufacturers maximize their PLM investment.”

## ***Superior Sensor Technology Product Catalog now available on TraceParts CAD-Content Platform***

22 April 2021

Superior Sensor Technology, a manufacturer of advanced differential pressure sensors, has partnered with TraceParts to publish its 3D product catalog.

Superior Sensor Technology is an innovative, high technology company founded in 2016 and based in Santa Clara, CA. Their mission is to provide easy to configure and highly accurate pressure sensors for industrial, HVAC and medical applications.

*We are excited about the opportunity to work with TraceParts and pleased to make information and CAD-content available on our high-quality products to the millions of designers and engineers that utilize TraceParts.com and the TraceParts Publishing Network.*

*said Anthony Gioeli, Vice President, Marketing at Superior Sensor Technology*

The complete range of Superior Sensor Technology products are now available on the TraceParts CAD-content platform. Once configured, designers and engineers all over the world can immediately preview and download Superior Sensor Technology product data in more than sixty (60) different CAD and graphic formats and validate their designs in their engineering design systems.

*TraceParts is thrilled to be working with Superior Sensor Technology to digitize and deliver their products as 3D product data, including the supplier and part number information required to complete the digital thread. TraceParts helps Superior Sensor Technology to be reliably spec'd in and purchased through a seamless digital customer experience.*

*said Rob Zesch, President of TraceParts America*

# CIMdata PLM Industry Summary

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## ***Synopsys Unleashes PrimeSim Continuum Solution to Accelerate the Design of Hyper-Convergent ICs for Memory, AI, Automotive and 5G Applications***

20 April 2021

Synopsys, Inc. announced at its SNUG<sup>®</sup> World international user conference the PrimeSim<sup>™</sup> Continuum solution, a unified workflow for circuit simulation technologies to accelerate the creation and signoff of hyper-convergent designs. PrimeSim Continuum, a foundation of the Synopsys Custom Design Platform, is built on next-generation SPICE and FastSPICE architectures and is the industry's only proven GPU acceleration technology providing design teams 10X runtime improvements with golden signoff accuracy. PrimeSim Continuum introduces an all-in-one solution consisting of leading simulation engines including PrimeSim<sup>™</sup> SPICE, PrimeSim<sup>™</sup> Pro, PrimeSim<sup>™</sup> HSPICE<sup>®</sup> and PrimeSim<sup>™</sup> XA. PrimeWave<sup>™</sup> design environment delivers a seamless simulation experience around all PrimeSim engines with comprehensive analysis, improved productivity and ease of use.

"Synopsys is committed to enabling the future of technology innovation by continuously pushing the performance boundaries of analog, mixed-signal, memory and digital design automation. PrimeSim Continuum represents a revolutionary breakthrough in circuit simulation innovation with heterogeneous compute acceleration on GPU/CPU, setting a new bar for EDA solutions," said Sassine Ghazi, Chief Operating Officer at Synopsys. "Our customers across every design segment can now benefit from years of R&D investment, innovation and customer collaboration with PrimeSim Continuum next-generation technologies that complement our modern Custom Design Platform and Verification Continuum<sup>®</sup>."

Today's hyper-convergent SoCs consist of larger and faster embedded memories, analog front-end devices and complex I/O circuits that communicate at 100Gb+ data rates with the DRAM stack connected on the same piece of silicon in a system-in-package design. These challenges associated with verifying these complex designs scale as advanced technology process nodes present increased parasitics, process variability and reduced margins. This results in more simulations with longer runtimes at higher accuracy impacting the overall time-to-results, quality-of-results and cost-of-results. PrimeSim Continuum addresses the systemic complexity of such hyper-convergent designs with a unified workflow of sign-off quality simulation engines tuned for analog, mixed-signal, RF, custom digital memory designs. PrimeSim Continuum uses next-generation SPICE and FastSPICE architectures and heterogenous computing to optimize the use of CPU and GPU resources and improve time-to-results and cost of results.

"Kioxia memory designs integrate complex systems consisting of memory, analog, mixed-signal and custom digital blocks that require different design and signoff technologies. A converged workflow around a common circuit simulation solution is needed to meet our time-to-results and cost of results targets," said Shigeo (Jeff) Ohshima, Technology Executive, SSD Application Engineering at Kioxia Corporation. "Synopsys' PrimeSim Continuum is an all-in-one solution that integrates the best SPICE and FastSPICE technologies delivering accuracy, speed and capacity for our complex designs. The PrimeWave design environment provides a common workflow across all simulation disciplines enabling the signoff of Kioxia's memory designs. Effective collaboration and access to next-generation technologies are fundamental to our partnership with Synopsys."

### **Introducing Next-Generation FastSPICE Architecture for Performance Acceleration**

Synopsys PrimeSim Pro simulator, an essential part of PrimeSim Continuum, represents a next-generation FastSPICE architecture for fast and high-capacity analysis of modern DRAM and Flash

memory designs.

"Relentless technology scaling and innovations around DRAM architecture have resulted in larger and more complex memory designs requiring higher simulation performance and capacity," states Jung Yun Choi, corporate vice president of Memory Design Technology Team at Samsung Electronics. "Synopsys PrimeSim Pro, the next generation of our plan of record FastSPICE simulator, can deliver up to 5X performance acceleration on our full-chip power delivery network designs. PrimeSim Pro next-gen architecture can keep pace with the capacity needs of our advanced memory designs and allow us to meet our aggressive time-to-results targets."

## **Heterogeneous Compute Acceleration on CPU/GPU**

Synopsys PrimeSim SPICE simulator's next-generation architecture with unique GPU technology delivers significant performance improvements needed to perform comprehensive analysis for analog and RF design while meeting signoff accuracy requirements.

"As modern compute workloads evolve, the size and complexity of analog designs have moved beyond the capacity of traditional circuit simulators," said Edward Lee, vice president of Mixed Signal Design at NVIDIA. "Using NVIDIA GPUs enables PrimeSim SPICE to accelerate circuit simulation, notably minimizing signoff time of analog blocks from days to hours."

"As design complexity increases with advanced process nodes, we are committed to supporting our mutual customers with innovative simulation technologies to reduce verification and analysis cycles," said Jaehong Park, executive vice president and head of Foundry Design Platform Development at Samsung Electronics. "Synopsys PrimeSim Continuum with its unified workflow of advanced simulation engines delivered 10X speed up with golden SPICE accuracy using heterogeneous compute acceleration on our recent 56Gbit Ethernet design, reducing verification efforts from days to hours."

## **Unified Workflow for Analysis and Signoff of Hyper-Convergent Designs**

The PrimeSim Continuum solution integrates PrimeSim SPICE and PrimeSim Pro with the PrimeSim HSPICE simulator, the gold-standard signoff reference for foundation IP and signal integrity and the PrimeSim XA simulator, the leading FastSPICE technology for SRAM and mixed-signal verification. PrimeWave delivers a seamless experience by providing a consistent and flexible environment across all PrimeSim Continuum engines optimizing design set-up, analysis and post-processing.

## **Availability**

The Synopsys PrimeSim Continuum solution is now available.

## ***Tacton Introduces Full CAD Automation to Eliminate Manual Tasks in the Sales and Engineering Process***

13 April 2021

Tacton, a global leader in CPQ-based Smart Commerce solutions for manufacturers, announced Tacton CPQ with CAD Automation, a newly enhanced product capability that fully automates the generation of CAD drawings of highly customized and configured products. CAD automation allows manufacturers to configure, design, and deliver custom products faster and with precision, eliminating errors and empowering customers, sales teams, and engineering to generate technical CAD drawings automatically. In highly configurable manufacturing, customers often require detailed technical drawings to close a

# CIMdata PLM Industry Summary

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sale, but challenges such as manual handovers can lead to long and drawn-out sales processes. In addition, stakeholders often lack a single source of product data, leading to costly technical product design errors — not to mention, unhappy customers. Tacton CPQ with CAD Automation eliminates these pain points by empowering customers and sales reps without CAD skills to automatically generate technical drawings based on configurations. This automation empowers customers and sales while allowing engineers to focus on innovation, new products, and other value-creating tasks.

“In complex sales, engineering needs to be involved in every customer case to provide detailed technical drawings to close sales and build the customized products, but misunderstandings and a lack of technical product knowledge often lead to invalid quote requests,” said Bo Gyldenvang, Chief Executive Officer at Tacton. “When paired with our CPQ, CAD Automation automates these manual processes with ease, which makes sales teams more effective, frees up time for engineers, and, ultimately, delivers a pain-free experience to end customers.”

Tacton’s 15-plus years of experience and extensive knowledge of manufacturing vertical requirements contribute to making Tacton CPQ with CAD Automation a breeze to use because it is:

- **Easy to implement:** Fast and easy CAD mappings via point-and-click with no coding required can be validated immediately and directly connected to the CPQ platform to exchange data in the background.
- **Easy to use:** A simple and context-sensitive UI speeds up navigation, matching the UI of the host CAD system to ease orientation while integrated help texts speed up the onboarding of new users.
- **Easy to maintain:** Clear separation between configuration models and CAD mappings along with intuitive recognition of already mapped elements allows users to simply test individual values or a complete configuration. In addition, one set of constraints means administrators don’t need to worry about synchronizing systems.

“With Tacton CPQ with CAD Automation, customers come in through the webshop, configure a product to their exact business requirements and, once finished, have instant access to validated 2D and 3D drawings, pricing and delivery time,” said Marcel Walvoort, Product Configuration Manager at Kramp, one of the largest technical wholesalers in Europe. “If a customer orders the item on Monday, they will have it by Wednesday. This is a major competitive advantage for us.”

Generating and providing CAD files early in the sales process eliminates misunderstandings and costly errors, ensuring reliability to the customer and promoting trust. Tacton CPQ with CAD Automation allows manufacturers to offer customized designs at a much lower cost, creating a valuable competitive advantage and boosting customer satisfaction.

## *TSMC certifies Aprisa place-and-route solution from Siemens on TSMC’s N6 process*

20 April 2021

Siemens announced that its close collaboration with longtime foundry partner TSMC has resulted in the certification of its Aprisa place-and-route solution for TSMC’s advanced N6 process, a powerful enhancement of the broadly-adopted 7-nanometer (nm) family of technologies.

Siemens’ Aprisa product line is a leader in next-generation place-and-route technology for the design of highly advanced integrated-circuits (ICs). Engineered to help enable exceptional quality of results, the

# CIMdata PLM Industry Summary

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Aprisa tools offer complete gate-level-to-GDSII hierarchical and block level physical implementation solutions. Siemens acquired the Aprisa tools from Avatar Integrated Systems in August 2020 to extend its portfolio of world-class IC EDA software.

To achieve this latest certification, the Aprisa tools passed a suite of rigorous criteria to confirm that the Siemens place-and-route software is ready for mutual customers to start their IC designs on the TSMC N6 process.

“The innovative detailed-route-centric technology that powers our Aprisa tools is ideal for IC designs at advanced process nodes,” said Inki Hong, senior director of the Aprisa product line for Siemens Digital Industries Software. “The newest Aprisa certification that we achieved with TSMC further enables mutual customers to leverage Aprisa’s technology for design success at TSMC’s industry-leading N6 process.”

Under the Avatar banner, and now as a part of Siemens EDA, the Aprisa team has a long and successful history of collaboration with TSMC. In addition to previous collaboration for multiple technology nodes starting from 40nm down to 7nm, Aprisa is now qualified to run on TSMC’s highly advanced N6 technology.

“Our close collaboration with Siemens helps to ensure that our mutual customers have access to high-quality, certified physical design solutions,” said Suk Lee, vice president of Design Infrastructure Management Division at TSMC. “We look forward to our continued efforts to help our mutual customers achieve silicon success with design solutions on TSMC’s advanced processes.”

TSMC’s certified N6 functionality is available in Aprisa 20.1.rel.2 and later versions. Aprisa 20.1.rel.2 is available now from Siemens Digital Industries Software.

## ***V-Ray Integration to Provide High-Quality Rendering in Trimble's SketchUp Studio***

21 April 2021

Trimble announced the integration of V-Ray, a leading rendering application for architectural visualization from Chaos, into SketchUp® Studio. SketchUp software is the world's most widely used 3D modeling software and a popular design platform for architects, engineers and construction (AEC) professionals. The integration enables users to generate high-quality renderings directly within Trimble's SketchUp Studio.

"Design visualization is a critical element in conveying a compelling visual story, showcasing the merits of a proposal and in making better design decisions," said Hugh McEvoy, director, Strategy and Business Development at Trimble. "The ability to generate both high-definition, photorealistic visualizations and real-time renderings within SketchUp Studio allows AEC professionals to make great design decisions and communicate those decisions to project stakeholders."

The rendering process helps to remove ambiguity around design, material and aesthetic intent, bridging communication gaps between project stakeholders. With V-Ray's robust rendering options, Trimble SketchUp Studio users can add global illumination, artificial lighting, realistic materials and textures, atmospheric effects and more to 3D models. Styles can be rendered for each stage of a project, such as conceptual renders for internal buy-in, fast renders for comparing design options or photorealistic renders for the final design.

As part of the V-Ray integration, SketchUp Studio users will now have access to V-Ray's web-based 3D

## CIMdata PLM Industry Summary

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content library called Chaos Cosmos. This library includes a variety of render-ready content that users can download into their SketchUp design. This curated library is accessible directly from the V-Ray toolbar in SketchUp and allows searching, downloading and editing the 3D content.

"V-Ray is a natural complement to Trimble's SketchUp capabilities to make design easier, smoother and more enjoyable for AEC professionals," said Peter Mitev, CEO of Chaos. "We're excited to give the SketchUp community the power to create photorealistic renders for everything from quick design models to detailed 3D scenes, without leaving their favorite design tool."

### **Availability**

Trimble's SketchUp Studio subscriptions are available now. SketchUp Studio is a Windows-only solution and includes a suite of tools for AEC professionals, including Trimble® Connect™ collaboration platform for open sharing of building data, Scan Essentials for creating models from point clouds, and V-Ray for rendering.