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CIMdata News

CIMdata Publishes “Advanced Machine Engineering” papers

22 November 2022

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the publication of an updated whitepaper titled “Advanced Machine Engineering Transforming the Machine Building Industry.” and an update to the related commentary “Configuration Management: Configuration Integrity is a Core Driver for Business Success.” They were originally published in October 2020 and the updates reflect improvements over the past two years.

As machines grow in complexity machine and equipment builders often struggle to meet cost, quality, timing, and functionality requirements demanded by their customers. Machine applications run the gamut of industries from machine tools and industrial production equipment to food processing, material processing and handling, robotics, and many others. Machinery complexity is increased by the broad range of domains needed to design these complicated devices: mechanical, hydraulic, pneumatic, electrical, electronic, and software; the interactions among domains; and the variety of business models employed by machine builders to satisfy the needs of their customers: including Build-to-Stock (BTS), Configure-to-Order (CTO), and Engineer-to-Order (ETO).

To completely support products throughout their lifecycles requires a digital thread to connect the data across the lifecycle from concept to retirement. This is especially true as complexity increases; ensuring the data is properly configured and its integrity is guaranteed. With clear, concise, and valid data, advanced business processes such as product simulation and virtual commissioning can validate products before they are built, reducing costs and risks during physical commissioning and improving profitability for the machine builder and the customer.

These papers define the need for and characteristics of a solution suite that helps machine builders improve their effectiveness by supporting multi-disciplinary design, configuration management, and virtual commissioning. Siemens is both a leading provider and major user of advanced machine technology. Their Advanced Machine Engineering solution is introduced as a solution to the issues faced by the machine building industry.

Mr. John MacKrell, Chairman, CIMdata, stated that “CIMdata believes the Siemens Advanced Machine Engineering solution with its ability to quickly develop designs with Mechatronics Concept Designer and support virtual commissioning via its comprehensive digital twin can have a significant positive impact on machine builders’ product lifecycle—improving quality, profitability, and time to market. In addition to supporting machine building, the Siemens Xcelerator portfolio can be leveraged to provide support for end-to-end integration of complete value chains.”

To find out more on “Advanced Machine Engineering,”

visit: <https://www.plm.automation.siemens.com/global/en/industries/industrial-machinery/advanced-machine-engineering.html>

CIMdata’s President & CEO to Participate in a Webinar on Product Value Management

22 November 2022

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces that its President & CEO, Peter Bilello, will participate in a webinar, “Product Value Management in the

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Age of Disruption.” The webinar, sponsored by Propel, takes place on Wednesday, 7 December, at 1:00 PM EST.

Due to their siloed nature, traditional enterprise software solutions do not adequately support the creation and capture of value. This webinar will discuss a new approach to managing the lifecycle of products called product value management (PVM). PVM is a way for organizations to align their products and services to market needs.

The webinar will cover the following:

- The impacts of disruption on the design, sale, and service of products
- Do-or-die importance of staying connected to customers over the product lifecycle
- How PVM redefines product lifecycle processes for fast-moving companies

Learn more and register at <https://go.propelsoftware.com/webinar-dec-7/>

Configuration Management: Configuration Integrity is a Core Driver for Business Success – a CIMdata Commentary

22 November 2022

Key takeaways:

- Configuration management is a fundamental capability requirement for any product produced in series and any complex machine.
- Poor configuration management guarantees business failure in the long-term and often in the short-term.
- Teamcenter supports lifecycle configuration management at scale from requirements through as-maintained serialized configurations. The Advanced Machine Engineering focuses on requirements through the as-designed state and is directly compatible with other lifecycle extensions including advanced simulation, manufacturing, and service.

Introduction

The industrial machinery landscape remains incredibly complex. Domain and system requirements, changing assembly designs, third party components—all these facets and more must be managed beneath the umbrella of configuration management (CM). With more interdependencies driving machine configurations now than ever before, machine builders must prioritize doing things right the first time rather than doing them over and over, wasting valuable time and resources. To this end, Siemens’ cloud-based, advanced machine engineering solutions supporting end-to-end product lifecycle development are critical to ensuring a company’s success amid a competitive landscape.

Regulatory Issues

Machine builders can face many different regulatory requirements often dependent on the industries of their customers and the uses of their machines. For highly regulated industries such as food processing and medical devices, the product configuration and manufacturing processes must be controlled. If the as-maintained configuration is not well documented and managed, often with serialized parts, regulatory violations may easily occur. The impact might be the inability of the customer, the machine’s user, to continue manufacturing or selling their products. To readily produce compliant machines, machine builders can leverage Siemens’ product lifecycle management tools. These tools provide a single, cloud-based environment for collaborating on projects, where regulatory documentation can be stored and aligned to each phase of the product development lifecycle. In this way, regulatory targets are met at

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every development phase and tightly controlled, driving down any potential risks or costs associated with violations.

Safety Issues

Even within low regulation industries, safety is always critical. OSHA and other requirements must be validated and tracked for compliance. If a component has a known flaw, it must be corrected and the correction proven and traceable. Machinery is dangerous. Many hazards—physical, electrical, chemical, biological, and others—can injure or kill workers or bystanders. Evaluating safety issues that may occur in a machine may require ergonomic simulations and analysis combined with machine operational analysis. Traceability, multi-disciplinary analysis, simulations, and other machine factors can be monitored via Siemens' comprehensive lifecycle management tools based in the cloud.

Customer Satisfaction Issues

A simple definition of customer satisfaction is that the customers come back and the products don't. Products that don't perform as expected quickly discourage customers. Delivering machines on time that work as specified when installed is the first step to a satisfied customer. Ensuring a machine works as planned is a fundamental component within a product lifecycle management solution. With its capabilities, a lifecycle management solution helps identify and resolve issues from anywhere, send and install the right replacement parts every time, and answer questions quickly so that customers are satisfied.

Cost Issues

In addition to pleasing customers, configuration costing is another important issue for machine builders. Poor CM leads to duplicate parts, overly complex products and product lines, excess inventory, more scrap, more rework, and incorrect machines and repair parts being shipped to customers—all items that have significant impact on margins. Without good solutions to support CM, more people are required to manage configuration data, adding cost, and inevitably increasing mistakes.

Machine CM can easily get out of control, leading to increased variations, lost innovation, and higher unit costs and inventory expenses, as new parts with new part numbers are created in lower volumes due to lack of data reuse which is critical for saving resources. Fortunately, there are tools companies can use to implement successful machine CM, for example, product lifecycle management solutions. Siemens' cloud solutions make it possible to find, source, duplicate, and reuse machine information and models at every phase of the product lifecycle, meaning, configurations can be better managed so that costs are controlled.

Cost of Late Changes

It is well understood that the cost of a change goes up by an order of magnitude as a product progresses through each phase of the product lifecycle. A change that costs \$1,000 in the design phase, costs \$10,000 in the manufacturing phase, and costs \$100,000 in service.

During the early phases, most of the cost is in people's time. Once product manufacturing starts, investments in raw materials and tooling dwarf the early development costs. Field changes are worst because of the cost of travel to the machine's location, time to audit the current state of a machine in service, time to discover which parts and subsystems can be replaced or repaired, getting the parts and equipment to the location, and executing the repair. Furthermore, changes later in the product's design lifecycle impact delivery time which damages customer credibility and may negatively impact repeat business. Finally, late changes are usually rushed, which adds risk. This is why a product lifecycle management tool is essential: it can manage configurations and changes at any stage of development, so

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that errors are caught earlier, ensuring minimal expenditure. Saved time may also be reallocated to allow companies to complete even more projects that drive long-term profitability.

Managing the Digital Thread

To improve effectiveness and efficiency, industrial companies and PLM solution providers are collaborating to create a complete digital representation of products. This manifests itself in a complete end-to-end virtual representation of the product's configuration and related information throughout its lifecycle. Siemens' Advanced Machine Engineering cloud-based approach provides machine builders with tangible benefits, from operational transparency to a shared collaborative space. Furthermore, this platform approach and synchronized tools ensure that the data from various lifecycle states e.g., as-designed, as-manufactured, and as-serviced, fully represent the product. An integrated product lifecycle and change management capability in the platform ensures that alterations are properly managed across the lifecycle. This digital representation of products is known as the digital thread, which allows the creation and maintenance of a digital twin of a product.

IoT, one of the recent technology additions to many machines provides machine builders with two fundamental digital thread capabilities. IoT enables improved product performance monitoring and support. Operational data can be used to support condition-based and predictive maintenance when combined with artificial intelligence or machine learning. Furthermore, operational data can be used to provide machine builders with insights that drive requirements to improve the next version of the product—closing the product lifecycle loop. As companies start to adopt new technologies like IoT, their need to have traceability and impact analysis further increases.

BOM integration has several different technical approaches but based on CIMdata research the state-of-the-art approach is a multi-view BOM methodology. This usually requires a single PLM configuration management solution to manage the core BOM structures, but by doing this, common capabilities are used to maintain associativity among all of the BOMs and robust traceability can be established. With traceability, each item in the BOM is connected to its upstream and downstream item versions in the digital thread.

Impact Analysis

From an innovation viewpoint, impact analysis is perhaps the most useful capability enabled by the digital thread. Product improvements, retrofits, and new options are common strategies used to improve customer satisfaction, enhance product capabilities, and increase revenue. These strategies are all dependent on a clear understanding of existing configurations and what the impact of a change will be. Common impact analysis questions include:

- What are the cost and inventory impacts if a change is made?
- What population of in-service machines will this change be compatible (or incompatible) with?
- What technical documentation will be impacted?
- Are any requirements violated?
- What simulations will need to be re-run?
- How will this impact the manufacturing process?
- Do we need to notify any suppliers?

Change impact analysis is painful in most companies because data is not fully connected in a digital thread. This lack of connection forces the change team to search manually to identify issues and reduce risk, a time consuming and error prone process. Once a digit thread is created and a comprehensive

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digital twin is established, change processes improve dramatically in speed and quality. People are more confident that their decisions are accurate and won't have unintended consequences.

Configurators

In addition to variations brought about during the machine design process, there is also the need to support machine sales configurators in ETO and especially in CTO businesses. In the CTO case, the configuration needs to identify and manage all of the combinations of machine systems that can be built into a working solution for a customer—and exclude combinations that will not result in a valid, workable product. In these cases, the configurator has to be capable of managing a 150% BOM and the relationships that tell it how to create 100% BOMs for each desired configuration. In the case of ETO, a CTO baseline is often augmented with custom engineering to meet special requirements.

Siemens' Solution

Siemens Advanced Machine Engineering (AME) is a subset of the Xcelerator portfolio that supports machine builders with three core capabilities—next generation machine design, effective delivery of complex products to market, and the digital twin of machinery and virtual commissioning. Siemens AME provides cloud-based product lifecycle management and configuration solutions, in addition to several other capabilities, such as simulation and computer-aided design. Through Siemens' integrated solutions, clients gain time, cost, and resource savings driven by cloud-based data sharing, which improves machine design and configuration processes. Many of CIMdata's industrial clients, including many machine building companies use Teamcenter to manage product configurations containing data from a wide variety of authoring solutions. The tightly integrated change management solution enables effective change impact analysis and ensures traceability and configuration integrity.

Conclusion

Properly configured product data is a gift that keeps on giving. When all the constructs necessary to describe the nuances of configurations are available and properly used, data reuse can be optimized, improving product quality, shortening design time, and shortening time to market. These same benefits are available for managing change. Strong CM enables faster and more confident decisions on what needs to change, when a change can be implemented, and how costs can be minimized. Machine builders looking to improve their business should explore Siemens' Advanced Machine Engineering solution. With Teamcenter and adjacent products, machine builders can use configuration and lifecycle management capabilities to drive greater efficiency and flexibility into their processes, engineering the machines of tomorrow, today.

For more information please see Siemens Digital Industries Software at: [siemens.com/plm/advancedmachinery](https://www.siemens.com/plm/advancedmachinery)

Acquisitions

CAPGEMINI ACQUIRES 23RED TO BOOST ITS SUSTAINABILITY AND PURPOSE-DRIVEN CREATIVE BRAND DESIGN CAPABILITIES IN THE UK

22 November 2022

Capgemini announced that it has acquired 23red, a UK based purpose-driven creative agency with clients mainly in the Public and 3rd Sectors. 23red specializes in developing brands and campaigns that change behavior for the better and have a positive impact on people's lives. The transaction signed and closed on November 17.

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Through cutting-edge insight, expert strategic planning and award-winning creative ideas, 23red helps leading businesses, charities and government to shift the behavior of their audiences. Based in London, its team of experts deliver projects for clients, including the UK Government, that focus on immediate actions to drive long-term change. They conduct work that engages audiences through the most relevant channels, close to the point of purchase, influence or change. The 23red team will join frog in the UK, part of Capgemini Invent.

“Clients in the public and 3rd sectors are increasingly relying on the use of data insights and digital technologies to truly engage their target audiences. This is particularly pertinent for public information, societal and charity communication campaigns,” said Cyril Garcia, CEO of Capgemini Invent and Group Executive Board Member. *“23red’s capacity and competencies in this space will help our UK team to meet increasing demand for our sustainability and purpose-driven customer first services, which are also a key growth area for the Group. I am delighted to welcome them to Capgemini.”*

Comments Jane Asscher, CEO and Co-Founder of 23red, *“As a purpose-driven organization, we felt that our values and culture were closely aligned to those of the Capgemini Group. This was a key consideration for us. Capgemini’s global scale and breadth of industry expertise will bring great added value to our clients in the public and 3rd sectors. We are excited about the range of services that the Group provides to numerous global brands and the amazing career opportunities that this will also bring for our team members.”*

Company News

Altair Names Symetri Limited Enterprise-Tier Channel Partner

21 November 2022

Altair, a global leader in computational science and artificial intelligence (AI), has extended its channel partner agreement with Symetri Limited, elevating the company to an enterprise-tier channel partner. As part of the new agreement, Symetri – one of Europe’s leading software providers for software design and engineering activities – will take full sales and client relationship management responsibilities for Altair’s design and engineering simulation portfolio for key clients in the U.K. and Ireland.

“We have been extremely impressed with the Symetri Limited team since we started our collaboration,” said Pavan Kumar, senior vice president of global indirect business, Altair. *“They have a passionate, experienced, and successful team whose values align with ours. I am confident that Symetri will continue to provide outstanding sales and technical to many of our small-to-medium clients and will ensure they are successful in their continued deployment of market-leading simulation, data analytics, and high-performance computing technologies.”*

“We are extremely proud to be named Altair’s first enterprise-tier channel partner for the U.K. and Ireland,” said John Bartle, director, Symetri Limited. *“Our team has been extremely impressed with Altair’s robust technology solutions, unique licensing model, and customer-centred approach. Symetri and Altair are aligned in providing solutions that ensure our customers work smarter for a better future. We look forward to the exciting times ahead, and most importantly, to offering our customers best-in-class solutions.”*

Altair and Symetri began collaborating in 2019 when Symetri became Altair’s first channel partner in the U.K. dedicated to expanding the use of Altair’s revolutionary structural analysis solution, Altair SimSolid. Since then, Symetri has driven three successful years of SimSolid usage growth in the U.K. and Ireland.

HCLTech Launches Learning Series To Transform Employees Into Sustainability Champions

18 November 2022

HCLTech, a global technology company, announced that it has launched the HCLTech Sustainability School and its first comprehensive climate literacy learning series. The series, developed by Axa Climate, has been designed to raise awareness of the impact of climate change among HCLTech's 220,000+ employees.

The HCLTech Sustainability School aims to build sustainability champions amongst its employees across the globe. With climate change emerging as one of the biggest challenges facing humanity, the learning series will educate employees on how each of them can contribute to the efforts of governments, NGOs and enterprises to address the causes of climate change.

HCLTech is committed to supercharging progress toward a sustainable planet through its actions as a company and pacts with stakeholders. The Company is a signatory to the Climate Pledge and is committed to achieving net-zero by 2040, a decade ahead of the Paris Agreement goals. The Science Based Targets initiative (SBTi) has validated and commended HCLTech's ambitious 1.5°C pathway targets.

"HCLTech Sustainability School is another validation of our environmental commitments. It will give HCLTech employees an understanding of climate change and how it impacts their lives. Having completed the course, our employees will understand how to act responsibly within their homes and workplace and take simple measures to reduce their carbon footprints. Our people can be our biggest champions on sustainability and this learning series will provide them with practical tools so they can be agents of change within the company and their own communities," says Santhosh Jayaram, Global Head, Sustainability, HCLTech.

To be launched in two phases, the course will cover topics such as the impending threats to biodiversity, the exploitation of natural resources, and the impact on livelihoods across geographical regions. The second phase of the course will help participants understand how to reduce their own carbon footprints and look at innovative ways to reduce carbon emissions within HCLTech and with our clients. HCLTech's sustainability strategy is based on three guiding principles:

- **ACT:** Acting in the most responsible and sustainable manner and ensuring every resource is used efficiently to maximize value
- **PACT:** Working for a sustainable future, in collaboration with our clients, partners, communities, and all stakeholders
- **IMPACT:** Focusing on creating sustainable impact through all initiatives and activities

The company has made demonstrable progress on its sustainability commitments:

- Recharged 21 times more water than it consumed during 2021-22
- 70% reduction in per capita Scope 1 & 2 GHG emissions in the last decade
- Renewable energy represented 17.7% of the company's overall energy consumption increased in FY22
- HCLTech's Net-Zero Intelligent Operations (NIO) solution won the Cisco Global Digital Sustainability Challenge for the EMEA (Europe, Middle East, Africa) region

L&T Technology Services inaugurates Digital Manufacturing and Electrification Prototype centers in Peoria, USA

18 November 2022

L&T Technology Services Limited announced the inauguration of two new design and prototyping centers in Peoria, Illinois, USA, to support the digital engineering programs of customers. The two centers of excellence (CoE) will complement the existing LTTS flagship design center in Peoria.

The new centers- 1DigitalPlace and Electrification & Prototyping Center- will offer services in digital manufacturing and next-gen electrification solutions across the transportation, medical, and hi-tech domains.

The 1DigitalPlace Center of Excellence leverages next generation manufacturing technologies to enable customers redefine their product journeys – from concept development through launch. It will help drive innovative solutions across the digital manufacturing spectrum, in key areas including artificial intelligence (AI), robotics, 3D-vision systems, and connected machines. With a focus on delivering cutting-edge Manufacturing Execution Systems and enabling next-gen digital twins, the CoE's turnkey offerings will combine insights from the voice of the customer with LTTS' state-of-the-art design, simulation, proof of concept and prototyping capabilities.

The Electrification & Prototype center is a state-of-the-art turnkey design facility providing services across the value chain. Powered by the latest in production automation technologies, LTTS' newest CoE is capable of enabling the entire spectrum from conception through schematics, to physical prototype harness development in HIL test benches. It is helping expand and deepen our industry-leading expertise across electrification, UAV's, marine engineering solutions, and autonomy for end-to-end support. The CoE's rapid turnaround time, global engineering teams, ISO9001-certified quality and testing capabilities, and no Minimum Order Quantity requirement will help drive a significant reduction in customer lead times and deliver enhanced project outcomes.

The fundamental objective of setting up the new centers is to develop a strategically located team capable of designing, constructing, and implementing manufacturing, quality operations processes and systems. LTTS' customers stand to benefit from an enhanced experience paradigm focused on next-gen manufacturing technologies. As part of the planned expansion of the Peoria design center, LTTS plans to hire more than 500 engineers over the next 36 months.

LTTS' expanded Peoria engineering hub will serve as a platform to provide services for all embedded software and hardware-based solutions, besides enabling next-gen process analytics solutions leveraging the best of AI, ML, Preventive & Predictive Maintenance capabilities. The center will act as a hub to attract and hire local engineers to fulfill existing and future customer requirements.

The Electrification and Prototype Center was unveiled by Mr Tim Graham of Caterpillar, Mr Darin Morman of Collins Aerospace, Mr John Kahl – Mayor of East Peoria, Mr Pari Natarajan of Zinnov, Mr Amit Chadha, Mr Bhanu Gopalam and Mr Robert Martin of LTTS. The 1DigitalPlace was inaugurated by Mr T. D. Bhutia, Deputy Consul General, Consulate General of India, Chicago, Mr. William Strnad of Polaris, Mr Rajeev Gupta, Mr Alind Saxena and Mr Rodney Duran of LTTS.

Commenting on the inauguration, Congressman Darin LaHood, U.S. Rep. for the State of Illinois said, *“Our community is excited to hear the announcement by LTTS to expand in the City of Peoria, which will help further boost our technology ecosystem and also help create more jobs and opportunities in engineering and allied fields. Thank you for your investment in Central Illinois and promoting innovation and technology across our region.”*

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John Kahl, Mayor of East Peoria said, *“It is heartening to see engineering and technology providers like LTTS setting up their base in Peoria and further cementing the region’s reputation as a technology and innovation hub. On behalf of the People of Peoria, I Congratulate LTTS on the establishment of the new digital centers and look forward to a fruitful engagement with them, benefiting the local economy and community.”*

His Excellency Taranjit Singh Sandhu, Indian Ambassador to the United States commented, *“I would like to congratulate L&T Technology Services for the new engineering facilities in Peoria, Illinois. This is an exciting moment for LTTS and the engineering & technology sector in Illinois. LTTS’ contributions in U.S. demonstrates the power of Indian companies to add value, competitiveness and skills in the US as well as enrich the local community. I wish LTTS all success!”*

Amit Chadha, CEO & Managing Director, L&T Technology Services said, *“We have set-up our two new facilities with an endeavor to serve our global clientele more closely located to their base locations. The center will leverage LTTS’ domain expertise in areas like Digital Manufacturing, Electrification and Sustainability and play a vital role in creation of new offerings, innovations and technologies for global customers.”*

Lantek appoints Adam Ball as its Solutions Sales Manager for the UK

22 November 2022

Lantek, a leading multinational in the digital transformation of the sheet metal and fabrication sector, announces the appointment of Adam Ball to develop the sales of its manufacturing solutions within the UK.

He has over 20 years of experience in sheet metal machinery, including laser cutting, waterjet and bending machines, gained in senior roles in service, applications and sales. This in depth and diverse knowledge of machinery and manufacturing processes will bring a thorough understanding of every aspect of business to Lantek’s clients, providing them with real world solutions that will reduce costs and increase productivity.

Adam Ball says, “It is an exciting time at Lantek, which made me want to return to the company. New software development is continuing at an increasing pace through AI, cloud applications, the expansion of the development team and the investment from Trumpf. All these factors combine to make a forward-thinking company which will give me the opportunity to offer the industry both step-change and incremental improvements.”

Lantek is the acknowledged leader in the field of sheet metal software and digital transformation and its open software can drive hundreds of different makes and models of cutting and punching machines. It has OEM partnerships with more than 120 machine tool suppliers worldwide enabling it to manage virtually any make or model of machine, helping companies work towards a smart factory whatever their state of digital readiness.

Adam Ball adds, “My objective is to build strong relationships with customers so that I can offer advice and the right solution to drive their businesses forward. Lantek is respected throughout the industry for excellence in software and service and I am looking forward to helping customers with systems tailored to their individual requirements.”

LTIMindtree Inaugurates Digital Experience Centre in Hyderabad

18 November 2022

LTIMindtree, a global technology consulting and digital solutions company, has further expanded its Hyderabad operations by setting up a new, state-of-the-art digital experience centre in the city.

This new, 100,000 sq. ft. centre will have the capacity to accommodate more than 1,000 professionals. Designed as a modern agile workplace to provide a superior, collaborative working experience, the centre will drive cutting-edge research and innovation in leveraging the power of digital to help LTIMindtree's global clients deliver unique customer experiences. Equipped with the latest technology and automation capabilities, the centre will enable clients to rapidly envision, prototype and implement disruptive digital solutions that meet the needs of tomorrow.

Shri K. T. Rama Rao, Honourable Minister of IT, Industries, MA & UD, Government of Telangana, said: "Congratulations on the merger of LTI and Mindtree to create the 5th largest IT player in India. I extend my thanks to LTIMindtree for their continued commitment to invest, grow and create more technology jobs at a record pace in Hyderabad. Telangana government remains focused on its efforts to make Hyderabad the most preferred hub for technology companies and LTIMindtree is a true example of how these efforts are paying off."

Nachiket Deshpande, Chief Operating Officer & Executive Board Member, LTIMindtree said: "Our new digital hub in Hyderabad will provide further impetus to our endeavour to innovate, solve complexities and deliver simplified, yet seamless solutions to our customers. Hyderabad is one of India's leading entrepreneurial, industrial and R&D hubs with robust educational infrastructure, rich talent pool and a forward-looking work ethic. We remain committed to leveraging our presence in the city to build cutting-edge digital solutions and foster innovation to help our clients get to the future, faster. We are thankful to the Government of Telangana for their vision, focus and support in enabling companies such as ours to bring their vision to life."

Located in HITEC City, the centre highlights the rich culture, heritage, and modern outlook of Hyderabad. The company employs over 16,000 employees in the city and has more than doubled its headcount in the city in the last one year alone.

NEC Introduces Revolutionary CLOUD CASH Program That Pays Channel Partners Upfront on NEC UNIVERGE BLUE® Cloud Communications Deals

15 November 2022

NEC Corporation of America (NEC), a leading provider and integrator of advanced IT, communications, networking, and biometric solutions, launched NEC UNIVERGE BLUE® CLOUD CASH, a program that offers NEC UNIVERGE BLUE® cloud communications channel partners the option to get paid upfront on the full-term of the agreement. Unlike traditional cloud service sales models that pay channel partners a monthly recurring revenue, for each new sale, CLOUD CASH pays channel partners a lump sum upfront payment – based on the amount that would be realized from recurring revenue through the length of the agreement, plus any qualifying incentives. This flexible industry-first program bridges the premises to cloud revenue gap and makes it easier for channel partners to move their customer base to cloud communications.

"With CLOUD CASH, channel partners can deliver cloud-based communication and collaboration solutions for their customers without worrying about the financial impacts on their businesses," said Al Kelley, Vice President, Channel Sales, Americas at NEC. "By offering this alternative revenue structure

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backed by NEC Financial Services, channel partners once leery of offering cloud solutions can now help their clients modernize their communications infrastructure with the comprehensive suite of tightly integrated unified communications and contact center solutions that is UNIVERGE BLUE.”

Businesses are rapidly adopting remote and hybrid work models, and the migration to cloud communications continues to accelerate. However, for channel partners selling on-premises business phone systems, their move to selling cloud communications could be impeded by a business model that is based on upfront hardware sales. As a channel partner-first company, NEC introduced CLOUD CASH to alleviate this concern and now allows channel partners to sell UNIVERGE BLUE CLOUD SERVICES and get paid upfront like hardware. CLOUD CASH also offers channel partners the flexibility to decide which deals they want to get paid upfront, or via monthly recurring revenue, enabling them to better control their financials.

As part of the program, NEC created a calculator that enables the channel partner to simulate an average sale to see how much they can expect to earn upfront on a deal.

“Introducing an alternative to the traditional way channel partners are compensated will allow many more of them to benefit from the growth of UCaaS and CCaaS,” said Dave Michels, Principal Analyst and Founder of TalkingPointz. “UNIVERGE BLUE CLOUD CASH not only demonstrates the financial strength of NEC but is also the mark of an organization that truly puts channel partners first. Motivated sellers mean we should see a harder push to move traditional on-prem hardware users to cloud communications, which is a win for both channel partners and the industry.”

PlanHub Adds Key Executive Suite Member

17 November 2022

PlanHub, the leading cloud-based software as service (SaaS) preconstruction platform, today announced the addition of Stan Gonsalves as the company’s Chief Technology Officer (CTO). Gonsalves brings over 20 years of experience in business development, product management, digital transformation, and strategic management across several prominent companies to the PlanHub Team.

Gonsalves serves to further support PlanHub’s vision to provide 25,000+ contractors, 400,000+ subcontractors, and suppliers the tools they need to transform their businesses. After a successful year of product development, new offerings, and multiple strategic partnerships, PlanHub continues to expand its executive suite to support continued growth.

“The addition of Stan Gonsalves as PlanHub’s Chief Technology Officer is an important step forward in our continuing efforts to deliver the absolute best customer experience for construction professionals,” said PlanHub CEO Ro Bhatia. “Stan is a dynamic C-suite technology executive with extensive leadership experience across startup, private equity, venture capital, and enterprise entities. His experience and skills will accelerate the implementation of a variety of platform developments and promote operational efficiencies and team performance that support our continued growth.”

Gonsalves most recently served as CTO of Tribute Technology, where he was recruited to guide the company through significant IT transformation, technology stack reconciliation, and to scale offshore, nearshore, onshore development as well as cloud operations.

As a Vice President and CTO of Sparta Systems, Gonsalves managed strategic direction and product performance, positioning the company for a \$1.3B acquisition. Prior to Sparta Systems, Gonsalves served as CTO of OnCourse Learning Corporation, where he rebuilt the technology team, improved and expanded cloud operations, and aligned product development and definition, among other responsibilities.

Procore Appoints Olga Kibler as Chief People Officer

14 November 2022

Procore Technologies, Inc., a leading global provider of construction management software, announced Olga Kibler as its chief people officer, effective today. Kibler will lead Procore's people strategy, and will join Procore's executive leadership team and report to founder, president and CEO, Tooley Courtemanche.

Most recently, Kibler served as chief people officer at Five9 leading all aspects of the human resources function. Prior to Five9, she served as vice president of talent services at DocuSign and was integral in leading the company through a growth strategy, which focused on building a diverse team and inclusive culture across 20 countries.

As Procore expands its global workforce to better serve its customers and business worldwide, Kibler will drive Procore's continued growth across all elements of the Global Talent Organization, including talent acquisition, talent activation and growth, talent business partners, employee relations, talent operations, total rewards and diversity, inclusion, equity and belonging.

"When we started Procore, we committed to investing in our people and our culture no matter our scale. With more than 20 years of experience, Olga will lead our talent organization as we expand globally and continue to build high-performing teams while delivering a remarkable candidate and employee experience," said Tooley Courtemanche, Procore founder, president and CEO. "Olga's passion for people and excellence in the human resources practice, combined with her international leadership experience, is a huge asset to Procore. I am thrilled to welcome her to the team."

"I was drawn to Procore's clarity in its core values of openness, ownership and optimism. People are my passion, and it is clear Tooley and the leadership team embody these values and deeply care about Procore's employees. Procore is transforming the construction industry, and I'm excited to help drive the company forward by elevating and advocating for our people," said Kibler.

Kibler holds a master's degree in International Trade from Moscow University of Humanities and was a recipient of a USIA scholarship in Economics at the University of Oregon. She lives in the Bay Area with her husband and daughter.

Wipro Announces its Asia Pacific, Middle East and Africa (APMEA) Headquarters in Dubai

18 November 2022

Wipro Limited, a leading technology services and consulting company, announced the opening of its Asia Pacific, Middle East and Africa (APMEA) Strategic Market Unit Headquarters in Dubai, UAE.

His Highness Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum, Crown Prince of Dubai and Chairman of The Executive Council of Dubai, and His Highness Sheikh Maktoum bin Mohammed bin Rashid Al Maktoum, Deputy Ruler of Dubai, and Deputy Prime Minister and Minister of Finance of the UAE, along with prominent UAE officials, visited the newly opened headquarters on its inaugural day.

His Highness Sheikh Hamdan bin Mohammed said, "The establishment of Wipro's new facility in Dubai reflects the emirate's growing profile as a global hub for the world's leading information technology companies. Vice President and Prime Minister of the UAE and Ruler of Dubai His Highness Sheikh Mohammed bin Rashid Al Maktoum's vision for innovation-driven growth has made Dubai a magnet for investments from the world's foremost players in industries driving the future of the global economy. Dubai has created a dynamic enabling infrastructure and ecosystem for the information

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technology industry along with regulatory frameworks designed to support innovation, entrepreneurship and business expansion. The city is also the ideal base to access some of the world's best technology talent, which continues to gravitate to Dubai to take advantage of its rich growth opportunities and high living standards. Over the past decade, Dubai has witnessed several major global technology success stories that have further reinforced the city's profile as a global focal point for growth and enterprise in the sector.”

Located in the heart of the bustling business establishment of One Central at the Dubai World Trade Centre, the newly opened headquarters will lead Wipro's expansion and investments across the UAE and APMEA. It will address the business, technology, and transformation agendas of clients in focus sectors such as Financial Services, Retail, Telecom, Energy and Utilities, and the Public Sector. Wipro began its operations in the Middle East in UAE in 2001 and today has a presence spread across several countries in the region. The APMEA strategic market unit generates around \$1.5 billion in revenue for Wipro, and employs over 30,000 personnel.

Rishad Premji, Executive Chairman, Wipro Limited, said, “We are pleased to launch our APMEA headquarters in Dubai, which opens a new chapter for Wipro in a fast-moving, technology-first market. Dubai is a gateway to the world, and its progressive government, multicultural workforce, and business-friendly policies, makes it a great fit for us as we expand our footprint across the APMEA regions.”

Ecosystem partnerships are one of the core pillars of Wipro's business strategy. The APMEA headquarters will include a co-innovation space, where strategic partners, including AWS, Microsoft, HPE, Informatica, Palo Alto Networks, SAS, and Snowflake, will collaborate with Wipro to co-create joint solutions that address the evolving needs of key sectors and technologies.

Bringing together the power of the Wipro group, the HQ will house locally specialized teams from Capco, its global technology and management consultancy focused on financial services, and from Designit, its strategic design and innovation company, offering the very best of Wipro's differentiated capabilities in the region. In addition, Wipro has also introduced Lab45 in the region which is a visionary innovation space to develop ground-breaking solutions to foster and accelerate ideation with clients.

Thierry Delaporte, Chief Executive Officer and Managing Director, Wipro Limited, said, “Establishing our headquarters here opens vast growth potential, and opportunities for synergies, across the entire region. The UAE understands the strategic value of technology, and the transformative power of digital technologies to drive change for good. Wipro shares that vision. We will be leveraging our global capabilities, local expertise, as well as our global partner ecosystem to co-create solutions for our customers in the region.”

Anis Chenchah, Chief Executive Officer – APMEA, Wipro Limited, said, “I am delighted to have Wipro as the first global company of our industry that puts three vast continents – Africa, Asia, and Oceania – under a unified leadership, headquartered in my home city of Dubai. Business exchanges between Africa and Asia are increasing significantly, creating major opportunities for Wipro. With its strategic location, its ultra-modern-infrastructure, and global mindset, Dubai is the ideal place to drive our business growth in this promising part of the world.”

Financial News

American Software Reports Second Quarter of Fiscal Year 2023 Results

17 November 2022

American Software, Inc. reported preliminary financial results for the second quarter of fiscal year 2023.

Key Second Quarter Financial Highlights:

- Subscription fees were \$12.3 million for the quarter ended October 31, 2022, a 19% increase compared to \$10.4 million for the same period last year, and software license revenues were \$0.7 million compared to \$0.8 million for the same period last year.
- Total revenues for the quarter ended October 31, 2022 increased 1% to \$31.4 million, compared to \$31.2 million for the same period of the prior year.
- Recurring revenue streams for Maintenance and Cloud Subscriptions were \$21.2 million or 67% of total revenues in the quarter ended October 31, 2022 compared to \$19.6 million or 63% in the same period of the prior year.
- Maintenance revenues for the quarter ended October 31, 2022 decreased 5% to \$8.8 million compared to \$9.3 million for the same period last year reflecting the shift to cloud revenue as a client preference.
- Professional services and other revenues for the quarter ended October 31, 2022 decreased 11% to \$9.6 million compared to \$10.8 million for the same period last year. For the Supply Chain business, professional services revenues for the quarter ended October 31, 2022 decreased by 1% to \$5.2 million when compared to \$5.3 million in the same period prior year.
- Operating earnings for the quarter ended October 31, 2022 increased 3% to \$2.8 million compared to \$2.7 million for the same period last year.
- GAAP net earnings for the quarter ended October 31, 2022 decreased 37% to \$2.1 million or \$0.06 per fully diluted share compared to \$3.3 million or \$0.10 per fully diluted share for the same period last year.
- Adjusted net earnings for the quarter ended October 31, 2022, which excludes non-cash stock-based compensation expense and amortization of acquisition-related intangibles, decreased 21% to \$3.3 million or \$0.10 per fully diluted share compared to \$4.2 million or \$0.12 per fully diluted share for the same period last year.
- EBITDA decreased by 3% to \$3.6 million for the quarter ended October 31, 2022 compared to \$3.7 million for the same period last year.
- Adjusted EBITDA increased by 4% to \$4.9 million for the quarter ended October 31, 2022 compared to \$4.8 million for the same period last year. Adjusted EBITDA represents GAAP net earnings adjusted for amortization of intangibles, depreciation, interest (loss)/income & other, net, income tax expense and non-cash stock-based compensation expense.

Key Fiscal 2023 Year to Date Financial Highlights:

- Subscription fees were \$24.4 million for the six months ended October 31, 2022, a 21% increase compared to \$20.1 million for the same period last year, while Software license revenues were \$1.0 million compared to \$1.3 million for the same period last year.
- Total revenues for the six months ended October 31, 2022 increased 4% to \$62.7 million

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compared to \$60.5 million for the same period last year.

- Recurring revenue streams for Maintenance and Cloud Services were \$42.1 million and \$38.9 million or 67% and 64% of total revenues for the six-month periods ended October 31, 2022 and 2021, respectively.
- Maintenance revenues for the six months ended October 31, 2022 were \$17.7 million, a 5% decrease compared to \$18.7 million for the same period last year.
- Professional services and other revenues for the six months ended October 31, 2022 decreased 3% to \$19.6 million compared to \$20.3 million for the same period last year.
- For the six months ended October 31, 2022, the Company reported operating earnings of approximately \$5.3 million compared to \$4.5 million for the same period last year, a 19% increase.
- GAAP net earnings were approximately \$4.2 million or \$0.12 per fully diluted share for the six months ended October 31, 2022, a 33% decrease compared to \$6.3 million or \$0.18 per fully diluted share for the same period last year.
- Adjusted net earnings for the six months ended October 31, 2022, which exclude stock-based compensation expense and amortization of acquisition-related intangibles, decreased 16% to \$6.6 million or \$0.19 per fully diluted share, compared to \$7.8 million or \$0.23 per fully diluted share for the same period last year.
- EBITDA increased by 4% to \$6.9 million for the six months ended October 31, 2022 compared to \$6.6 million for the same period last year.
- Adjusted EBITDA increased 13% to \$9.6 million for the six months ended October 31, 2022 compared to \$8.4 million for the six months ended October 31, 2021. Adjusted EBITDA represents GAAP net earnings adjusted for amortization of intangibles, depreciation, interest (loss)/income & other, net, income tax expense and non-cash stock-based compensation.

Key Second Quarter of Fiscal Year 2023 highlights:

Clients & Channels

- Notable new and existing customers placing orders with the Company in the second quarter include: Fastenal Company, Grand & Toy Ltd., Great Lakes Cheese Company, Inc., Herbalife Nutrition, Jackson Family Enterprises, Inc., Niagara Bottling, LLC., Ralph Lauren Inc., WEG Industries, and Workwear Outfitters LLC.
- During the quarter, SaaS subscription and/or software license agreements were signed with customers located in the following six countries: Australia, Brazil, Canada, India, the United Kingdom, and the United States.
- With its partner ecosystem continuing to play an important role in the company's growth strategy, Logility formalized partnership agreements with Parker Avery and Wipro Ltd.
- Logility celebrated Supply & Demand Chain Executive's 2022 Women in Supply Chain Award, as it saw leaders at its clients ORBIS Corporation and Polymer Group take home the distinction.

The overall financial condition of the Company remains strong, with cash and investments of approximately \$106.8 million. During the second quarter of fiscal year 2023, the Company paid shareholder dividends of approximately \$3.7 million.

“We were pleased to see our adjusted EBITDA margin expand sequentially and year-over-year to nearly 16% despite delayed project starts that impacted our revenue in Q2,” said Allan Dow, CEO and

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President of American Software. "Although we are adjusting our revenue guidance lower to account for these delays, we are increasing our adjusted EBITDA expectations to reflect the strong performance to date and a more measured pace of investment amid the current global economic environment."

Fiscal Year 2023 Financial Outlook

- Total revenues of \$125.5 million to \$127.5 million, including total recurring revenues of \$85.5 million to \$87.5 million.
- Adjusted EBITDA of \$18.0 million to \$20.0 million.

AUTODESK, INC. ANNOUNCES FISCAL 2023 THIRD QUARTER RESULTS

22 November 2022

Autodesk, Inc. reported financial results for the third quarter of fiscal 2023.

All growth rates are compared to the third quarter of fiscal 2022, unless otherwise noted. A reconciliation of GAAP to non-GAAP results is provided in the accompanying tables. For definitions, please view the Glossary of Terms later in this document.

Third Quarter Fiscal 2023 Financial Highlights

- Total revenue increased 14 percent to \$1,280 million;
- GAAP operating margin was 20 percent, up 3 percentage points;
- Non-GAAP operating margin was 36 percent, up 4 percentage points;
- GAAP diluted EPS was \$0.91; Non-GAAP diluted EPS was \$1.70;
- Cash flow from operating activities was \$469 million; free cash flow was \$460 million.

"We recently announced Autodesk Fusion, Forma, and Flow, our three industry clouds, which will connect data, teams and workflows in the cloud on our trusted platform," said Andrew Anagnost, Autodesk president and CEO. "Increasing our engineering velocity, moving data from files to the cloud, and expanding our third-party ecosystem, will enable Autodesk to further increase customer value by delivering even greater efficiency and sustainability."

"In a more challenging macroeconomic environment, Autodesk performed in line with our expectations in the third quarter, excluding the impact of in-quarter currency movements on revenue. Subscription renewal rates remained strong, as did our competitive performance," said Debbie Clifford, Autodesk CFO. "Our fiscal 23 revenue, margin, and earnings per share guidance remains close to the previous mid-points at constant exchange rates and comfortably within our prior guidance ranges. Our lower billings and free cash flow guidance primarily reflect less demand for multi-year, up-front and more demand for annual contracts than we expected."

Additional Financial Details

- Total billings increased 16 percent to \$1,360 million.
- Total revenue was \$1,280 million, an increase of 14 percent as reported, and 15 percent on a constant currency basis. Recurring revenue represents 98 percent of total.
- Design revenue was \$1,087 million, an increase of 12 percent as reported, and 14 percent on a constant currency basis. On a sequential basis, Design revenue increased 2 percent as reported and on a constant currency basis.
- Make revenue was \$117 million, an increase of 24 percent as reported, and 26 percent on a constant currency basis. On a sequential basis, Make revenue increased 4 percent as reported and

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on a constant currency basis.

- Subscription plan revenue was \$1,188 million, an increase of 14 percent as reported, and 15 percent on a constant currency basis. On a sequential basis, subscription plan revenue increased 2 percent as reported and on a constant currency basis.
- Net revenue retention rate remained within the range of 100 to 110 percent.
- GAAP operating income was \$256 million, compared to \$193 million in the third quarter last year. GAAP operating margin was 20 percent, up 3 percentage points compared to the third quarter last year.
- Total non-GAAP operating income was \$465 million, compared to \$365 million in the third quarter last year. Non-GAAP operating margin was 36 percent, up 4 percentage points compared to the third quarter last year.
- GAAP diluted net income per share was \$0.91, compared to \$0.62 in the third quarter last year.
- Non-GAAP diluted net income per share was \$1.70, compared to \$1.34 in the third quarter last year.
- Deferred revenue increased 13 percent to \$3.78 billion. Unbilled deferred revenue was \$896 million, an increase of \$8 million compared to the third quarter of last year. Remaining performance obligations ("RPO") increased 11 percent to \$4.68 billion. Current RPO increased 9 percent to \$3.14 billion.
- Cash flow from operating activities was \$469 million, an increase of \$198 million compared to the third quarter last year. Free cash flow was \$460 million, an increase of \$203 million compared to the third quarter last year.

Third Quarter Fiscal 2023 Business Highlights

Net Revenue by Geographic Area

	Three Months Ended October 31, 2022	Three Months Ended October 31, 2021	Change compared to prior fiscal year		Constant change co to prior fi
			\$	%	%
<i>(In millions, except percentages) (1)</i>					
Net Revenue:					
Americas					
U.S.	\$ 447	\$ 383	\$ 64	17 %	*
Other Americas	94	79	15	19 %	*
Total Americas	541	462	79	17 %	17 %

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EMEA	476	433	43	10 %	12 %
APAC	263	231	32	14 %	18 %
Total Net Revenue	\$ 1,280	\$ 1,126	\$ 154	14 %	15 %

* Constant currency data not provided at this level.

(1) In the current fiscal year, the Company changed its rounding presentation to the nearest whole number in millions of reported amounts, except per share data or as otherwise noted. The current year rounding presentation has been applied to all prior year amounts presented and, in certain circumstances, this change may adjust previously reported balances.

Net Revenue by Product Family

Our product offerings are focused in four primary product families: Architecture, Engineering and Construction ("AEC"), AutoCAD and AutoCAD LT, Manufacturing ("MFG"), and Media and Entertainment ("M&E").

	Three Months Ended October 31, 2022	Three Months Ended October 31, 2021	Change compared to prior fiscal year	
			\$	%
<i>(In millions, except percentages) (1)</i>				
AEC (2)	\$ 575	\$ 507	\$ 68	13 %
AutoCAD and AutoCAD LT (2)	354	323	31	10 %
MFG	254	225	29	13 %
M&E	78	63	15	24 %
Other	19	8	11	138 %
Total Net Revenue	\$ 1,280	\$ 1,126	\$ 154	14 %

(1) In the current fiscal year, the Company changed its rounding presentation to the nearest whole number in millions of reported amounts, except per share data or as otherwise noted. The current year rounding presentation has been applied to all prior year amounts presented and, in certain circumstances, this change

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may adjust previously reported balances.

(2) During the current fiscal year, the Company corrected an immaterial classification error and reclassified certain revenue amounts between Architecture, Engineering and Construction and AutoCAD and AutoCAD LT. Fiscal quarters ended October 31, 2021 (presented here), January 31, 2022, and April 30, 2022 (not presented here), were updated to conform to the current period presentation. These reclassifications did not impact total net revenue.

Business Outlook

The following are forward-looking statements based on current expectations and assumptions, and involve risks and uncertainties, some of which are set forth below under "Safe Harbor Statement." Autodesk's business outlook for the fourth quarter and full-year fiscal 2023 considers the current economic environment and foreign exchange currency rate environment. A reconciliation between the fiscal 2023 GAAP and non-GAAP estimates is provided below or in the tables following this press release.

Fourth Quarter Fiscal 2023

Q4 FY23 Guidance Metrics	Q4 FY23 (ending January 31, 2023)
Revenue (in millions)	\$1,303 – \$1,318
EPS GAAP	\$0.99 – \$1.05
EPS non-GAAP (1)	\$1.77 – \$1.83

(1) Non-GAAP earnings per diluted share excludes \$0.74 related to stock-based compensation expense, \$0.11 for the amortization of purchased intangibles, \$0.04 for lease-related asset impairments and other charges, and \$0.01 for acquisition-related costs, partially offset by (\$0.12) related to GAAP-only tax charges.

Full Year Fiscal 2023

FY23 Guidance Metrics	FY23 (ending January 31, 2023)
Billings (in millions) (1)	\$5,570 – \$5,670 Up 16% – 18%

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Revenue (in millions) (2)	\$4,990 – \$5,005 Up Approx. 14%
GAAP operating margin	Approx. 20%
Non-GAAP operating margin (3)	Approx. 36%
EPS GAAP	\$3.43 – \$3.49
EPS non-GAAP (4)	\$6.56 – \$6.62
Free cash flow (in millions) (5)	\$1,900 – \$1,980

(1) Excluding the approximately \$195 million impact of foreign currency exchange rates and hedge gains/losses, billings guidance would be \$5,765 – \$5,865 million.

(2) Excluding the approximately \$80 million impact of foreign currency exchange rates and hedge gains/losses, revenue guidance would be \$5,070 – \$5,085 million.

(3) Non-GAAP operating margin excludes approximately 13% related to stock-based compensation expense, approximately 2% for the amortization of purchased intangibles, less than 1% related to acquisition-related costs, and less than 1% related to lease-related asset impairments and other charges.

(4) Non-GAAP earnings per diluted share excludes \$3.02 related to stock-based compensation expense, \$0.43 for the amortization of purchased intangibles, \$0.13 related to lease-related asset impairments and other charges, and \$0.04 related to acquisition-related costs, partially offset by (\$0.46) related to GAAP-only tax charges and (\$0.03) related to gains on strategic investments and dispositions.

(5) Free cash flow is cash flow from operating activities less approximately \$50 million of capital expenditures.

The fourth quarter and full-year fiscal 2023 outlook assume a projected annual effective tax rate of 20 percent and 17 percent for GAAP and non-GAAP results, respectively. Shifts in geographic profitability continue to impact the annual effective tax rate due to significant differences in tax rates in various jurisdictions. Therefore, assumptions for the annual effective tax rate are evaluated regularly and may change based on the projected geographic mix of earnings.

Earnings Conference Call and Webcast

Autodesk will host its third quarter conference call today at 5 p.m. ET. The live broadcast can be accessed at autodesk.com/investor. A transcript of the opening commentary will also be available following the conference call.

A replay of the broadcast will be available at 7 p.m. ET at autodesk.com/investor. This replay will be maintained on Autodesk's website for at least 12 months.

Investor Presentation Details

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An investor presentation, excel financials and other supplemental materials providing additional information can be found at autodesk.com/investor.

Invitation to Tecsys' Conference Call on December 1, 2022, Covering Second Quarter FY2023 Results

17 November 2022

Tecsys Inc. will release its financial results for the second quarter of fiscal year 2023 ended October 31, 2022 on November 30, 2022. Tecsys President and CEO, Peter Brereton, and CFO, Mark J. Bentler, will host a conference call on December 1, 2022 at 8:30 a.m. EST to present and discuss the results with the analysts.

Subject: Q2 FY2023 Financial Results Conference Call

Date: December 1, 2022

Time: 8:30 a.m. EST

Phone number: (877) 521-4127 ou (416) 641-6662

The call can be replayed until December 8, 2022 by calling (800) 558-5253 or (416) 626 4100 (access code: 22022988).

Implementation Investments

Atos signs major contract with Siemens IT to drive its digital transformation roadmap

21 November 2022

Siemens awarded a new major contract to Atos to deliver SIAM services and accelerate Siemens' journey to digital excellence.

Working in partnership with Siemens and collaborating with a multi-sourced business ecosystem, Atos will deliver next generation Integration and Orchestration driven services through its Atos SIO Bridge solution. This will support Siemens strategic initiative to change the way Siemens operates and manages its IT services. Siemens and Atos will together evolve into a partnership that is continually learning, improving, and innovating for its customers and employees.

This is the largest manufacturing integration win for the Atos Bridge SIO/SIAM operating model which will align Siemens to best practices and a core set of principles and drivers whilst also delivering flexibility, innovation, and efficiency. As part of this contract, Atos has insourced a significant number of experts from Siemens.

"To drive Siemens' digital transformation with the support of a business-enabler such as Atos, we must be able to leverage the strength of all parties within our ecosystem. Atos' unique combination of end-to-end integration and orchestration services will further help implement collaborative innovation, allowing more flexible and more fluid interaction and participation" said **Hanna Henning, Siemens CIO**.

"We are proud that Siemens has selected our AI-driven Integration and Orchestration solutions. With the support of the significant amount of IT experts who are joining us, Atos will enable Siemens IT to capitalize on an innovative IT ecosystem to drive its digital transformation" said **Rakesh Khanna, Head of Digital, Atos**.

Burton Snowboards Redefines Retail Experience with Informatica Cloud Data Management

17 November 2022

Informatica® announced that Burton Snowboards is using Informatica's Master Data Management (MDM) solutions to manage its data as a strategic asset. Burton, a premier snowboarding brand known for its relentless promotion of the sport, designs and manufactures industry-leading products for snowboarding and the snowboard lifestyle. The Vermont-headquartered company has offices in Austria, Japan, Australia, Canada, China and thousands of wholesale dealers worldwide.

Burton wanted to uplevel its data management to efficiently serve downstream analytics and corresponding data science to get the right product in front of the right customer. The company relies on its ERP solutions for its analytics and power business Intelligence for executive dashboards. The data and analytics team wanted to improve data visualization across executive dashboards to increase profitability and streamline operations. By leveraging real-time data, Burton wanted to increase supply chain efficiency further and accommodate seasonal demands.

"We're a growing company and strive to do more with less and Informatica allows us to do just that," said Kyle Wierenga, Vice President of Global Information Technology & Analytics. "As we approach peak snowboarding season, Informatica's Cloud Data Governance and MDM solutions help us maintain a high bar for data quality and management. By empowering our teams with access to the right data at the right time and the know-how to use it, we can predict demand accurately and build a product strategy based on customer needs."

Informatica powers Burton to manage, own and derive insights from their data. Leveraging Informatica's Axon Data Governance, Burton first increased transparency on its data footprint and then set out to make it discoverable and interoperable. Furthermore, Burton has been able to deliver trusted, relevant data to users across the business, reducing the time from data to insight. This is noticeable in domains and teams that embarked on the Data Governance journey as early adopters.

"Continuous innovation is at the core of Burton's commitment to its customers. The company started the process of cloud migration three years ago and is now at over eighty percent in the cloud," said Manouj Tahiliani, General Manager, Informatica MDM and Business 360. "Informatica works with Burton to leverage data as a critical asset for scaling the business as needed. Key business decisions, including product recommendations, are based on the analysis of millions of data points to build a smart product strategy for customers."

Electrical Contractor Houle to Manage Hybrid Workplaces and Distributed Teams with Procore

15 November 2022

Procore Technologies, Inc., a leading global provider of construction management software, announced that **Houle Electric Ltd.** has selected Procore Technologies as its construction management platform.

Based in Burnaby, B.C., Houle delivers diverse construction services to industrial, commercial, institutional and residential customers, including construction management, design-build/design-assist and installation and retrofitting services. Its services include electrical construction, security and network systems, building automation, healthcare technology and integration. The company's project portfolio includes hospitals, universities, shopping malls and industrial facilities.

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The Procore construction management platform will empower Houle to provide a centralized source of information for its project and administration teams, which enjoys a hybrid work environment at its offices in British Columbia with staff distributed across BC, Alberta and internationally.

As construction becomes more complex, multi-trade collaboration has become more important. The platform will enhance Houle's ability to communicate and collaborate with external partners, ensuring all project stakeholders have the most current information. With Procore it will be possible to assign tasks and track the contributions of staff and consultants, all in one place.

"There's a lot of complexity in managing distributed and hybrid teams," said Keith Parsonage, President and CEO, Houle. "The volume of projects and information we're working with has grown beyond the capabilities of manual tools. The Procore platform will enable us to keep everyone on the same page, wherever they are and whether they're on our team or a partner. Our team appreciates the hybrid workplace we offer and this will make the experience even better."

"Houle is committed to attracting the best talent in western Canada, and digitizing processes with Procore will also help Houle attract talent during the construction industry's ongoing labour shortage. They can now double down on the quality of work they deliver to clients through a more standardized operation using Procore," said Jas Saraw, Vice President, Canada at Procore. "This is exactly the kind of forward thinking we want to enable and enhance with our platform. Houle will enjoy rich information upon which to base its decision making, which will pay dividends for years to come."

Initially, the company will leverage Procore modules including Project Management, Quality and Safety, Time Entry, Field Productivity, BIM, Procore Analytics, Project Financials and Design Coordination.

Houle will roll out Procore this fall beginning with several commercial-institutional and healthcare projects.

Japanese Precision Products Company Muraki Chooses Uptake Fusion to Improve Insights from Operational Data

17 November 2022

Uptake, a leader in industrial intelligence software-as-a-service (SaaS), announced that Muraki Ltd., a diversified Japanese trading and manufacturing company specializing in precision products, has selected Uptake's Fusion unified data management platform to derive important new insights from its operational/manufacturing data. With Fusion, Muraki will improve efficiencies in every aspect of its operations from supply chain and raw materials management to shipping costs and order processing.

Founded over 115 years ago, Muraki is a Tokyo-based manufacturing and trading company with expertise in a wide range of high-value products including precision components, machine tools, jewelry, watches and clocks, and electronic equipment. The company does business in all domestic and overseas markets and is known for its commitment to quality, innovation and customer service.

Uptake Fusion will enable Muraki to unify its complex and broad range of operational data, turning it into intelligence that will reduce cost and improve production and logistics efficiencies. The company will be able to process and assess its entire supply chain, customer order and stock requirements to reduce total cost of materials and increase team efficiency.

"Uptake Fusion was selected as it showcased more than data and visualization. It provides us a complete solution in a single pane of glass with easy data access and advanced analytics that will enable us to offer the best quality, service and value to our customers," said Hakuei Shibatani, General Manager,

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Precision Components Division, Muraki Ltd.

Fusion is uniquely suited to help Muraki automate and gain insight from all its time-series, historical and metadata information. Over time, Muraki's use of Uptake Fusion will grow to consolidate real-time machine data from the company's factories and support future production efficiency within Muraki's operations.

"Uptake is proud to be delivering Muraki's next generation operational data platform and showcasing our best-in-class solution," commented Patrick Teh, Vice President, Asia for Uptake. "As a company, Uptake is committed to delivering the best possible outcomes to all our customers and supporting data driven decision-making, scaffolded on solutions that deliver sustainable digital transformation. We look forward to a long-term partnership with Muraki and supporting our growing operations in Japan."

Rosen Hotels & Resorts Expands Partnership with Infor

16 November 2022

Infor[®], the industry cloud company, announced that Rosen Hotels & Resorts, one of the most respected names in the hospitality industry with seven properties in the Orlando destination market, will partner with Infor to implement key back-of-house hospitality solutions. That includes automating critical business functions like financials, human resources, talent, analytics and workforce management.

As an existing Infor customer for budgeting and reporting, this expanded partnership allows Rosen, with its 6,300+ guest rooms and suites and 730,000 square feet of high-tech meeting space, to utilize cloud-based applications specifically built for the hospitality industry to automate time-consuming processes. By automating critical business functions, Rosen will be able to share better data in real time, create processes that can scale and improve its workforce culture.

"As a modern hotelier, we are always looking for ways to not only improve the guest experience, but also improve workflow for our associates. This streamlined approach allows us to stay cutting edge, capitalize on critical data and intelligence, and synergize our various departments, therefore increasing efficiency," said Jim Bina, Rosen Hotels & Resorts director of finance. "We are all about relationships here at Rosen and, for us, we felt Infor's easy-to-use technology/applications will help us continue to be a leader in the hospitality industry while taking operations to the next level."

By connecting all locations into one common, accessible environment, Rosen Hotels & Resorts can easily track essential activities, trends, and outcomes, thereby increasing visibility, efficiency and profitability.

"By trusting Infor to create a single platform for critical back-office operations, we can provide Rosen with enhanced security, a uniform user experience, ease of on-boarding and more convenience, accuracy and coordination," said Jason Floyd, general manager of Infor Hospitality. "Infor's hospitality solutions are built to help hoteliers better manage people and processes. We are excited to partner with the team at Rosen Hotels & Resorts on this exciting new endeavor and digital transformation."

TAP Air Portugal Selects TCS to Accelerate its Digital Transformation Journey and Drive Innovation

15 November 2022

Tata Consultancy Services (TCS) has been selected as a strategic partner by TAP Air Portugal, the flag carrier airline of Portugal and a member of Star Alliance, to accelerate its digital transformation and drive innovation.

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TAP has embarked on a new business strategy focused on becoming a sustainable airline and strengthening its leadership position in the industry. The company selected TCS as its partner for its proven experience in delivering successful digital transformation programs in the airline industry and its extensive portfolio of intellectual property.

TCS will establish an Airline Digital Center (ADC) in Portugal, staffed with consultants with deep domain knowledge of the airline industry, solution architects and technology experts. The center will leverage the local talent pool as well as TCS' global teams to build new systems that innovatively use digital technologies to reimagine customer experience and help TAP establish competitive differentiation. In the future, this ADC will be used as a nearshore center to service other global airline customers of TCS, creating more technology jobs in Portugal.

TCS will also help TAP adopt a new operating model to manage its application estate to drive greater agility and enhance operational resilience. It will also assist in rationalizing and modernizing the estate using cloud-native technologies to improve time to market. Further, TCS will maintain TAP's data estate and help build new analytics to enable superior decision making, enrich customer experience and improve operational performance.

Christine Ourmières-Widener, Chief Executive Officer, TAP, commented: *“TAP is undergoing an ambitious transformation to emerge stronger after the impact Covid had on the airline industry and we need reliable partners on this journey. We selected TCS after a rigorous evaluation process, based on its deep airline industry experience, proven track record of delivering digital transformations and technology leadership. We are confident that together we will drive digital initiatives that enrich the customer experience, improve operational performance and position TAP as the airline of choice for our customers.”*

“We are delighted to partner with TAP to accelerate their digital transformation and drive future business growth. TCS is fully committed to make this partnership a long-term success and contribute to the realization of TAP's business and technology objectives,” said **Krishnan Ramanujam, President, Enterprise Growth Group, TCS.** *“The investments we are making in setting up the Airline Digital Center further strengthens TCS' position as a growth and transformation partner to clients in Portugal and expands TCS' footprint in the region.”*

Product News

ActCAD 2023 Update 777 Released, Dt.18 Nov, 2022

18 November 2022

ActCAD announces the release of its new version 777 for ActCAD 2023 Professional, Standard and Prime Versions.

This is a general maintenance release with few minor fixes as mentioned below:

- Updated ODA dwg Libraries
- Updated "Generate full report" check box on Options Dialog
- Fixed some minor issues in Print command
- Updated ActCAD API to support hash in std namespace
- Fixed some issue in vlax-invoke-method function
- Fixed incorrect appearance of line styles in "Add Linetypes" dialog

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- Fixed the issue of drawing with no point clouds shows warning about 2D visual style
- Fixed some issue with non-dwg xrefs
- Improved some scripts related to product testing
- Fixed XREF with different UOR factor works wrong
- Fixed crash issue while switching materials in the Import Materials dialog
- Fixed some issues in BEDIT command
- Fixed OBJ material with texture image is not read
- Fixed the path setting for IcadPlot.log
- Fixed make "Records from Xref Visibility" toggle also remove layers from drop-down lists
- Fixed dynamic input issue in BOX command to fix width length values
- Fixed too long layer names not recognizable in quick Select dialog
- Fixed Surveyors units not consistent
- Fixed Table Datalink to enable deletion of datalink when inserted as block
- Fixed Table data Link status bar item is missing
- Fixed the issue if UCS is moved, the object moves when the ARRAYRECT command is applied
- Fixed Arc command with two parameters input
- Fixed update layout tabs after vla-put-name on layout object
- Fixed error in vlax-erased-p function
- Fixed Help button in Select Coordinate System dialog box opens the wrong help topic
- Fixed opening a drawing from a path containing IP address disables Read Only option in consequent openings
- Fixed AEC entities not redrawn until REGEN in 3d view
- Fixed certain bug to create new named ucs
- Fixed the issue of textpage function does not work
- Fixed the issue of Extrude do not work after profile offset
- Fixed certain issues with snap functionality
- Fixed the issue of mapcar cannot use vla-delete
- Fixed the issue in XREF that can't attach a drawing with the name containing dots and commas
- Fixed vla functions should accept vlax-3d-point as argument even though the function waits for IleadPoint or IleadVector interfaces
- Fixed the issue of command prompt disappearance in certain situation
- Fixed crash on exit after doing F2F and loosing command line
- Fixed some issue of importing .acb color books to ActCAD
- Fixed bursting a non-explodable block insert
- Fixed DYNMODE (nentsel) issue
- Fixed certain issue with INSUNITS value setting

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- Fixed do not show message box "Current Customization is overridden" in CUI
- Fixed zoom and pan are very slow in GLES graphics device
- Fixed dynamic blocks lose their properties during WBLOCK
- Fixed ESNAP APPINT doesn't work
- Fixed UCS issue of intersection Snap error
- Fixed the issue of export to SLD not support polyline

The new versions are available from ActCAD download page. Existing users can use Check for updates command to get the latest version.

Autodesk Vault 2023.2 What's New

15 November 2022

Autodesk announced the newest version of Vault 2023 in a blog post by Christa Prokos. This new release includes:

- For authors, those of you who use Inventor and other CAD design tools, tool tip enhancements will help you focus on the work you love.
- For administrators, to help you make sure that the whole experience for authors and others is optimal for your organization, new Vault thin client admin settings will make it easier for you to connect remote users.
- For participants who are non-CAD users, we ensure you have better ways to provide feedback with Vault thin client enhancements.

To learn more about this release please visit the Autodesk blog post here:

<https://blogs.autodesk.com/vault/2022/11/autodesk-vault-2023-2-whats-new/>

BIM 360 - Document Management – November 2022

17 November 2022

Joan Allen announced the newest update for BIM 360 Document Management on the Autodesk blog. In this release Autodesk updated the Reviews tool and enhanced the export workflow. Read more here:

<https://blogs.autodesk.com/bim360-release-notes/2022/11/17/document-management-november-2022/>

Built Technologies Launches New Offering to Assist Lenders with Consumer and Commercial Draw Inspections

16 November 2022

Built Technologies, the fastest growing construction finance platform in the U.S., announced the launch of enhanced Inspection Technology & Services solutions designed to streamline tedious inspection workflows, increase project visibility, mitigate risk and proactively accelerate construction draws.

With this new offering, lenders have more options to digitally verify their project's process. Lenders can expedite inspection scheduling and gain access to a nationwide network of prequalified inspectors or use their own trusted partners through the Built platform. Today, the ability to keep construction progress moving forward hinges upon the inspector's ability to travel to the site and complete the request in a timely manner. By automating a manual, time consuming process, Built's Inspection Technology & Services offers a proactive, secure, compliant workflow giving lenders a faster, more flexible way to

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accelerate the construction draw process.

“Inspections are a critical part of securing construction loans and kickstarting draws, yet they often become a bottleneck for project progress,” said Ed Rogers, Manager of Consumer Solutions at Built Technologies. “Built’s Inspection Technology & Services work to modernize the process and this offering is going to make it easier for lenders and builders to connect on crucial elements of project management.”

In order to give lenders greater visibility and consistent vigilance, Built’s Inspection Technology & Services solution offers a centralized engagement platform and a set of digital tools to maximize productivity and supplement traditional onsite inspections. In addition to expedited and pre scheduling capabilities, there are a number of digital tools lenders can use to keep their finger on the pulse of their projects including:

- **Project Snapshot:** Upload geolocation-verified project photos, captured by any individual associated with the project, to the Built platform giving lenders additional visibility and the flexibility to route photos to a remote inspector for review if desired.
- **Detailed Inspection Report:** Reporting functionality intentionally designed makes it easier for both bank and non bank lenders to manage all loan types on Built, capturing specific details required by capital providers and other key stakeholders.
- **Commercial Executive Summary Report:** Designed specifically for the complex Commercial draw inspections to receive critical onsite inspection data sooner in one easily accessible location.

The streamlined inspections process will expedite loan administration and draw of funds, and allow for full integration with other aspects of the Built platform to assist in faster payment for vendors, budget management, lien waiver management, vendor management and more.

What’s new in Simcenter System Simulation 2210

16 November 2022

Chiel Verhoeven and ClaireMaha Mathieu posted to the Siemens blog to announce the release of the new update to Simcenter System Simulation. They say “This release continues to support engineers working on the most complex and innovative products dealing with the challenges of today and tomorrow. The new functionalities will help you to model more complexity, explore new possibilities, go faster and improve integration with your colleagues and partners.” To read the full blog post please go to the Siemens blog here: <https://blogs.sw.siemens.com/simcenter/whats-new-in-simcenter-system-simulation-2210/>

What’s new in Opcenter Intra Plant Logistics 2210

16 November 2022

In it’s latest release, Siemens improved the user experience for Opcenter Intra Plant Logistics. Some of the new features are:

- JIT and changeover support for Opcenter Execution Electronics manual and final assembly stations
- Opcenter Intra Plant Logistics configuration UI – smart settings
- New Opcenter Intra Plant Logistics portal for web applications

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- New Opcenter Intra Plant Logistics web configuration pages
- AGV integration via SIMOVE

To learn more, please visit the Siemens blog post here: <https://blogs.sw.siemens.com/opcenter/whats-new-in-opcenter-intra-plant-logistics-2210/>

CENITCONNECT APM FOR SUSTAINABLE DIGITALIZATION AND HIGH-PERFORMANCE PROCESS MANAGEMENT

21 November 2022

CENIT's process management software cenitCONNECT APM now boasts an even wider range of functions. A full-scale upgrade enhances the efficiency and performance of the solution, which has become well established across a variety of industry sectors.

Times are hard for manufacturers: Fragile supply chains, anxious markets, energy crisis. On top of that, the obligation to act sustainably at all times. To achieve their business targets despite all these pressures, many companies are now focusing more heavily on optimizing their internal value-adding processes: According to a 2021 study by Bearing Point, the number of businesses that consider efficient process management a vital success factor has almost doubled since 2012.

Be it innovative mechanical engineering SMEs like Mayer&Cie. or global market leaders like vibration insulation company Getzner – among leading companies, cenitCONNECT Advanced Process Management Suite (APM) has been the gold standard for efficient process control and monitoring for years. The solution provides secure, compliant support for decision-making and documentation, as well as automation of non value-adding process steps.

In cenitCONNECT APM 5.0, software and consulting provider CENIT is launching the most comprehensive release of its powerful process management software. The new version lets businesses leverage their digitalization strategy to achieve significant advances in profitability, resilience and sustainability:

- *Structure Release Management App*: Enables **intelligent analysis and release of complex product structures** within the process context, alerts users to deviations from defined targets and provides strong support for quality control in product design.
- *Change Log App*: **Makes process deviations visible** and improves monitoring and analysis of changes based on faster identification of new, deleted or modified information.
- *UI5 Workflow Viewer*: Generates intuitive process graphs for **rapid orientation and transparency** across process flows and thereby facilitates communication between stakeholders.
- *Multi Team Staffing App*: Provides expanded staff planning functions for **efficient personnel deployment** and promotes collaboration between stakeholders across locations and company boundaries.

ENHANCED PERFORMANCE AND EFFICIENCY THROUGHOUT

Maintaining a true end2end approach, CENIT's software architects also gave the tried and proven functionalities of cenitCONNECT APM a technology upgrade that boosts the performance and efficiency of the entire solution.

For instance, preconfigured KPIs now provide user support in prioritizing and managing individual and team tasks. The release also features improved, automated monitoring and reporting on all processes, e.g. end2end release, master data and change management. This ensures maximum transparency of

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ongoing workflows and relevant events, letting users recognize process disruptions early on and respond proactively.

cenitCONNECT APM also plays a major role in the context of SAP system integration: The embedded Advisor Technology orchestrates SAP objects in accordance with process progress, even across SAP system boundaries – e.g. when integrating external PLM systems.

Compatibility with SAP S/4HANA, certification for SAP S/4HANA Cloud and consistent reliance on SAP's Fiori interface technology (UI5) make cenitCONNECT APM a future-proof solution consistent with all SAP standards. As in previous releases, intuitive template generation lets users define process standards efficiently, without coding.

HOMEGROWN SOFTWARE SOLUTIONS FOR SUSTAINABLE USER BENEFITS

CENIT views the continuing evolution of its proprietary software solutions as a key aspect of its business strategy, and this certainly applies to the process management software cenitCONNECT APM as well.

As Trusted Advisor to our clients, our task is to develop solutions that offer them competitive benefits. Because of our many long-term, strategic partnerships with our customers, we are well aware of their technology needs and the specific conditions in their respective industries. This combination lets us develop cenitCONNECT APM in a way that reliably improves process efficiency and delivers measurable results, even amid the challenges they currently face," says Horst Heckhorn, Senior Vice President, SAP Solutions at CENIT

Horst Heckhorn

Senior Vice President SAP Solutions

CENIT AG

OUTLOOK FOR 2023

The highlights of the new release of cenitCONNECT APM, planned for 2023, will include process management across the 3DEXPERIENCE and SAP platforms.

OpenText Achieves FedRAMP 'In Process' Designation

21 November 2022

OpenText™, a global leader in information management, announced it has achieved the “In Process” designation for its OpenText Cloud for Government offering as one of the initial steps in the Federal Risk and Authorization Management Program (FedRAMP) authorization process.

The FedRAMP program promotes the adoption of secure cloud services across the federal government by providing a standardized approach to security authorization for cloud service offerings. The authorization process includes an in-depth examination of a solution's data security and data governance capabilities, as well as the security practices of its cloud services.

The OpenText Cloud for Government offering includes OpenText™ Extended Enterprise Content Management (xECM) Platform and OpenText™ AppWorks™, two core business applications within the OpenText Content Services information management portfolio. OpenText is committed to making its entire portfolio of market leading Content Services and Experience software products available as FedRAMP Authorized cloud solutions.

“The availability of FedRAMP Authorized information management cloud solutions from OpenText is a crucial step towards transforming the citizen experience across U.S government agencies,” said Mark J.

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Barrenechea, CEO & CTO at OpenText. “Cloud for Government combines content capture, storage, and document organization with archiving, records management, and imaging on a FedRAMP-compliant platform.”

“The shift to cloud computing offers several important benefits including reduced Total Cost of Ownership (TCO). Lowering TCO enables organizations to shift focus and investment to their core, high-impact missions rather than on data center operations and application management. We’re also excited by the potential for our information management cloud solutions to accelerate the pace of innovation, further enhancing the citizen’s experience,” said Michael Beck, President, US Public Sector at OpenText.

OpenText AppWorks is a low-code development platform that enables government agencies to build engaging, smart, and easy-to-deploy process automation applications while ensuring compliance with governance requirements.

OpenText xECM presents content in the context of the business process or lead application user interface. These can include Enterprise Resource Planning (ERP) integrations such as SAP® S/4HANA and Oracle® E-Business Suite, HR Applications like SAP® SuccessFactors® and CRM integrations such as Salesforce® as well as productivity tools like Microsoft 365® and SharePoint.

pSeven 6.40 Release

16 November 2022

DATADVANCE development team announces the release of pSeven 6.40, a new version of our platform for data analysis and optimization. Take a look what's new in the release below.

Bugfixes

Program block:

- Fixed an issue with pSeven Agent where it closed the network connection to the block after a 5-minute timeout, which caused meaningless messages appearing in the run log and could lead to workflow run errors if the block works with large files.

Design space exploration block:

- Fixed an issue where you could not set up a vector constraint that has only one bound, unless you explicitly specify that the other bound is infinite (add a +Inf or -Inf value).
- Fixed an issue with constant variables where, if you specify both the Initial guess and Value hints for a variable, block used the Initial guess value instead of Value.

The pSeven 6.40 release also includes other bugfixes — please check the release changelog for a full list. You can also contact us to get more information and pSeven updates.

Rockwell Automation Introduces Intelligent Edge Management Solution

17 November 2022

Rockwell Automation, Inc., the world’s largest company dedicated to industrial automation and digital transformation, announced that it is delivering an intelligent edge management and orchestration platform with an edge application ecosystem – based on zero trust security and open industry standards – accelerating digital transformation for industrial customers.

As industrial manufacturers pursue digital transformation, they are looking to scale digital transformation initiatives via innovations in AI, analytics, MES systems, etc., and tap real-time

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intelligence closer to the source of industrial data. This has created pain points around application latency, device management, and security issues – underscoring the need for a balanced edge to cloud deployment. Industrial Transformation (IX) leaders need an end-to-end, intelligent edge management solution to execute a robust edge computing strategy that can maximize overall deployment success, control devices from anywhere, and manage app deployment on devices – while improving security posture.

Further enriching the current Rockwell edge offerings – FactoryTalk® Edge Gateway™ and ASEM™ industrial computers – FactoryTalk® Edge™ is a SaaS solution for intelligent, centralized edge management and orchestration. Accessible from anywhere, FactoryTalk Edge is an essential infrastructure layer to realize higher productivity and efficiency while managing edge devices and app deployment from a single pane of glass. With superior security posture built on a zero-trust model, it provides flexibility for complex future use cases and catering to any hardware or cloud provider. FactoryTalk Edge Gateway edge app is included and empowers customers to contextualize and package industrial data at high speed into flexible information models. FactoryTalk Edge can be deployed on pre-certified ASEM VersaView® 6300B edge compute nodes, accelerating deployment speed.

“As our customers are building towards the Connected Enterprise Production System, they are finding it hard to get data out of silos, manage distributed compute surfaces, and deploy software quickly,” says Brian Shepherd, senior vice president, Software & Control at Rockwell Automation. He continues, “By combining our hardware with edge orchestration capabilities and making it easy to deploy applications to the edge, we expect our customer to scale their digital transformation initiatives faster and gain greater value from their edge applications.”

Chantal Polsonetti, VP Advisory Services, from ARC Advisory Group says, “As industrial organizations apply various technologies to solve edge use cases and scale, one aspect will stand out: the need for a secure, cost-effective edge infrastructure capable of managing an increasing number of distributed devices at scale. As the universe of industrial use cases continues to expand, OEMs, solution providers, and end customers are quickly realizing the need for this type of foundational infrastructure solution to enable edge implementation and management at different plant sites. FactoryTalk Edge gives them one solution to operate and scale their DX initiatives at the edge so their time can be spent on solving the next big problem.”

What’s New in OpenBOM November 2022

18 November 2022

OpenBOM announced it’s update for November 2022. Their focus for this release is User Experience, with the following areas having improvements:

1. Improving the process of seamless data import to OpenBOM (Autodesk Fusion 360, Octopart, and some others)
2. Improving visibility and understanding of data in OpenBOM (tooltip feature, PO filters in the dashboard, number of items in the catalog, etc.)
3. New commands to streamline operations and help you to make “fewer clicks”.

Find the full details of this release at the OpenBOM blog: <https://www.openbom.com/blog/whats-new-in-openbom-november-2022>

Wipro Launches Cybersecurity Consulting Offering in Europe

22 November 2022

Wipro Limited, a leading technology services and consulting company, announced that it is launching a strategic cybersecurity consulting offering in Europe. The announcement comes on the heels of a series of acquisitions in the consulting space—Edgile, Capco, and Ampion—and is part of the firm’s vision to build a global cybersecurity consulting offering to help clients stay ahead of a dynamic threat and regulatory environment.

“Escalation of cyber threats, compounded by the rapidly changing regulatory environment, is creating brand new challenges for businesses across Europe,” said **Tony Buffomante, Senior Vice President & Global Head of Cybersecurity and Risk Services (CRS) at Wipro Limited.** “Our extensive experience in cybersecurity, global network of cybersecurists, combined with our expanded consulting capabilities, will help clients stay ahead of emerging threats and adapt to a changing regulatory environment with speed and agility. We are thrilled to be bringing this offering to clients in this market at this critical juncture.”

The new consulting capability, offered through Wipro CRS Europe, will expand on Wipro’s existing cybersecurity services and enable clients to tap into Wipro’s full set of capabilities—from strategy and implementation to managed services.

Under this new offering, Wipro consultants located in Europe will work with clients to build tailored strategies and solutions that address the unique challenges in this market. Leveraging Wipro’s extensive global network of more than 9000 cybersecurists, Wipro CRS Europe will help clients realize enhanced scale and speed in implementations.

“Our recent acquisitions in the cybersecurity space, as well as our recent strategic hires in Europe, have created an opportunity for us to rethink how we serve our clients in this market,” said **John Hermans, Head of Wipro CRS Europe.** “This launch will bring together our entire set of cyber capabilities under a single umbrella, allowing us to deliver clients a truly end-to-end offering that leads with strategy but delivers on every single aspect of their cybersecurity needs.”

The new offering will bring all Wipro’s cyber consulting capabilities under one umbrella, CyberTransformSM, and deliver them to clients alongside the company’s managed services capabilities, CyberShieldSM.

CyberTransform is Wipro’s business-aligned strategy-first approach to cybersecurity transformation. It enables business growth through a business-led approach to solve security, risk, cloud, identity, and compliance challenges on a global scale. CyberTransform brings together Wipro’s suite of cybersecurity consulting capabilities and delivers clients a truly holistic, 360 approach designed to help them manage cyber threats and build resilient, future-proof businesses.

CyberShield is Wipro CRS’ industry-leading suite of managed services, which defends business operations through On-Demand cyber resilience management.