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## CIMdata News

### *Announcing PLM Road Map & PDT EMEA 2024*

23 May 2024

CIMdata and Eurostep are delighted to share the details about the upcoming PLM Road Map & PDT 2024 EMEA conference, scheduled to take place at the Lindholmen Conference Center in Gothenburg, Sweden, on October 23 & 24. This globally recognized PLM-focused event, under the theme "Value Drivers for Digitalization of the Product Lifecycle: Insights for the PLM Professional—Why the investment, what are the returns, and how are they achieved?" promises an engaging exploration of the critical enablers of Product Lifecycle Management (PLM) and its digital transformation.

The agenda will feature a curated blend of reports and case studies from industry experts, with a keen focus on addressing the interests of PLM professionals. Covering technologies, processes, and people, PLM Road Map & PDT 2024 seeks to help move product lifecycle digitalization forward and will highlight the shift toward data enablement.

Agenda topics will seek to answer the following questions and more:

- What factors drive investment in product lifecycle digitalization, including the goals, value achieved, and lessons learned?
- How are digital threads and twins strategically positioned in a product lifecycle digitalization program?
- How do MBSE and MBE support and build on product lifecycle digitalization?
- How does AI build on and enable product lifecycle digitalization?
- How are companies extending product lifecycle digitalization across suppliers and customers while addressing inherent security concerns?
- How can looking at things from a data perspective reshape established processes like configuration management?
- What is the role of data governance, and how is trust designed into the data to enable increased automation?
- Which standards are relevant to product lifecycle digitalization?
- How should we develop people skills for today and in the future?
- How do you explain product lifecycle digitalization to stakeholders outside of PLM?
- What is the role of CXOs and the Board in driving product lifecycle digitalization, and how do you get their sponsorship?
- How do you build on product lifecycle digitalization to achieve an environmental, social, and governance operation?
- How do you capture sustainability and circular economy opportunities?

CIMdata's President & CEO, Peter Bilello, emphasizes the critical importance of the data perspective in the digital transformation landscape. He notes, "With more companies engaging in digital transformation, elevating the data perspective is critical for success. The shift from document-based to model-based product-related information has been underway for decades. Now is the time to enable ready access and interpretation of these digital representations. PLM Road Map and PDT EMEA is more than a gathering; it's a convergence of ideas, innovation, and a collaborative platform for shaping the future. This year's theme focuses on the elements vital to a successful PLM strategy."

"A digital transformation should be an indispensable component of any business transformation," says Håkan Kårdén, a Strategic Advisor and part of the PDT Europe organizing team since 2004. "While some processes leverage new technologies with a data-centric focus, others within PLM are still catching up. It's time to shift to a holistic and integrated view, where the entire value chain moves towards a data-driven paradigm. Many benefits of digitalization are available today, but much remains uncharted. The potential business values are immense, with established enterprises and emerging players exploring the possibilities. In 2024, we examine the value delivered through real cases and the broader needs to fulfill the promise of data-centric concepts and technologies," concludes Håkan Kårdén.

For more information and to register, please visit the CIMdata website: <https://www.cimdata.com/en/education/plm-conferences/2024-plm-road-map-pdt-emea>.

### *The Transformative Impact of SPDM: Stitching simulation data into the enterprise digital thread - a CIMdata Commentary*

21 May 2024

#### Key Takeaways

- **Efficiency and productivity:** Simulation Process and Data Management (SPDM) solutions streamline and automate repetitive tasks, allowing engineers to focus on high-value activities. This leads to faster simulation cycles and reduced time-to-market.
- **Data consistency and Integrity:** By centralizing data storage and management, SPDM ensures that all simulation data is consistent, traceable, and free from discrepancies. This reduces errors and ensures that decisions are made based on accurate and reliable data.
- **Collaboration and accessibility:** SPDM solutions provide a collaborative platform where teams can easily share and access simulation data and processes. This fosters teamwork and ensures that all stakeholders are on the same page.
- **CAIQ SIMWORX, with its roots in CONTACT software (a PLM company with its elements platform) and CAIQ (CAE services, CAE process consulting and simulation management) is extremely well positioned to help customers on their SPDM journey as part of their enterprise digital transformation/digital thread initiatives.**

Introduction

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In today's complex and rapidly evolving engineering landscape, the ability to rapidly simulate real world application use cases and accurately predict product performance is invaluable. SPDM technology—a cutting-edge solution is designed to streamline and optimize the intricate processes involved in simulation-driven product development.[\[1\]](#)

SPDM serves as a centralized platform that manages, organizes, and integrates simulation and test data, analysis models, reports, materials data, and orchestrates best practices workflows leveraging multi-vendor analysis tools. By doing so, it addresses the challenges of data fragmentation, redundancy, and inaccessibility that often plague traditional engineering projects. With the increasing complexity of products and the sheer volume of simulation models and data generated during the product design and development process, there's a pressing need for a system that can efficiently handle and make sense of this ever-increasing volume of information.

While Product Lifecycle Management (PLM) tools are well established across the industry and take care of design, manufacturing, and supply chain information, simulation data has been largely left out of the scope of PLM tools and still resides largely unorganized on local workstations, back-up drives and occasionally on cloud servers. The contextual information of the simulation data is almost always lost (the metadata W's—Who, What, When, Why), reducing its re-usability over the lifecycle and costing organizations precious time and money. One of the challenges in managing the simulation data is its complex nature and close association with workflows and processes. It needs to have a dedicated data architecture that is unique to performing verification and validation (V&V) activities as highlighted by many industries and working groups.

#### Supporting the Expanding Role of Simulation

The role of simulation across the product development cycle is expanding. While most of the usage is still concentrated on V&V methods, there is increasing usage in system architecture, system development, conceptual design, detailed design, manufacturing, operations, maintenance, and support parts of the product lifecycle through the implementation of physics-based digital twins. SPDM solutions are not just data and process archival solutions, but they provide an ecosystem that can be used to trace the entire evolution of the product through the lens of meeting product performance requirements. This allows users to understand and resolve any performance issues across the entire product lifecycle. Development of SPDM tools needs deep expertise in software data architecture as well as close connection with how simulation is used in the industry.

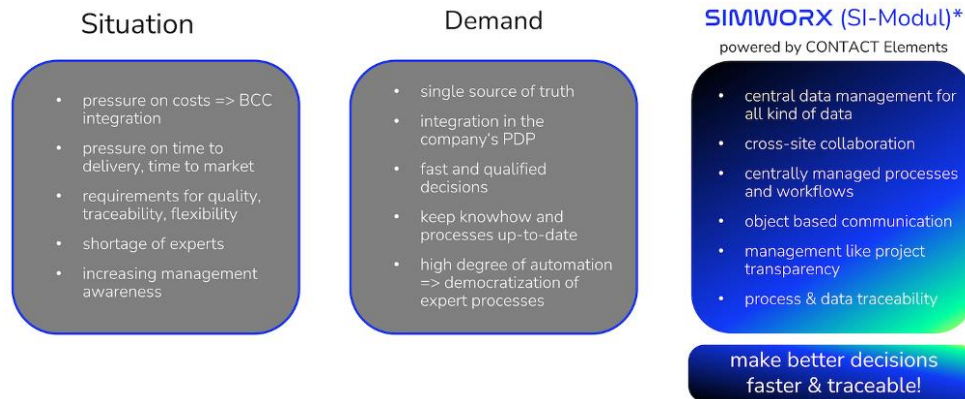


Figure 1—Simulation Process and Data Management  
 (Courtesy CAIQ)

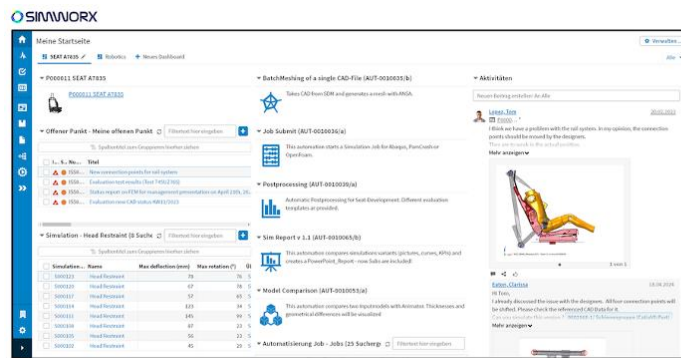
### SPDM Use Cases and CAIQ SIMWORX

SPDM plays a crucial role in modern engineering and product development. Here are various use cases where SPDM is particularly beneficial:

- **Digital thread integration:** It ensures that all simulation data related to a product's lifecycle is connected and updated promptly across company functions, from design to disposal.
- **Data and process reusability:** It enables engineering teams to reuse simulation data and best practices, which is cost-effective and promotes consistency across projects.
- **Interdisciplinary collaboration:** By managing simulation and related real world empirical data, SPDM facilitates collaboration across different disciplines, allowing for a more integrated approach to product development.
- **Compliance and traceability:** It provides traceability from requirements to results, ensuring that products meet necessary standards and regulations.
- **Predictive analysis:** SPDM is used to predict future events and validate models, especially in complex systems where direct experimentation is not feasible.
- **Optimization:** It helps in finding optimal design solutions by automatically running numerous simulation iterations, which is essential in all industries, especially in automotive, aerospace/defense, medical devices, and high-tech electronics, taking advantage of Machine Learning by creating a reliable data basis for this new way of engineering.
- **Digital twin creation:** SPDM is an essential enabler in creating and managing digital twins, which are virtual physics-based models of physical products. These models must evolve during the product's lifecycle, reflecting changes and updates to the “as designed” vs “as built” vs “as used” versions of the product twin.

CAIQ SIMWORX, with its roots in CONTACT software (a PLM company with its Elements platform) and CAIQ (CAE services, CAE process consulting and Simulation Management), has

worked to create an integrated solution portfolio to meet these overall requirements. Its framework of project overview, task overview, automation, and custom apps provides a solution which can be used by experts as well as novice users equally efficiently. SIMWORX is presented as an SI Module in CONTACT Elements and has a strong connection with the rest of the Elements in the CONTACT Elements PLM platform. It is built by adding a data model for simulation and an automation module (a visual low-code environment) on top of process management and workflow management from CONTACT Elements This is a very useful feature for users as it provides an opportunity to integrate simulation process and data management even for design departments as "expertise as a service." Integration with other systems such as PLM and Enterprise Resource Planning (ERP), is achievable ensuring seamless data flow and collaboration. This creates significant potential for simulation data to make an impact on business decisions and performance.



- fully integrated in CE\*
- document management
  - full data connectivity
  - process management
  - expert and user roles
  - visual code editor
  - lifecycle management
  - workflow management
  - task management
- \* CONTACT Elements

Figure 2—CAIQ SIMWORK: SPDM Solution based on CONTACT Elements (Courtesy CAIQ)

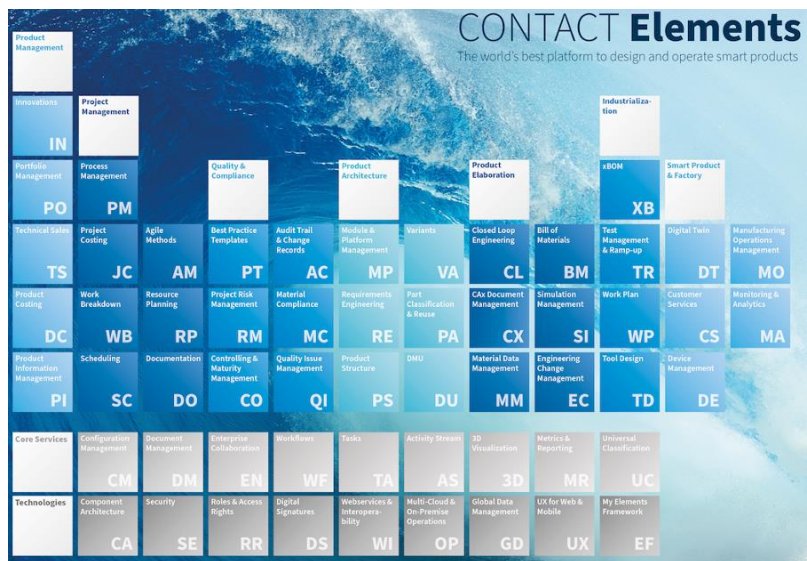


Figure 3—CONTACT Elements PLM Platform (Courtesy CAIQ)

## Concluding Remarks

In conclusion, SPDM has the potential to help transform the engineering landscape by driving the efficiency and productivity of product development teams as well as manufacturing and in-service operations via the use of physics-based digital twins. It provides a reliable foundation for decision-making by ensuring data consistency and results integrity as well as a data traceability pedigree that supports quality goals and certification/regulatory requirements. The collaborative nature of an open, standards-based SPDM platform enhances teamwork and accessibility, allowing seamless sharing and management of the intellectual property captured within simulation and empirical models, data, and reports that lead to better and faster product design and manufacturing decisions. Since the first commercial SPDM solutions were launched in the late 1990s, the adoption of SPDM within all industries has lagged significantly behind what was expected and forecast by almost everyone, including CIMdata. We finally see the rate of SPDM adoption increasing significantly over the next 2-3 years due to new technology and business drivers such as:

- Complexity of cyber-physical products requires more cross-discipline engineering collaboration.
- Competitive pressures for reduced cost, faster time to market, and product differentiation.
- Sustainability and Green initiatives.
- AI/Machine Learning combined with rapidly expanding computing options (Cloud, HPC, GPUs).

Tools such as CAIQ SIMWORX, with their roots in both the PLM and simulation domains, are pivotal to successful SPDM adoption but equally important is the process change required to implement such technology. The CAIQ SIMWORX platform is a comprehensive solution that covers everything from project to process, data, and workflow management. The software is based on the experience of former engineering experts, making sure it fits the needs of real-world simulation challenges. CAIQ is proactive in its approach and seeing opportunities of emerging data technologies are planning on using them for improved simulation capabilities. The platform has promise to help companies in maximizing output from their engineering talent, improving processes, and fostering innovation.

Software solution suppliers such as CONTACT Software also provide implementation expertise in guiding organizations on their digital transformation/digital thread journey, unlocking new opportunities in product development efficiencies and innovation.

If your company has a digital transformation/digital thread initiative that does not include the adoption of SPDM technology, your odds of success are greatly diminished. We encourage you to seek out guidance in building a digital thread framework and implementation roadmap that builds in SPDM.

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[1] Research for this paper was partially supported by CONTACT Software.

## Acquisitions

### *Accenture Completes Acquisition of Intellera Consulting*

22 May 2024

Accenture has completed the acquisition of Intellera Consulting, one of Italy's main providers of consultancy services focused on public sector innovation.

The acquisition, previously announced on April 2, 2024, adds 1,400 professionals with recognized expertise in strategy, consulting and technology for the public administration and healthcare sectors to Accenture's workforce.

Established in 2021 and backed by the Gyrus Capital fund, Intellera Consulting uses its vertical expertise in data and AI to help public sector organizations navigate digital, strategic, and organizational transformation processes, facilitating the use of EU funding, such as the National Recovery and Resilience Plan. With a multidisciplinary team based in offices in Rome and Milan, Intellera Consulting is working with the country's healthcare providers to deploy more sustainable, agile and inclusive systems.

The transaction—completed a few months after announcing the acquisitions of Customer Management IT and SirfinPA, both service providers to the public sector—marks a further step in implementing Accenture's Italian growth strategy.

The terms of the agreement have not been disclosed.

### *Accenture Completes Acquisition of Udacity*

20 May 2024

Accenture has completed the acquisition of Udacity, a digital education pioneer with deep expertise in the development and delivery of proprietary technology courses that blend the flexibility of online learning with the benefits of human instruction. The acquisition underscores Accenture's ongoing commitment to meeting the needs of its clients amid a changing workforce, in particular by helping their people gain essential industry-specific training and technology skills and achieve greater business value in the AI economy.

The acquisition of Udacity previously announced on March 5, 2024 adds more than 230 people to Accenture's LearnVantage business, bringing its deep capabilities in integrating proprietary content, expert services and scalable learning technology, while seamlessly bridging the gap between online education and workplace relevance.

Founded in 2011, Udacity has evolved from primarily consumer-focused to a talent transformation platform bringing customer value creation through career development in AI and tech. Through its highly regarded network of more than 1,400 experts and vast library of exclusive content co-created with industry leaders, Udacity has served more than 21 million registered learners in 195 countries, providing localized course offerings in multiple languages, including English, Arabic, Korean and Spanish.

Accenture continues to build on and scale for clients its deep experience in learning and training with the addition of LearnVantage's tailored technology learning programs; specialized, predesigned technology academies; ecosystem learning certification services and managed services. The acquisition of Udacity broadens Accenture's global skills training footprint and amplifies its capabilities to help clients advance their business goals while also enabling their people to acquire the skills needed to keep pace with the rapid evolution of talent and technology.

### *Accenture Federal Services Completes Acquisition of Cognosante*

20 May 2024

Accenture Federal Services has completed its acquisition of Cognosante, a Falls Church, Virginia-based provider of digital transformation and cloud modernization solutions for federal health, defense, intelligence, and civilian agencies. Accenture Federal Services announced its intent to acquire Cognosante on April 15, 2024.

Cognosante provides mission-driven technology solutions for federal government clients, including healthcare programs supporting veterans, active-duty military, patients, beneficiaries, providers, and payors. The company has an exemplary delivery track record powered by technology expertise, cloud modernization and migration capabilities, and program management.

With the acquisition, Accenture Federal Services is creating a new federal health portfolio for its business. This portfolio will deliver the specialized mission solutions that clients need to drive better health outcomes and more accessible, equitable healthcare experiences for all.

"The health market is a unique mission space in the U.S. federal government," said Accenture Federal Services CEO John Goodman. "With the addition of Cognosante's industry-leading people and capabilities, and by continuing to draw upon Accenture's proven commercial innovation in health, life sciences, and insurance, Accenture Federal Services will accelerate impact for our clients and offer greater career growth opportunities for our people as a result of this acquisition."

The acquisition adds more than 1,500 people to Accenture Federal Services' more than 14,000-person workforce.

Financial terms of the acquisition were not disclosed.

Accenture Federal Services is a wholly owned subsidiary of Accenture.

### *Accenture Strengthens Embedded Software Expertise with Acquisition of Teamexpat*

23 May 2024

Accenture has acquired Teamexpat, an embedded software specialist for complex high-tech products and systems, headquartered in Eindhoven, the Netherlands.

An area Teamexpat focuses on is software development, testing and integration for lithography systems in the semiconductor industry. These systems use ultraviolet light to print the fine patterns on semiconductor materials that define the performance of microchips.

Teamexpat's team of software experts join Accenture's digital engineering team in the Netherlands. Their embedded software engineering expertise will strengthen Accenture's smart, connected products capabilities for clients in the semiconductor sector and other discrete manufacturing industries. Teamexpat was founded in 2014.

"Software is redefining products across the semiconductor, high tech, aerospace & defense, automotive, industrial equipment and medical technology industries," said Frank Rennings, who leads Accenture's digital engineering and manufacturing service, Industry X, in the Netherlands. "We're witnessing a shift from mechanical engineering first to software engineering first. Teamexpat's highly sought-after capabilities will allow us to help our Dutch and European clients in these sectors reinvent their businesses with smart, connected products and services."

"It is a unique time for the high tech industry as €43 billion of government incentives are dedicated to funding semiconductor innovation in Europe, driven by the growing need for advanced chips," said Guido D'hert, Accenture's High Tech industry lead in Europe.

"Teamexpat's experts will bring valuable embedded software expertise to our clients looking to innovate in the fields of embedded systems and complex mechatronics."

Vinay Dasa, CEO and founder of Teamexpat, said: "We are looking forward to the opportunities that becoming part of Accenture will bring to our clients and team. Accenture's global footprint and expertise will provide a scaling platform for our clients' near- and off-shore embedded software development projects."

Other acquisitions Accenture has made to strengthen its embedded software, digital engineering and smart, connected products capabilities include international engineering services firm umlaut, German embedded software company ESR Labs, and Dutch product design and innovation agency VanBerlo.

Terms of the transaction were not disclosed.

### *Accenture to Acquire Partners in Performance to Deliver Enhanced Productivity for Asset-Intensive Industry Clients*

21 May 2024

Accenture has agreed to acquire Partners in Performance, a global strategy consulting firm that works on business performance improvement in asset-intensive industries leveraging data and AI capabilities. Partners in Performance will strengthen Accenture's offering to clients in industries such as metals and mining, oil and gas, utilities, and chemicals among others, by bolstering cost and productivity reinvention, delivery of capital projects, as well as accelerating energy transition and decarbonization efforts.

Partners in Performance has proven expertise in delivering sustainable value for clients in asset-intensive industries; helping C-suite leaders generate long-term growth for their companies by

delivering lasting impact and greater resilience using its proprietary data, benchmarks and advanced analytics tools.

“Delivering profitable growth with the backdrop of significantly higher levels of disruption caused by technology and macroeconomic factors requires leaders in the C-suite and beyond to have partners that help navigate this prevailing complexity and expanding uncertainty,” said Muqsit Ashraf, chief executive for Accenture Strategy. “The acquisition of Partners in Performance within Accenture Strategy will elevate our strategic advisory and execution capabilities, powered by data and AI, that help clients boost business and sustainability performance in existing operations and new capital programs.”

Partners in Performance’s approximately 400 employees will join Accenture Strategy. Partners in Performance was founded in Melbourne in 1996, with its management and consulting professionals now operating across five continents. The firm has been recognized as one of Australia’s Most Innovative Companies and for its role helping clients achieve their sustainability targets.

“Asset-intensive clients need to pursue strategies for decarbonization without compromising on business growth objectives,” said Stephanie Jamison, global resources industry practice lead and global sustainability services lead at Accenture. “Partners in Performance’s expertise will be invaluable as we collaborate with clients to help them leverage digital capabilities and new ways of working to improve operational performance in areas such as supply chain, decarbonization and capital projects.”

Skipp Williamson, founder and managing director at Partners in Performance added: “Our focus has been on helping organizations have big lasting impact. We are excited to combine our joint strengths with Accenture for our clients across the world and to bring them even better lasting impact.”

Terms of the transaction were not disclosed. Completion of the acquisition is subject to customary closing conditions, including receipt of regulatory approvals.

### *Ansys Stockholders Approve Transaction with Synopsys*

22 May 2024

Ansys announced that at the special meeting of stockholders (the “Special Meeting”) held earlier today, its stockholders voted to approve the proposed acquisition of Ansys by Synopsys, Inc.. Under the terms of the merger agreement, Ansys stockholders will receive \$197.00 in cash and 0.3450 shares of Synopsys common stock for each Ansys share they own, representing an enterprise value of approximately \$35 billion based on the closing price of Synopsys common stock on December 21, 2023.

At the Special Meeting, approximately 98.7% of the shares voted were voted in favor of the transaction, which represented approximately 83.8% of the total outstanding shares of Ansys common stock as of April 9, 2024, the record date for voting at the Special Meeting.

“Our stockholders overwhelming approved our merger with Synopsys because they recognize that this is a transformative combination that will create a leader in silicon-to-systems design

solutions,” said Ajei Gopal, Ansys president and CEO. “The combination of Ansys and Synopsys will help to reshape the products we use every day, and create new opportunities for Ansys customers, partners and employees. This is an important milestone toward completing the transaction, and we remain focused on obtaining the required approvals to close.”

Ansys anticipates filing the final vote results for the Special Meeting, as certified by the independent Inspector of Election, on a Form 8-K with the U.S. Securities and Exchange Commission within four business days of the Special Meeting. The transaction is anticipated to close in the first half of 2025, subject to satisfaction or waiver of all other closing conditions, including receipt of outstanding regulatory approvals.

### *Autodesk acquires Wonder Dynamics, offering cloud-based AI technology to empower more artists to create more 3D content across media and entertainment industries*

21 May 2024

Autodesk, Inc. announced it has acquired Wonder Dynamics, makers of Wonder Studio which is a cloud-based 3D animation and VFX solution that combines artificial intelligence (AI) with established tools. Wonder Studio is highly compatible with other popular 3D tools including Autodesk Maya, helping artists more easily animate, light, and compose 3D characters within live-action scenes. Autodesk’s acquisition of Wonder Dynamics will give more creators the ability to add 3D animated characters to their projects and stories while minimizing the learning curve and automating typically complex and time-consuming processes. Terms of the deal were not disclosed.

"Bringing Wonder Dynamics into the Autodesk Media & Entertainment portfolio extends our history of empowering artists with innovative and accessible solutions that break down barriers to entry," said Diana Colella, Executive Vice President of Media & Entertainment at Autodesk. "In the 1990s, we helped artists learn how to use computers to create 3D graphics leading to the industry we see today, and Wonder Dynamics is our next step on that journey. By embracing emerging technology, we want to help teams and creators of all sizes and skill levels create more content, more easily, so everyone has the power to bring their inspiring stories to life."

Wonder Dynamics makes the visual effects process more accessible and affordable by developing AI and machine learning tools that allow filmmakers to produce VFX and CGI elements faster and at a significantly lower price point. Wonder Studio currently offers a plug-in that connects with professional 3D tools such as Autodesk Maya and Blender to deliver streamlined high-quality character workflows. The acquisition of Wonder Dynamics is another strategic step toward supporting Autodesk’s long-term mission to unbridle creativity by connecting teams, data and processes with Flow, the Media & Entertainment industry cloud on Autodesk’s Design and Make platform.

For over a decade, Autodesk has incorporated the use of AI to enhance a variety of tools necessary to help creative professionals tackle challenges across industries, including Media & Entertainment. Autodesk acknowledges its responsibility and is committed to the ethical and

responsible use of AI. Autodesk's latest 2024 State of Design & Make report finds that 78% of business leaders believe AI technology will enhance their industry and 79% agree that it will lead to increased creativity.

"Today marks a major moment in Wonder Dynamics' journey as we join forces with Autodesk," said Nikola Todorovic, Co-Founder and CEO of Wonder Dynamics. "The current misconception is that AI is a one-click solution, and that's why we are excited to join a company that, at its core, supports the iterative nature of 3D and storytelling. We put a lot of effort into building an AI tool that does not replace artists, but rather speeds up creative workflows, makes things more efficient, and helps productions save costs. We firmly believe that our alignment with Autodesk will only amplify that vision and further push the boundaries of ethical AI and emerging technology in Media & Entertainment."

"As an artist myself, I'm extremely grateful to make movies for a living, and we've always wanted to help other artists realize the same dream – regardless of their location, social status, or budget," said Tye Sheridan, Co-Founder and President of Wonder Dynamics. "With Autodesk's support and commitment to innovation, we now have the perfect partnership to continue this mission and redefine the narrative of what's achievable in the realm of storytelling."

Aether Media, Inc. d/b/a Wonder Dynamics is referred to as Wonder Dynamics throughout this communication. The foregoing descriptions of the contemplated effects of the proposed acquisition are subject to the acquisition's completion and Autodesk's ability to successfully integrate Wonder Dynamics in all respects.

### *HCLTech Forges Ahead in Engineering Services to global Communication Services Providers (CSPs) with purchase of Communications Technology Group assets from Hewlett Packard Enterprise (HPE)*

23 May 2024

HCLTech, a leading global technology company, announced it will extend its leadership in the telecom services market with Hewlett Packard Enterprise (NYSE: HPE), carving out certain Communications Technology Group (CTG) assets to HCLTech. Through this arrangement, HCLTech will acquire industry-leading intellectual property(IP), Engineering and R&D talent and client relationships with top global Communication Service Providers (CSPs).

HCLTech will gain a portfolio of service offerings that includes industry-leading IP, solutions and systems integration around Business Support Systems (BSS), network applications, service cloudification and data intelligence. These capabilities will also complement HCLTech's existing highly digitized services with artificial intelligence (AI), Internet of Things (IoT), and data-driven models; enhanced efficiency; frictionless integration; and an end-to-end partner ecosystem.

HPE will retain the part of its former CTG business focused on Operations Support Systems (OSS). The Telco Solutions group, which sits within HPE Aruba Networking, is a leader in OSS, orchestration and assurance -- as well as public 5G SDM and private 5G networking -- and will continue to deliver value for HPE's telco customers and partners.

This transaction is subject to regulatory approvals and other customary closing conditions and is expected to close in 6 to 9 months.

“With this transaction and our planned strategic partnership with HPE, we are strengthening our telecom practice to address the rapidly expanding and transforming global telecom market,” said C Vijayakumar, CEO and Managing Director of HCLTech. “With the incoming top engineering talent and industry-leading IP from the CTG group of HPE, we are adding significant capabilities and direct relationships with global CSPs that include 20 of the Top 30, accelerating our growth strategy in the global telecom industry. As we chart our course forward, we envision an even larger strategic partnership with HPE, paving the way for strong growth through innovation, joint integrated propositions and transformation services.”

“At HPE, we continually refine and innovate our portfolio to meet the dynamic needs of our customers. HPE is pleased to have identified HCLTech as the right partner to support the ongoing transformation of global telecom, media and tech companies,” said Antonio Neri, President and Chief Executive Officer of Hewlett Packard Enterprise. “In joining HCLTech, our Communications Technology Group will become part of a strong partner that understands and appreciates the significant heritage of our CTG business, its strategy and its potential for the future.”

As part of this agreement, approximately 1,500 employees of CTG with telecom industry experience will transfer to HCLTech in various countries -- including Spain, Italy, India, Japan and China -- to service clients globally.

### *ModuleWorks Announces Successful Acquisition of Celeritive Technologies*

21 May 2024

ModuleWorks, a leading innovator in toolpath generation and simulation technology for digital manufacturing, announces the acquisition of Celeritive Technologies, Inc., the developer of VoluMill.

Through dramatically reduced cycle times and cutting tool costs, VoluMill helps manufacturers become more profitable, flexible and competitive, and maximize the return on their capital investments.

Both Celeritive and ModuleWorks have been strategic partners to many of the world’s leading manufacturing organizations for many years. By combining the strengths of both companies, these organizations will benefit from many natural synergies, covering everything from technology to sales and support. It is expected that this will enable more technology to be made available to both sets of customers in the near future. This will help to reinforce ModuleWorks’ position as a global leader in the provision of toolpath and simulation components for digital manufacturing systems.

“This strategic acquisition aligns perfectly with our vision of being at the forefront of our industry,” said Dr. Yavuz Murtezaoglu, Founder and Managing Director of ModuleWorks. “We are enthusiastic about the opportunities this integration presents and are committed to a seamless transition that maximizes the benefits for our partners, employees and stakeholders.”

“Uniting Celeritive and ModuleWorks will bring tremendous value to our joint customers worldwide,” said Terry Sorensen, Founder and CEO of Celeritive Technologies. “The combination of ModuleWorks and Celeritive will provide truly comprehensive development capabilities, allowing us to deliver a broader range of solutions across the entire digital manufacturing spectrum.”

### *OpenText Buys Cybersecurity MDR Platform*

22 May 2024

OpenText Corporation announced that it has purchased Pillr, an MDR platform from Novacoast, Inc.

Pillr technology is a cloud native, multi-tenant MDR platform for Managed Service Providers (MSPs) that includes Managed Detection and Response and powerful threat-hunting capabilities. This combination of Pillr technology and OpenText security expertise provides enhanced threat hunting, monitoring, and response for customers where skill gaps, skill shortages, and alert fatigue create a significant need today.

The acquisition accelerates OpenText’s Cybersecurity product roadmap to offer key features including API integrations and product/pricing bundling for MSPs seeking a comprehensive solution to protect, detect and respond to cybersecurity threats.

“We are pleased to welcome Pillr customers and employees to OpenText”, said Mark J. Barrenechea OpenText CEO & CTO. “Cyber threats continue to rise fast and are growing more sophisticated. Organizations need advanced Managed Detection and Response solutions to prevent attackers from gaining the foothold needed to launch an attack. The combination of Pillr’s platform with our existing Threat Detection offerings strengthens OpenText’s position in the cybersecurity market and reinforces our commitment to our SMB partners and customers.”

The Pillr technology acquisition is not material to OpenText’s financial results.

## Company News

### *Alexandra Steiger to Join SAP as Global Head of Investor Relations*

17 May 2024

SAP SE announced that Alexandra Steiger will join SAP as new global head of Investor Relations on July 1, 2024, reporting to Dominik Asam, member of the Executive Board and CFO of SAP SE.

With over a decade of experience in the finance industry, Steiger has held roles at renowned institutions such as Goldman Sachs and UBS. She currently serves as executive director within Global Investment Research at Goldman Sachs, focusing on the U.S. Internet sector, including companies such as Alphabet, Meta and Amazon.

“I am very happy Alexandra is joining SAP,” said Asam. “We will benefit from her leadership and the wealth of expertise she brings from her previous responsibilities. In her new role, she can build on the strong foundation laid by Anthony Coletta and the entire Investor Relations team.”

Prior to her assignment at Goldman Sachs, Steiger was an executive director within UBS Equity Research, covering select U.S. Internet and Interactive Entertainment companies. She received a bachelor's degree in International Business Administration from the University of Maastricht and a master's degree in International Management CEMS from the Erasmus University Rotterdam and University of St. Gallen.

### *Digital Twin Consortium Welcomes Immersionary Enterprises as a Member*

22 May 2024

The Digital Twin Consortium® (DTC™) announced that Immersionary Enterprises, LLC has joined the Consortium to expand the use of intelligent digital twins in industrial and medical applications.

"I am keen to leverage the extensive knowledge within the consortium's community and work with its members to increase the adoption of intelligent digital twins," said Elizabeth Baron, Founder of Immersionary Enterprises. I envision real-time digital twins that are data-driven, precise, aesthetically accurate, and capable of providing predictive insights. The Digital Twin Consortium can help make this vision a reality."

"We're excited to have Immersionary Enterprises as a member of the DTC," said Dan Isaacs, GM & CTO of the DTC. "Their expertise in extended reality and the creation of fully immersive experiences will further enable DTC and its membership to realize intelligent digital twins."

### *EON Reality Reinforces Strategic Alliance with EMERSIVE S.L. to Boost VR and AR Capabilities in Spain*

13 May 2024

EON Reality is excited to announce the continuation of its partnership with EMERSIVE S.L., a trailblazer in immersive technology solutions. Formerly known as GTA Innovación, EMERSIVE S.L.'s rebranding reflects their expanded vision and commitment to pioneering immersive learning and enterprise solutions.

This partnership is poised to transform the immersive technology landscape in Spain, deploying advanced VR and AR technologies to enhance interactive learning and professional training across various sectors.

"Our ongoing collaboration with EON Reality has been crucial in providing superior immersive learning solutions. With renewed vigor, we aim to further innovate and enhance immersive experiences throughout Spain," said Oscar Ruiz, CEO, EMERSIVE S.L.

Dan Lejerskar, Chairman of EON Reality, stated, "This pivotal moment for EON Reality in Spain strengthens our collaboration with EMERSIVE S.L. as they rebrand and renew their focus on immersive technologies. This partnership not only continues our successful history but sets new standards in immersive learning and professional growth. By integrating Spatial AI and XR, we are transforming education and industry in Spain, enhancing access to impactful immersive learning experiences."

### **A New Chapter in Immersive Learning**

With a strong presence in the Spanish immersive technology market, EMERSIVE S.L. has consistently demonstrated its dedication to innovation. Transitioning from GTA innovación, the new brand identity of EMERSIVE S.L. underscores a deeper commitment to offering cutting-edge experiences that surpass traditional educational and training frameworks.

### **Broadening Educational and Industrial Reach**

EON Reality's renewed collaboration with EMERSIVE S.L. will broaden the availability of sophisticated virtual reality headsets and augmented reality applications, making these technologies more accessible to educational institutions, businesses, and government entities across Spain. This initiative is designed to equip both learners and professionals with essential tools to excel in an increasingly digital landscape.

### *Gamma Technologies Proudly Sponsors Battery Workforce Challenge to Develop the Next Generation of EV Battery Experts*

21 May 2024

Gamma Technologies (GT), a global leader and innovator in multi-physics systems simulation software, announced its sponsorship of the Battery Workforce Challenge (BattChallenge), a 3-year collegiate competition aimed at fostering the next generation of engineers and technicians critical to the electric vehicle (EV) battery industry. GT will provide access to its suite of its state-of-the-art simulation software, currently in use at most global automakers, for battery design, evaluation and optimization.

In 2023, The U.S. Department of Energy (DOE), Stellantis, and the Argonne National Laboratory (ANL) launched the BattChallenge to address the growing demand for skilled workers in the EV battery sector. The BattChallenge joins a legacy of over 35 years of Advanced Vehicle Technology Competitions (AVTC) from the DOE and ANL like Challenge X and EcoCAR.

"GT is committed to aiding in the education of future engineers by sponsoring innovative programs like this," remarked Dimple Shah, President and CEO of Gamma Technologies. "The BattChallenge allows students to work on real-world scenarios, follow industry design and development processes focused on battery design, simulation, controls development, testing, and vehicle integration. It provides unmatched experience and helps us ready these amazing students for success as they enter the workforce."

GT's Senior Manager of Electrical Applications, Joe Wimmer, participated in the recent BattChallenge spring competition and met with some of the student engineers to get them started using GT's tools. He is a true believer in the benefit of student/industry programs. "I was fortunate enough to participate in EcoCAR 2, another Advanced Vehicle Technology Competition (AVTC) while in college, where we converted a Chevrolet Malibu to have an electrified powertrain," said Wimmer. "That was an incredible, eye-opening experience for me, and I'm excited and grateful to be a part of another AVTC from the sponsor perspective and to help shape the future leaders of the battery industry."

"We are thrilled to have Gamma Technologies join as a sponsor for the Battery Workforce Challenge," said Ajay Gnanasekaran, Senior Program Director for the three-year collegiate competition. "GT's game-changing simulation software, like GT-SUITE and GT-AutoLion, will be vital for our students to use in modeling and designing competitive lithium-ion batteries to power up Stellantis' Ram ProMaster EV. Our students are lucky to have unlimited hands-on access to such software."

## *Honeywell Partners With Enel North America To Help Stabilize Power Grids Through Energy Management Automation*

16 May 2024

Honeywell announced its partnership with Enel North America ("Enel") to enhance building automation and demand response solutions for commercial and industrial organizations by using automation to control and regulate energy loads to help stabilize the power grid.

Together, Enel North America and Honeywell are enabling organizations to seamlessly integrate demand response programs into their facilities while simultaneously maximizing operational efficiency. By leveraging Enel's comprehensive energy portfolio customers can now use automated demand response solutions to help prevent blackouts and grid outages in their communities during peak usage periods.

"There is a growing need for energy capacity that can respond on short notice to ensure grid stability," said Hamed Heyhat, President of Honeywell Smart Energy & Thermal Solutions (SETS). "Through our partnership with Enel North America, we are addressing these challenges directly by offering customers ready-now solutions that not only simplify the integration process but also help deliver tangible benefits in terms of efficiency, cost savings, and grid reliability."

This strategic collaboration combines Enel's extensive expertise as the worldwide leader in demand response with Honeywell's renowned automation systems in order to provide customers with an offering that enhances energy efficiency, flexibility, and revenue generation potential. It also supports Honeywell's alignment of its portfolio to three compelling megatrends: automation, the future of aviation and the energy transition

"The future of energy is flexible. Our modern power grids need end users who are willing and able to adjust their electricity usage in real time, reducing costs and earning revenue in the process," said Molly Jerrard, head of demand response at Enel North America. "Enel's FlexUp offering, powered by Honeywell's industry-leading automation technology, simplifies the process for organizations that are looking to maximize their energy flexibility. It also enables us to leverage these flexible loads to support grid reliability for homes, businesses and communities."

As a result of this partnership, organizations across industries, ranging from commercial offices and retail stores to food manufacturing and farming facilities, can now automate their facility operations with no out-of-pocket costs, significantly enhancing their demand response earnings potential.

## *Nemetschek Group Establishes Global Network of Official dTwin Partners*

21 May 2024

The Nemetschek Group, a leading software provider for the AEC/O and media industries, announced the next steps in the go-to-market approach of its solution dTwin. To accelerate the global adoption of Digital Twins, Nemetschek is building a network of partnerships across the world for reality capture, data integration and value consulting. The first partners have been secured in Europe, Asia, Africa and North America. dTwin is Nemetschek's horizontal, open, and cloud-based digital twin platform which delivers data-driven insights and helps customers to efficiently manage facilities from design to operations.

A digital twin enhances visibility, increases efficiency and delivers data-driven insights. dTwin is the first solution in the industry that fuses all data sources of a building in one overarching view. The solution is bringing together all relevant information from CAD/BIM, IWMS, and more with the real-time streams from building operations and thus provides value via visualization, data analysis and assets management. With the platform, owners and operators can optimize building operations based on real time information and data-funded decision criteria.

To ensure a comprehensive and holistic service to customers and enable them to derive maximum value from a Digital Twin, Nemetschek is building an ecosystem of partners within the AEC/O industry that provides reality capture, data integration and high value consulting services.

- The reality capture companies help dTwin customers in digitizing their facilities by providing Scan2BIM services particularly for the vast market of existing buildings. State of the art laser scanning and photogrammetry technologies equip the customer with accurate as-built-data which provide an ideal basis in establishing a building digital twin.
- The specialists in BIM and AEC/O consulting ensure that customers across different industry verticals and phases of the building lifecycle can realize the full potential of a Digital Twin. They are responsible for crafting tailored strategies for BIM and Digital Twin initiatives as well as offering invaluable local and technical expertise to implement specific use cases, such as those related to ESG (Environmental, Social, and Governance) considerations. This comprehensive high value consulting ensures that customers can fully leverage the power of Digital Twin technology in their operations.
- Data integration partners play a vital role in guiding customers through their digitalization journey. Swift software implementation and seamless data integration ensures a quick start and an effective connection of systems to establish the Digital Twin as a central component within their software ecosystem.

The collaborations with renowned partners across the globe is making dTwin accessible to customers worldwide, enhancing its global footprint.

In the DACH region, dTwin is collaborating with DANZ FM and BIMm Services, both specialized in reality capture solutions. BIMm Services played a crucial role in the first dTwin pilot project,

the digitalization of the Nemetschek Headquarters in Munich. Plandata GmbH, headquartered in Vienna, Austria, focuses on BIM products and services.

For the Scandinavian market, dTwin is partnering with Sørensen Arkitektur AS, based in Norway. The architecture consulting firm will support customers to realize the full potential of dTwin for their architectural projects.

In Eastern Europe, Nemetschek has established a partnership with the consulting experts ALLBIM NET, based in Romania.

Africa, the Middle East, Ireland, and the UK will be covered by our reseller and implementation consultant Real Data Systems (RDS), offering premier digital solutions for VDCM/BIM, IWM, Asset Management, Operations Management and Facilities Management.

The partnership with SIMBIM, a leading BIM and management consulting firm in Spain and Canada, signifies an important step towards serving customers on both the Iberian Peninsula and North American market.

Additionally, the consulting company Open BIM (Hong Kong) Limited, headquartered in Hong Kong, will support customers implementing dTwin.

“We are delighted to welcome these partners to our dTwin ecosystem,” says César Flores Rodríguez, Chief Division Officer Planning & Design and Digital Twin. “Their expertise and local expertise will be invaluable in extending the reach of dTwin and empowering customers worldwide with advanced reality capture solutions as well as maximizing the benefits of a Digital Twin through high value consulting. We look forward to continuously expanding this network and increasing the benefits for our customers worldwide.”

Earlier this year, the company already announced to form a strategic partnership with Hexagon, a leader in digital reality solutions based in Sweden. The additional partnerships are an important step in the Nemetschek Group’s mission to drive the adoption of Digital Twins in the industry by empowering companies worldwide to achieve new levels of efficiency, interoperability and accuracy in their projects and during building operations.

### *Schneider Electric Appoints Ruben Llanes Chief Executive Officer of Digital Grid*

15 May 2024

Schneider Electric, the leader in the digital transformation of energy management and automation, has appointed Ruben Llanes as Chief Executive Officer of Digital Grid. Under Schneider Electric’s Innovation at the Edge line of business, Digital Grid aims to accelerate grid modernization, from grid to prosumer, under the pillars of innovation, adoption and partnerships.

With an emphasis on enabling a resilient, efficient digital grid and delivering best-in-class grid management software and solutions, the business continues to grow, evolve and best position itself to serve utilities, energy users, customers and partners.

Previously CEO of AutoGrid, Llanes delivered growth, introduced improved processes and methods, and launched new solutions, including turnkey VPPs. His tenure culminated with the

sale of AutoGrid to Uplight in the first quarter of 2024. Llanes' collective experience merges a common mission to digitize and modernize the grid, strengthening the value that Schneider and its ecosystem of portfolio companies, investments and partners bring to the industry. This evolution enables Schneider to scale more quickly and broadly, driving disruption and transformation in support of the energy transition.

“Ruben brings the right combination of leadership and expertise to deliver a more comprehensive solution to utilities and end-customers on both sides of the meter, with greater velocity and integration, for a more balanced and resilient grid,” said Luis D’Acosta, CEO of Uplight and former Executive Vice President of Schneider Electric’s Digital Energy global business.

“Ruben Llanes is an exceptional choice as the new CEO of Digital Grid, particularly during this pivotal moment in the energy industry's evolution,” said Nadège Petit, Chief Innovation Officer of Schneider Electric. “As the world shifts from the traditional grid to a modern grid, embracing new technologies becomes imperative. Digital Grid's commitment to prioritizing customer needs aligns with Llanes' vision to support utilities in enhancing operational efficiency, delivering superior service, and tackling challenges such as power disruptions. Together, we aim to optimize resources, minimize ecological footprints, and maximize grid capacity and adaptability, ensuring a seamless transition towards a modernized grid system.”

With a unique portfolio that enables grids of the future, Schneider Electric offers comprehensive solutions for grid operation, ADMS, DERMS, and asset, network and performance management, addressing industry challenges in a holistic approach and shaping a more democratized energy ecosystem.

“I'm looking forward to continuing this important work with this immensely talented team while we evolve our business, grow our ecosystem, and deliver innovative solutions that serve the entire energy value chain,” stated Llanes.

Llanes has held previous roles at Schneider Electric, including Vice President, National Sales Force, and Vice President, Channel Business Development & Strategy. In both roles, he successfully enabled strategic transformation and business growth.

### *Xometry Appoints Subir Dutt As Chief Sales Officer*

15 May 2024

Xometry, the global AI-powered marketplace that connects buyers with suppliers of custom manufacturing services, announced the appointment of Subir Dutt as the company’s new Chief Sales Officer.

A widely respected enterprise sales leader for Google, Oracle and CapGemini, Dutt brings considerable expertise leading high-performing sales teams across North America, Europe and Asia. He most recently served as head of mid-Atlantic enterprise sales for Google Cloud, where he and his team drove significant, triple-digit increases in annual revenue. Dutt succeeds Kathy Mayerhofer, who announced she is stepping away to pursue outside activities.

“Subir brings significant experience leading high-performing, high-growth sales teams that cater to large enterprise customers across nearly every sector,” said Randy Altschuler, CEO of Xometry. “Subir is an expert in AI and cloud-based services, matching our own company’s offerings, and he innately understands the manufacturing world, having earned his bachelor’s and master’s degrees in mechanical and industrial engineering.”

“Through its AI-fueled marketplace and expanding suite of cloud-based services and software, Xometry is rapidly digitizing the manufacturing space and playing a pivotal role in strengthening supply chains everywhere,” Dutt said. “I’m passionate about leveraging technology to help clients accelerate their own digital journeys, and I look forward to working with Randy and the rest of the management team to accelerate Xometry’s continued growth.”

Throughout his career, Dutt has led sales teams for major technology players, including Google, Oracle and CapGemini. As head of cloud sales for Google Cloud’s mid-Atlantic enterprise region, Dutt worked with major companies in the medical/healthcare, media, consumer goods and financial services sectors. As senior vice president for CapGemini, he helped drive the transformation of the company’s Oracle business to XaaS. At Oracle, he built and led high-performing teams serving clients in the high-tech, telecommunications, manufacturing and distribution industries.

“As we welcome Subir to Xometry, we also thank Kathy for her tremendous leadership in helping scale our business,” Altschuler said. “In her seven years with Xometry, Kathy led our team to new heights every year, helping grow our revenue from \$17 million in 2017 to \$463 million at the end of last year.”

Mayerhofer will work with Dutt to ensure a seamless transition.

Xometry’s two-sided AI-powered marketplace plays a vital role in the digital transformation of the manufacturing industry. Xometry’s proprietary technology shortens development cycles, drives efficiencies within corporate environments and helps companies create resilient supply chains. Xometry’s product portfolio includes: its industry leading digital marketplace; popular Thomasnet® industrial sourcing platform, and cloud-based tools, including Xometry Teamspace, which provides centralized project management software for large, mission-critical projects.

## Event News

### *Altair to Present at Upcoming Investor Conferences*

23 May 2024

Altair, a global leader in computational intelligence, announced that Matt Brown, chief financial officer, will present in a fireside chat at each of the following investor conferences:

Event: William Blair Growth Stock Conference

When: Wednesday, June 5, 2024

Location: Chicago, IL

Time: 12:40 p.m. CT (1:40 p.m. ET)

Event: Baird Global Consumer, Technology & Services Conference

When: Thursday, June 6, 2024

Location: New York, NY

Time: 11:25 a.m. ET

Event: NASDAQ London Investor Conference in Partnership with Jefferies

When: Tuesday, June 11, 2024

Location: London, ENG

Time: 2:00 p.m. BST (9:00 a.m. ET)

A live webcast, as well as a replay, of the presentations will be available on the company's investor relations website at <http://investor.altair.com>.

### *CADENAS at the buildingSMART User Day*

24 May 2024

#### **Sustainability and circular economy in construction through Building Information Modeling**

The buildingSMART User Day took place for the 21st time - with great success. More than 600 participants from all over Germany came to the Congress Center of the Messe Erfurt on May 8th. The event is an important platform for exchanging information about the current state of knowledge in the digital design, construction, and operation of buildings. Twelve Chambers of Architects and Engineers already recognize the buildingSMART User Day as a continuing education event, which underscores the important nature of this event.

#### **BIM as a lever for sustainability**

Around 40 individual presentations by experts from the construction industry provided exciting insights into current Open BIM applications and solutions. Among the speakers was Karsten Spieß, Head of Data Management MEP/BIM Branch Management BIM Competence Center CADENAS GmbH. Together with Christian Herbst of [Averdung Ingenieure & Berater GmbH](#) and Benjamin Lammers of [Concular GmbH](#), he gave a presentation on "BIM as a lever for sustainability - the benefits of BIM in the reuse of components in the building sector".

### Reuse of the components

Sustainability is one of the most important issues of our time, and one that needs to be increasingly addressed in the construction industry. In the future, the reuse of building components will play an increasingly important role in the building sector. The presentation by Karsten Spieß, Christian Herbst and Benjamin Lammers gave an overview of the challenges and opportunities of dismantling and reusing building components. Attendees also learned how BIM can simplify this process in the future and the added value of reuse. By using classified, structured and machine-readable data, design can be more proactive and any disassembly and reuse of building products can be simplified.

The joint presentation of CADENAS, Concular and Averdung will strengthen the cooperation between the three companies. Only together can the circular economy be introduced in the building sector, increasing the sustainability potential, and reducing costs.

### Topic of great interest

"Our joint presentation at the buildingSMART User Day was a complete success," reports Karsten Spieß, "we did not expect it at all. Many interested parties wanted to talk to us after the presentation because the topic is so important". Due to the great demand for a video recording, CADENAS, Averdung and Concular have decided to offer a webinar. We will inform you as soon as a date has been set.

## *Cyncly brings complete software solutions for dealers and manufacturers to NeoCon 2024*

21 May 2024

Cyncly, the leading global provider of software and content solutions that help make amazing spaces for living, announced it will showcase its leading commercial design and manufacturing software at NeoCon, June 10-12 in Chicago. This marks the first year that NeoCon attendees will have access to 3CAD, a powerful vCPQ solution already used by 600 clients and more than 240,000 end users globally. Visitors will be able to find the Cyncly team at booth #7-5110.

Cyncly provides dealers and manufacturers with complete solutions to plan and build innovative, functional interior spaces for offices and commercial locations. With software that connects industry players across the full project journey, Cyncly customers are streamlining their operations, increasing efficiency, growing sales, and bringing new products to market faster.

For manufacturers, Cyncly connects the sales-to-production process in a single platform. With integration between 3CAD, a powerful visual configure, price, quote (vCPQ) solution, and Insight, the industry-specific ERP made for furniture manufacturers, customers can sell more products, more efficiently. Manufacturers can decrease lead times by up to 50%, launch new products instantly, and run on one connected platform that enables greater visibility and automation.

"Cyncly's integrated solutions help dealers and manufacturers put the office consumer at the heart of their business," said Bryce Nord, North America Director of Sales, Manufacturing.

"3CAD, our visual CPQ, natively integrates with our manufacturing-specific Insight ERP, also allowing integrations into manufacturers' existing systems. The benefit: manufacturers can connect sales, engineering and production in one platform for faster quotes and faster turnaround, even for standard specials within the configurator. In other words, what you see is what you get: seamless integration from inspiration to point of sale to production."

Cyncly Office dealer solutions, including Worksheet, Cap, Cap Complete, Giza and Visual Impression, have been updated to v2024, further helping customers optimize the sales and design process. With powerful drawing and space planning capabilities, dealers can visualize projects in 3D, populating spaces with real products pulled from the industry's most complete content catalogs. Integration of data across the design and sales process helps close deals faster.

Visitors to Cyncly's booth will be able to engage with live demonstrations of 3CAD using Friant's catalog of durable, comfortable, affordable office furniture. Friant has generously sponsored Cyncly's seating section with its stylish products.

### *Jotne - Digital Twin Conference 25 June, Oslo*

22 May 2024

Welcome to our highly anticipated Digital Twin event, where cutting-edge technology meets innovative applications, 25 June in Oslo.

Learn from the presenters that have their knowledge base originating from Lockheed Martin, Airbus, European Space Agency, and EU/European Defence Funds projects.

Full program [HERE](#)

### *Simulations Plus to Participate in 21st Annual Craig-Hallum Institutional Investor Conference*

22 May 2024

Simulations Plus, Inc. ("Simulations Plus"), a leading provider of modeling and simulation solutions for the pharmaceutical, biotechnology, chemicals, and consumer goods industries, announced that Shawn O'Connor, chief executive officer, will participate in Craig-Hallum's 21<sup>st</sup> Annual Institutional Investor Conference on Wednesday, May 29, 2024, in Minneapolis, MN. Mr. O'Connor will host one-on-one and small group meetings throughout the day.

Each year, Craig-Hallum hosts a multi-industry investor conference featuring more than 130 public companies where institutional clients can meet formally with corporate management. Attendance is by invitation only. For more information about the conference, please visit the [Craig-Hallum conference website](#).

## Financial News

### Keysight Technologies Reports Second Quarter 2024 Results

20 May 2024

Keysight Technologies, Inc. reported financial results for the second fiscal quarter ended April 30, 2024.

*“Keysight executed well and delivered second quarter results above the high end of our guidance in a market environment that was consistent with the prior quarter,” said Satish Dhanasekaran, Keysight’s President and CEO. “We saw pockets of growth and stability across multiple end markets even as customer spending remained constrained. Our full-year outlook is unchanged and assumes modest order growth in the second half.”*

#### Second Quarter Financial Summary

- Revenue was \$1.22 billion, compared with \$1.39 billion in the second quarter of 2023.
- GAAP net income was \$126 million, or \$0.72 per share, compared with \$283 million, or \$1.58 per share, in the second quarter of 2023.
- Non-GAAP net income was \$247 million, or \$1.41 per share, compared with \$380 million, or \$2.12 per share in the second quarter of 2023.
- Cash flow from operations was \$110 million, compared to \$423 million last year. Free cash flow was \$74 million, compared to \$370 million in the second quarter of 2023.
- As of April 30, 2024, cash and cash equivalents totaled \$1.66 billion.

#### Reporting Segments

- Communications Solutions Group (CSG)  
CSG reported revenue of \$840 million in the second quarter, down 10 percent from the prior year, reflecting a 10 percent decline in commercial communications, while aerospace, defense, and government decreased 11 percent.
- Electronic Industrial Solutions Group (EISG)  
EISG reported revenue of \$376 million in the second quarter, down 17 percent from the prior year, reflecting continued constraint in semiconductor and manufacturing-related customer spending.

#### Outlook

Keysight’s third fiscal quarter of 2024 revenue is expected to be in the range of \$1.18 billion to \$1.20 billion. Non-GAAP earnings per share for the third fiscal quarter of 2024 are expected to be in the range of \$1.30 to \$1.36, based on a weighted diluted share count of approximately 175 million shares. Certain items impacting the GAAP tax rate pertain to future events and are not currently estimable with a reasonable degree of accuracy; therefore, no reconciliation of GAAP earnings per share to non-GAAP has been provided. Further information is discussed in the section titled “Use of Non-GAAP Financial Measures” below.

## Webcast

Keysight's management will present more details about its second quarter FY2024 financial results and its third quarter FY2024 outlook on a conference call with investors today at 1:30 p.m. PT. This event will be webcast in listen-only mode. Listeners may log on to the call at [www.investor.keysight.com](http://www.investor.keysight.com) under the "[Upcoming Events](#)" section and select "[Q2 FY24 Keysight Technologies Inc. Earnings Conference Call](#)" to participate. The call can also be accessed by dialing 1-404-975-4839 or 1-833-470-1428 toll-free (access code 996630). The webcast will remain on the company site for 90 days.

## *Siemens AG - Earnings Release and Financial Results Q2 FY 2024*

16 May 2024

- Second-quarter revenue was nearly unchanged from a year earlier on a comparable basis, excluding currency translation and portfolio effects; comparable orders came in 12% lower than in Q2 FY 2023, which included a sharply higher volume from large orders in Mobility
- On a nominal basis, revenue declined 1% to €19.2 billion and orders were down 13% at €20.5 billion; Siemens continued to advance on its growth path, with a book-to-bill ratio of 1.07 and an increase in the order backlog, which reached €114 billion
- Profit Industrial Business was €2.5 billion with a profit margin of 14.0%, both close to the prior-year quarter
- Net income was €2.2 billion; in Q2 FY 2023, net income of €3.6 billion benefited from a €1.6 billion tax-free gain from reversal of an impairment of Siemens' stake in Siemens Energy AG; for the current quarter, corresponding basic earnings per share (EPS) were €2.57 and EPS before purchase price allocation accounting (EPS pre PPA) were €2.73

"We continued to benefit from strong demand for digitalization and sustainability during our second quarter, particularly in the data center and semiconductor industries. Siemens proved its resilience with strong revenue performance in Smart Infrastructure, Mobility and industrial software; this nearly offset currently muted demand in Digital Industries' automation business. With the right strategy, the right technologies and the right team, we are well positioned for profitable growth."

### **Roland Busch, President and Chief Executive Officer of Siemens AG**

"With Innomatics, we have taken another significant step in optimizing our portfolio. Based on our solid performance in the first half of the fiscal year, a very strong balance sheet recognized by our latest rating upgrade, and our record order backlog, we look to the future with confidence as a leading technology company. We confirm our outlook for fiscal 2024."

### **Ralf P. Thomas, Chief Financial Officer of Siemens AG**

**Please read the complete Earnings Release and Financial Results:**

[Earnings Release Q2 FY 2024, January 1 to March 31, 2024: Solid second-quarter performance – Outlook confirmed](#)

The financial publications can be downloaded at [www.siemens.com/ir](http://www.siemens.com/ir)

## Outlook

We confirm our outlook for the Siemens Group for fiscal 2024. We continue to assume that geopolitical tensions do not further increase. Under this condition, we expect our Industrial Business overall to continue its profitable growth.

For the Siemens Group we continue to expect comparable revenue growth, net of currency translation and portfolio effects, in the range of 4% to 8% and a book-to-bill ratio above 1.

Contrary to previous assumption, destocking by customers of Digital Industries' automation businesses is likely to continue well into the second half of the calendar year, especially in China. For the second half of fiscal 2024, Digital Industries assumes that demand in its automation businesses will pick up compared to the first half of the fiscal year and expects large contract wins in its software business. As a result, Digital Industries now expects comparable revenue for fiscal 2024 to come in minus 8% to minus 4% below the prior year (previously expected at 0% to plus 3%) and the profit margin is now expected to be 18% to 21% (previously expected in a range of 20% to 23%).

Smart Infrastructure now expects for fiscal 2024 comparable revenue growth of 8% to 10% (previously expected at 7% to 10%) and a profit margin of 16% to 17% (previously expected in a range of 15% to 17%).

Mobility also confirms its expectations for fiscal 2024, which are for comparable revenue growth of 8% to 11% and a profit margin of 8% to 10%.

We continue to expect profitable growth of our Industrial Business overall to drive an increase in basic EPS from net income before purchase price allocation accounting (EPS pre PPA) to a range of €10.40 to €11.00 in fiscal 2024, excluding a positive €0.61 per share from Siemens Energy Investment in the first quarter of fiscal 2024. With termination of equity method accounting in the first quarter of fiscal 2024, Siemens Energy Investment is not expected to have additional effects on EPS going forward. EPS pre PPA excluding Siemens Energy Investment in fiscal 2023 was €9.93.

This outlook excludes burdens from legal and regulatory matters.

## *Synopsys Posts Financial Results for Second Quarter Fiscal Year 2024*

22 May 2024

Synopsys, Inc. reported results for its second quarter of fiscal year 2024. Revenue for the second quarter of fiscal year 2024 was \$1.455 billion, compared to \$1.263 billion for the second quarter of fiscal year 2023.

"We continued our strong operational execution and business momentum in Q2. Customers continue investing in Synopsys solutions to maximize their R&D and power their future innovations for this era of pervasive intelligence," said Sassine Ghazi, president and CEO of Synopsys. "We expect our planned acquisition of Ansys, which was approved today by Ansys

shareholders, to further our mission of empowering technology innovators everywhere with essential silicon to systems design solutions."

"Synopsys' strong Q2 results were driven by our team's relentless focus on execution, our leading technology that is mission-critical to customers, and our resilient business model," said Shelagh Glaser, Synopsys CFO. "We remain confident in our business, and as a result, we are again raising our full-year targets for revenue and non-GAAP EPS."

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<sup>1</sup> Synopsys' Software Integrity business has been presented as a discontinued operation in the consolidated financial statements for all periods presented herein and all financial results and targets are presented herein on a continuing operations basis unless otherwise noted.

#### *Continuing Operations*

On May 5, 2024, Synopsys entered into an agreement to sell its Software Integrity business. Unless otherwise noted, Synopsys' Software Integrity business has been presented as a discontinued operation in the consolidated financial statements for all periods presented herein and all financial results and targets are presented herein on a continuing operations basis.

#### *GAAP Results*

On a U.S. generally accepted accounting principles (GAAP) basis, net income for the second quarter of fiscal year 2024 was \$299.1 million, or \$1.92 per diluted share, compared to \$275.6 million, or \$1.78 per diluted share, for the second quarter of fiscal year 2023.

#### *Non-GAAP Results*

On a non-GAAP basis, net income for the second quarter of fiscal year 2024 was \$466.9 million, or \$3.00 per diluted share, compared to non-GAAP net income of \$368.3 million, or \$2.38 per diluted share, for the second quarter of fiscal year 2023.

For a reconciliation of net income, earnings per diluted share and other measures on a GAAP and non-GAAP basis, see "GAAP to Non-GAAP Reconciliation" in the accompanying tables below.

#### *Business Segments*

Synopsys reports revenue and operating income in two segments: (1) Design Automation, which includes our advanced silicon design, verification products and services, system integration products and services, digital, custom and field programmable gate array (FPGA) IC design software, verification software and hardware products, manufacturing software products and other and (2) Design IP, which includes our Design IP products.

#### **Financial Targets**

Synopsys also provided its consolidated financial targets for continuing operations for the third quarter and full fiscal year 2024. The fiscal year targets include the impact of an extra week in

fiscal year 2024, which was included in the first quarter of fiscal year 2024. These financial targets assume no further changes to export control restrictions or the current U.S. government "Entity List" restrictions. These targets constitute forward-looking statements and are based on current expectations. For a discussion of factors that could cause actual results to differ materially from these targets, see "Forward-Looking Statements" below.

### Third Quarter and Full Fiscal Year 2024 Financial Targets <sup>(1)(2)</sup>

*(in millions except per share amounts)*

	Range for Three Months Ending				Range for Fiscal Year Ending			
	July 31, 2024				October 31, 2024			
	Low		High		Low		High	
Revenue	\$	1	\$	1	\$	6	\$	6
	,505		,535	,090		,150		
GAAP Expenses	\$	1	\$	1	\$	4	\$	4
	,099		,119	,559		,614		
Non-GAAP Expenses	\$		\$		\$	3	\$	3
	920		930	,770		,810		
Non-GAAP Interest and Other Income (Expense), net	\$		\$		\$		\$	
	4		6	32		36		
Non-GAAP Tax Rate								
				15 %				
Outstanding Shares (fully diluted)								
				155				157

GAAP EPS	\$	\$	\$	\$
	2.22	2.35	9.14	9.36
Non-GAAP EPS	\$	\$	\$	\$
	3.25	3.30	2.90	2.98
Operating Cash Flow			~ \$1,300	
Free Cash Flow <sup>(3)</sup>			~ \$1,100	
Capital Expenditures			~ \$200	

(1) Synopsys' third quarter of fiscal year 2024 and its fiscal year 2024 will end on August 3, 2024 and November 2, 2024, respectively. For presentation purposes, we refer to the closest calendar month end. The first quarter of fiscal year 2024 included one extra week.

(2) Presented on a continuing operations basis.

(3) Free cash flow is calculated as cash provided from operating activities less capital expenditures and capitalization of software development costs.

For a reconciliation of Synopsys' third quarter and fiscal year 2024 targets, including expenses, earnings per diluted share and other measures on a GAAP and non-GAAP basis and a discussion of the financial targets that we are not able to reconcile without unreasonable efforts, see "GAAP to Non-GAAP Reconciliation" in the accompanying tables below.

### Earnings Call Open to Investors

Synopsys will hold a conference call for financial analysts and investors today at 2:00 p.m. Pacific Time. A live webcast of the call will be available on Synopsys' corporate website at [www.investor.synopsys.com](http://www.investor.synopsys.com). Synopsys uses its website as a tool to disclose important information about Synopsys and comply with its disclosure obligations under Regulation Fair Disclosure. A webcast replay will also be available on the corporate website from approximately 5:30 p.m. Pacific Time today through the time Synopsys announces its results for the third quarter of fiscal year 2024 in August 2024.

## Implementation Investments

### *Burgan Bank Selects TCS BaNCS to Transform its Core Banking*

22 May 2024

Tata Consultancy Services (TCS), a global leader in IT services, consulting, and business solutions, has signed a deal to modernize the core banking technology of Burgan Bank, a leading commercial bank in Kuwait. The bank will deploy TCS BaNCS™ to consolidate multiple standalone legacy applications into a contemporary universal banking solution that drives innovation and strengthens customer relationships.

Burgan Bank is one of the youngest commercial banks in Kuwait, with a regional network of over 160 branches and 360 ATMs. It will harness the products of the TCS BaNCS™ suite such as core and digital banking, payments, retail and corporate loan origination, wealth management, regulatory compliance, and more to simplify and digitally transform its technology landscape. The solution will enable the bank to manage higher transaction volumes, enhance automation, and improve staff productivity. With TCS BaNCS™ rich set of APIs, the bank will serve its diversified customer base of corporate, retail, and private banking segments with an integrated solution.

**Tony Daher, Group Chief Executive Officer, Burgan Bank,** said, *“We have embarked on a very broad technology and digital transformation journey that will create an integrated banking ecosystem; one that not only meets the current market expectations but also exceeds them. Modernizing our core systems will support our ongoing focus on innovation and delivering value to our customers through defining personalized offerings and intuitive, streamlined experiences. This will pave the way for sustainable growth. We have selected TCS BaNCS, which is widely used by banks in the region, to create a complete solution that will address our twin objectives of leading innovation and delivering excellent customer experience.”*

TCS BaNCS has been deployed by and garnered several recognitions for various banks in the Middle East region for core banking transformation. It has an intelligent digital core and is built on a modular and open architecture. Its extensive configurability will enable the bank to develop innovative solutions with quick time to market, ensuring convenient, simplified, and contextual experiences for customers. The bank will benefit from end-to-end AML/KYC capabilities across all business lines by deploying the Quartz for Compliance solution.

**Venkateshwaran Srinivasan, Global Head, Financial Solutions, TCS,** said, *“We are pleased to partner with a progressive institution such as Burgan Bank in their transformation journey. TCS BaNCS has a strong presence in Kuwait and the larger GCC region in the form of multiple mission-critical deployments of our solutions at leading institutions. This selection by Burgan Bank is a testament to our continued investments in the TCS BaNCS product suite to make it market-ready, compliant with regulations and our commitment to successful execution.”*

This partnership reaffirms TCS' position as a digital transformation partner of choice in the MEA region, where the IT major has had a strong presence for over three decades. With operations in nine countries across MEA, TCS boasts a workforce of over 9,000 employees serving more

than 150 customers regionally. TCS has also been recognized as a Top Employer by the Top Employers Institute for eight consecutive years in the UAE, Saudi Arabia, and South Africa.

### *CP Foods Selects SAP Solutions for Cloud Sustainability*

13 May 2024

SAP SE announced Charoen Pokphand Foods Public Company Limited (“CP Foods”) has selected multiple SAP solutions to drive further growth and competitive advantage and to ensure the sustainability of its products for the future.

Catering to more than 4 billion people globally, CP Foods is embarking on its next stage of digital transformation with the RISE with SAP, SAP Sustainability Footprint Management, and SAP Sustainability Control Tower solutions. In addition, the SAP EHS Management, environment management application will be implemented to future-proof its business and to gain strategic insight into the sustainability impact of its products, processes and infrastructure globally. The company is a leading integrated agro-industrial and food business that is one of the world’s largest producers of feed, shrimp, poultry and pork. It has operations in 17 countries and exports to more than 50 countries.

#### **Global Net-Zero Ambitions**

In line with CP Foods’ goal of becoming the “Sustainable Kitchen of the World,” CP Foods is the first food processing company in the world with near- and long-term forests, lands and agriculture (FLAG) sustainability targets validated by the Science-Based Targets Initiative (SBTi). CP Foods is looking to realize the company’s Net Zero goals of reducing 42% of Scope 1 and 2 emissions and 30.3% of Scope 3 emissions by 2030 – and 90% of Scope 1 and 2 emissions and 72% of Scope 3 emissions by 2050. To achieve these goals, the company is implementing SAP Sustainability solutions to record, report and act on real-time sustainability data, driving carbon accounting at both corporate and product levels.

“Net Zero is the only solution to climate change,” CP Foods CEO Prasit Boondoungpraser said. “It is important to us to understand and reduce our impact on the planet, so we create food that is not only safe and nutritious for people but also green and clean for the earth. Feeding our livestock, farming our food and transporting it to people’s plates incurs emissions we have to be able to record and report. With RISE with SAP and SAP Sustainability solutions, we will have insight into actual emissions automated in real time rather than relying on manual averages, allowing us to make quick, informed and sustainable business decisions for our operations and for the planet.”

SAP plans to provide a technology foundation that will support CP Foods in complying with forthcoming carbon regulations in various markets, including the EU Carbon Border Adjustment Mechanism (EU C-BAM) and U.S. SEC climate risk disclosures.

Key to reducing total emissions, CP Foods will focus on supply chain emissions, with its emissions mostly falling under Scope 3. CP Foods will work with the Customer Success organization at SAP, leverage YASH Technologies’ sustainability expertise and build on Amazon Web Services (AWS) to implement SAP Sustainability solutions. Doing so will allow it to record and report on its Scope 1 and 2 emissions in Thailand and select Scope 3 (3.1 and 3.4) for its

feed business in Thailand covering both FLAG and non-FLAG emissions. The next phase of implementation will extend in scope to cover operations around the world.

### **Cloud Sustainability**

Paul Marriott, president of SAP Asia Pacific & Japan, said: “Sustainability is a huge opportunity for businesses across Asia. Using RISE with SAP and our sustainability solutions, CP Foods is getting ahead of forthcoming emissions regulation and future-proofing its business by using data to make more sustainable decisions. It can use those insights to drive more operational efficiencies, optimize supply chains, and differentiate its business against competitors.”

### *GenAlpha Technologies Announces Strategic Partnership with Karmak*

17 May 2024

GenAlpha Technologies is excited to announce a new strategic partnership with Karmak, the foremost provider of business management solutions for the heavy-duty transportation industry. With over four decades of industry leadership, Karmak has forged an impeccable reputation for excellence, serving a global clientele comprising full-service truck dealerships, trailer dealerships, service shops, aftermarket distributors, and lease/rental businesses.

Through this partnership, GenAlpha Technologies and Karmak aim to redefine customer support by synergizing their expertise and technologies. That will be done by integrating the two platforms and making it seamless for Karmak’s data to be used in an eCommerce environment. The collaboration promises unparalleled value for clients seeking to integrate their back-end systems with customer-facing web solutions for equipment and parts support in the heavy-duty trucking sector.

“Our decision to partner with Karmak stems from their unending dedication to the heavy-duty industry and their proven track record of nurturing enduring client relationships,” stated Kris Harrington, CEO of GenAlpha Technologies. “Together, we will empower our clients with integrated business management and eCommerce tools, setting new benchmarks for excellence in customer support.”

Craig Grade, Director of Integrations, remarked, “We are thrilled to embark on this journey with GenAlpha Technologies. This partnership embodies our shared commitment to driving innovation and delivering increased value to our clients. By harnessing our collective expertise, we’re poised to unlock new opportunities and redefine the future of customer support in the heavy-duty trucking industry.”

### *Gimota AG and CADENAS revolutionize the configuration of connectors*

22 May 2024

#### **Innovative partnership for digital product catalogs**

Gimota AG, a renowned manufacturer of connectors, has teamed up with CADENAS eCATALOGsolutions to develop an innovative digital product catalog and configurator. This groundbreaking tool will not only be available on Gimota's corporate website, but will also be integrated into all relevant online portals. The aim is to offer customers an improved and more intuitive selection of product options.

The new configurator is characterized by its modular and rule-based configuration of connectors. Customers can now assemble individual connectors according to their specific requirements. This flexibility enables a precise and efficient selection that is tailored precisely to the user's needs.

### **3D visualization and automated adjustments increase user-friendliness**

Another outstanding feature of the digital tool is the integrated 3D viewer. With this feature, customers can generate a realistic 3D preview of their configured products. This not only significantly improves the user experience by providing a visual confirmation of the product design before ordering, but also helps to avoid potential configuration errors.

The automatic generation of the matching counterpart is particularly innovative. As soon as a connector is configured, the system automatically creates the corresponding counterpart. This function guarantees that all components fit together perfectly, which increases the safety and functionality of the products.

### **Pioneering innovation for the future**

The partnership between CADENAS eCATALOGsolutions and Gimota AG sets new standards in the digitization of product catalogs. By combining advanced technology and in-depth industry knowledge, they offer a solution that not only increases efficiency, but also significantly improves customer satisfaction. With this step, Gimota AG once again confirms its position as a leading innovator in the connector technology industry.

## *Knauf Digital Implements Configit Ace® SaaS for Configuration Lifecycle Management*

21 May 2024

Configit, the global leader in Configuration Lifecycle Management (CLM), announced that **Knauf Digital GmbH**, a subsidiary of the Knauf Group, has **implemented Configit Ace® SaaS to accelerate its Configure, Price, Quote (CPQ) process**. Configit's CLM technology integrated with Salesforce CPQ will provide greater scalability, transparency and insight.

The Knauf Group operates as a family business and is present in over 90 countries with over 80 raw materials processing plants and over 300 manufacturing plants in five continents. The company is one of the world's leading manufacturers of construction materials for interior design, building insulation and design ceilings. In 2022, Knauf employed over 41,000 employees worldwide.

Innovation and the integration of technological innovations are the cornerstones of its business strategy. With high quality products, Knauf continuously sets new standards to make the construction and modernization of buildings better, more efficient, and more sustainable. Knauf Digital GmbH drives commercial excellence through digitalization for all companies of the Knauf Group globally.

Knauf Digital sought to enrich its Salesforce CPQ stack with a strong configuration engine to handle diverse data and modeling complexity. Knauf Digital implemented Configit Ace® SaaS as

its new future-proof configuration platform to **supplement the “C” of its existing Salesforce CPQ** with a seamless integration to its SAP enterprise resource planning (ERP) system.

By using Configit Ace®, Knauf Digital benefits from:

- **Increased modeling and data handling capacity in the wide product portfolio** – Configit Ace® allows sales, manufacturing and engineering to align with a single source of truth and ensure Knauf only quotes what can be sold in its various markets.
- **Ability to scale** – Integrating Salesforce CPQ with CLM provides the scale required to satisfy dynamic customer requirements and address increasing product complexity, without affecting current customer installations and processes.

**Andreas Witt, Head of Customer Software and Technology, Knauf Digital** said: “To manage product complexity, deliver what is promised and do so profitably, all product data across the organization must be aligned to a central configuration model. **Configit’s solution helps us understand the impact of decisions** being made when offerings change across the globe. Configit Ace® SaaS will provide a real backbone of our organization.”

**Johan Salenstedt, CEO, Configit**, said: “When it comes to quotation accuracy, it all starts with a powerful and dependable configurator. Our **Configit Ace® SaaS solution makes it possible to orchestrate product configuration data** from existing IT systems and product configurators, enabling a shared source of truth across the entire organization. We look forward to continuing our work with Knauf Digital to enhance its CPQ investment.”

### *L&T Technology Services Announces Establishment of Simulation Centre of Excellence for Airbus*

23 May 2024

L&T Technology Services announced the inauguration of the Simulation Centre of Excellence for Airbus, strategically located at the LTTS state-of-the-art campus in Bangalore. This Centre of Excellence is designed to bolster engineering support for Airbus aircraft structural simulation activities across its diverse business units in Europe spanning France, Germany, the UK, and Spain.

Equipped with the latest simulation software, hardware, and high-performance computational machinery, the Simulation CoE aims to unify and standardize processes across all Airbus European business units and aircraft programs. The ultimate objective is to streamline efficiency and enhance productivity, facilitating the timely achievement of program milestones.

Initiated approximately 18 months ago with a specialized core team, the Centre of Excellence (CoE) has demonstrated significant growth and development. The strategic plan includes a substantial scaling up of the centre over the next two years. This expansion reflects the deep commitment of LTTS to fostering innovation and excellence in aerospace engineering, highlighting the dedication to advancing the industry through sustained development and expertise.

Speaking on this significant development, **Alind Saxena, President - Sales and Executive Director, L&T Technology Services** stated, "The establishment of the Simulation CoE for Airbus reflects our deep-seated commitment to pushing the boundaries of innovation alongside Airbus. This Centre is not just about technology; it's about creating a standardized, efficient framework that propels Airbus' industry-leading aircraft into the future. Together, we are not just navigating the present landscape but also shaping the future of aviation, ensuring that our collaboration remains a key driver of our success in India and the world."

The establishment of the Simulation CoE for Airbus marks a decade of fruitful collaboration between LTTTS and Airbus India, highlighting a shared dedication to innovation and excellence in the global aerospace industry. It serves as a foundation for both companies to continue their dominance in important markets like Europe and India, driving forward with a common process that enhances operational efficiency and productivity.

### *Saucony China Leverages Centric PLM to Boost Market Responsiveness*

21 May 2024

Centric Software® is pleased to announce that high-performance running brand Saucony will implement Centric PLM™ to drive transformation toward a product-centric R&D and supply chain. Centric Software provides the most innovative enterprise solutions to plan, design, develop, source, buy, make, price, allocate, sell and replenish products such as fashion, outdoor, luxury, multi-category retail, grocery, food & beverage, cosmetics & personal care and consumer electronics to achieve strategic and operational digital transformation goals.

Saucony, established in 1898 in the US, produces both professional and leisure sports shoes and is recognized as one of the top four running shoe brands globally. In 2023, Xtep International reached an agreement with Wolverine Group, the parent company of Saucony, resulting in a joint venture that became a wholly-owned subsidiary of Xtep, responsible for the Saucony brand's operations in China.

Xtep Group and Saucony are working hand in hand to create 'China line products' exclusively for the China market. This poses challenges for Saucony's product innovation, supply chain responsiveness and team collaboration efficiency. Xtep is introducing its key technologies, processes and resources to Saucony, which is one of the key reasons why Saucony is adopting Centric PLM. Since 2018, Xtep Group has used Centric PLM to establish a collaborative design and R&D platform that has enhanced the core competitiveness of their products.

Mr. Wang Yongbao, Supply Chain Director of Saucony, says, "Centric PLM will play a crucial role in enhancing work efficiency and integrating data. We have witnessed the numerous benefits that the Xtep brand has gained. We hope that by implementing Centric PLM, we can enhance Saucony's market responsiveness, reduce costs and support the platform-based development of Xtep Group in the future."

The core objective of the project is to establish a R&D and supply chain collaboration platform that is "standardized, coordinated, resource-shared, and efficiency-enhanced." Centric Software has deployed a team with rich experience in the sports and outdoor industry to

replicate the successful experiences of the Xtep brand at Saucony, and plans to complete the project implementation within three months.

As Mr. Wang says, “I believe that with Centric’s professional support, both parties can reach consensus, achieve the implementation of the PLM system and meet our expected goals. In the future, continuous optimization and iteration will be pursued, opening a new chapter of digitalization for Saucony China.”

“We are delighted that Saucony has decided to follow in the footsteps of Xtep Group by selecting Centric PLM,” says Chris Groves, CEO of Centric Software. “Saucony’s business in China is currently undergoing rapid development and change, and we are excited to be part of a project that builds upon an existing framework of success to expand and innovate further in the future.”

## Product News

### *aPriori Spring '24 Cloud Release Update*

21 May 2024

Chris Jeznach of aPriori published a blog post announcing the Spring release of aPriori Cloud. Chris says, “This quarter’s updates raise productivity with more ways to analyze data quickly and collaborate seamlessly across teams, such as design and cost engineering, sourcing, sustainability, and project management.”

Read the full blog post here: <https://www.apriori.com/blog/apriori-spring-24-cloud-release-update/>

### *Cosmo Tech Introduces at Vivatech the First AI-Simulation Copilot for Critical Business Decision-Making*

21 May 2024

Cosmo Tech announces the integration of its AI-Simulation Platform with generative AI and will be demonstrating this latest innovation on **Wednesday, May 22nd on the Microsoft for Startups Booth (J47)** at Vivatech. The first AI-Simulation Copilot transforms critical decision-making in complex and uncertain environments to anticipate what is coming and confidently optimize operations and strategies for better performance and sustainability.

As artificial intelligence (AI) use is growing, complex and industrial organizations are seeking to assist their business decision makers with the right AI techniques that can deal with their real-world needs and specific processes, delivering relevant and reliable insights and recommendations.

By combining core advanced simulation with other AI techniques, including generative AI, the Cosmo Tech Copilot delivers the precision demanded by industry and enterprise.

What would be the impact on delivery, profit and CO2 emission if this transport route is disrupted? How can I mitigate the risk? These are examples of questions and choices for which

the Copilot helps users find the best answers. To reach these conclusions, it needs not only to understand and speak the language of a specific sector, but also to produce robust, hallucination-free insights and recommendations. This is possible, as its answers are grounded on industry expert knowledge and data generated from simulating the impact of decisions or disruptions on the company's performance.

Decision makers get immediate responses through natural language interaction and can see in detail, simultaneously, the robust results of simulation scenarios that inform these responses. Scenario accuracy and reliability are ensured by the ability to model complex industrial environments and generate thousands of simulations of possible futures, automatically optimized to meet specific KPIs.

Cosmo Tech AI-Simulation technology has helped leading companies **increase profit by 5% across complex supply chains, and cut capital and operating expenses by 10-15% in asset-intensive organizations**. By supercharging its AI simulation platform with Generative AI, the Cosmo Tech Copilot democratizes access to its predictive and prescriptive capabilities. Decision makers understand the impact of possible disruptions, vulnerabilities or optimization opportunities, and continuously improve operational and financial performance.

"Our AI-Simulation Copilot assists all business decision makers, not only experts or data scientists. With Cosmo Tech AI Simulation Copilot they can constantly adapt to unforeseen events and make rapid and crucial decisions for their core industrial processes. This approach is transformative for industrial organizations. It significantly enhances advanced supply chain and asset management and champions 'future-readiness' in an ever-evolving environment" said **Hugues de Bantel**, Co-Founder and CEO of Cosmo Tech.

"The complexity and uncertainty of the world is not going to decrease," added **Michel Morvan**, Executive Chairman and Co-Founder of Cosmo Tech. "If you want to be able to make optimal decisions about tomorrow, you cannot rely only on what happened in the past. You need the possibility of future, simulated data, to choose where you want to go. For critical and complex decision intelligence, AI data that is simple to access and can be trusted becomes an imperative."

Access to the Cosmo Tech AI-Simulation Copilot will be available in July 2024. The AI-Simulation Copilot can be easily integrated with other services and platforms. Decision makers will be able to use the Cosmo Tech Copilot, for example via the chat of their meeting interface or their company copilot.

## *DXC Technology Advances Enterprise Intelligence Services with AI-Driven Architecture*

20 May 2024

DXC Technology, a leading Fortune 500 global technology services company, is proud to announce a collaboration with Dell Technologies to advance Enterprise Intelligence Services (EIS). This alliance marks a significant step forward in leveraging cutting-edge technologies such

as AI, machine learning, data analytics, and intelligent automation to transform data into a more holistic view of the enterprise.

The EIS architecture built on the Dell Validated Design for Generative AI with NVIDIA for Model Customization focuses on harnessing advanced technologies to empower organizations to make data-driven decisions, enhance customer experiences, and optimize operational efficiency. At its core, EIS aims to build a robust AI foundation to drive future enterprise initiatives and enable proactive decision-making based on real-time insights.

Through DXC, the convergence of key technologies is made possible such as data management, business intelligence (BI), AI, IoT, and cloud computing to extract actionable insights from vast data sets. This will enable real-time analytics, predictive modeling, and anticipation of market trends, providing organizations with a competitive edge.

“The step change in technological evolution today is that machines can understand and interact in human language. Machines already could sense the world around us and thus have the ability now to be an expert at almost any task,” said Sunil Menon, Global Leader of DXC’s Data & AI business. “This means that AI will be embedded in all aspects of an enterprise, from product development, personalized customer experience to operations, regulatory and finance. The challenge is that AI needs variety of quality, secure and ethical data to achieve this goal, and data is hard. AI needs data and data needs AI. By integrating AI as the foundation of DXC’s Enterprise Intelligence System, AI will permeate all aspects of the business, ensuring that every operational facet and customer interaction is enhanced by intelligence and foresight.”

The collaboration will enable DXC to build a robust AI foundation, serving as the primary layer for future enterprise initiatives. This foundation will facilitate data-driven decision-making, help understand market trends, enhance customer experiences, and optimize operational efficiency.

Incorporating advanced technologies, DXC aims to address the high failure rate of traditional data warehouse projects while handling the growing complexity and volume of business data more effectively, ensuring the success of data-driven initiatives.

### ***EON Reality Launches Trailblazing EON AI Ready Features for Intuitive Customized Learning***

21 May 2024

EON Reality, a world leader in the augmented and virtual reality knowledge transfer, has announced the launch of transformative features under the EON AI Ready banner. These advancements represent a revolution in skill-based learning, providing intuitive, multilingual lesson creation enhanced by artificial intelligence.

“We are thrilled to continue pushing the envelope of innovation with the introduction of the EON AI Ready features,” said Dan Lejerskar, Chairman of EON Reality. “These powerful tools reflect our commitment to not only enhancing how knowledge is transferred but also to making that process as intuitive and inclusive as possible. We’re particularly proud of the multilingual support, which embodies our philosophy that language should not be a barrier to learning.”

EON AI Ready encompasses two distinct capabilities: the express function and the comprehensive mode.

The express function of EON AI Ready is a one-button mode that allows users to create immersive learning experiences with a single text prompt. By simply explaining what the lesson or Xperience should be about, this tool automatically generates comprehensive lessons that can include interactive 3D models, visually captivating hero images, instructional videos, and avatar guides. Its language detection capability enables immediate lesson creation in the user's native tongue, fostering a truly global learning environment.

Complementing the express function, the comprehensive mode of EON AI Ready unlocks even greater efficiency and depth in lesson generation, particularly from PDF imports. Through AI's contextual understanding, both hard and soft skills can be addressed within lifelike 360° environments, suitable for in-depth learning sessions. Batch creation and enhanced content quality ensure an effective and scalable knowledge transfer solution.

The platform's current update also bolsters user interaction with avatar voice commands and offers significant enhancements for conducting short-form courses and seminars. With these advanced features, EON Reality further solidifies its commitment to aid learners and professionals in acquiring new skills through cutting-edge technology, redefining the parameters of immersive education and vocational training.

### *EPLAN Data Portal Update 01 Mai 2024*

24 May 2024

489 manufacturers and more than 1,710,000 data sets are available with the update Mai 08, 2024.

#### **New manufacturer catalogs**

- DAUDIN Co., Ltd. – 48 new data sets with PLC
- Mean Well Enterprises Co., Ltd. – 115 new data sets with voltage source and generators

#### **Updates and new data**

- ABB LTD – 96 new data set with protection devices
- Balluff GmbH – 13 new data sets with assembled sensor actuator lines, cables, light scanners, inductive displacement sensors, PLC, sensors, switches and pushbuttons
- Banner Engineering Corporation – 41 new data sets with lights, sensors, switches and pushbuttons
- Baumer Holding AG – 2 new data sets with sensors, switches and pushbuttons
- Bernstein AG – 5 new data sets with contactors, generals and relays
- Bosch Rexroth AG – 1 new and 3 update data sets with PLC
- Changzhou Chuanglian Power Supply Technology Co. Ltd. – 5 new and 106 updated data sets with voltage sources and generators

- Danfoss Drives A/S – 2 new and 10 updated data sets with converters
- Delta Electronics, Inc. – 105 updated data sets with converters
- ETI Elektroelement d.d. – 6 new and 1 updated data sets with measuring instruments, protection devices and test devices
- Eaton Industries GmbH – 4,949 new and 402 updated data sets with contactors, enclosures, lights, power switchgears, protection devices, relays, resistors, signal devices and sensors, switches and pushbuttons
- FRABA GmbH – 20,897 new and 10 updated data set with encoders
- ifm electronic gmbh – 34 new data sets with cables and sensors
- Indu-Sol GmbH – 6 new data sets with generals
- KEBA Group AG – 42 new and 47 updated data sets with cables, generals, PLC and plugs
- Kowa Kasei Co., Ltd. – 3 updated data sets with cable ducts
- Leuze electronic GmbH + Co. KG – 57 new data sets with sensors, switches and pushbuttons
- Murrelektronik GmbH – 17 new data sets with voltage source and generators
- Omron Europe B.V. – 1,027 updated data sets with amplifiers, controllers, converters and motors
- Panduit – 3 new and 96 updated data sets with cable ducts, housing accessories - internal extensions, routing accessories
- Panasonic Industry Co., Ltd. – 8 new data sets with signal devices
- PHOENIX CONTACT GmbH & Co. KG – 75 new and 124 updated data sets with contactors, relays, power supply units, terminal blocks, voltage sources and generators, splice boxes, terminals, generals, transmission paths, power switchgears, battery modules, continuous current supply, cable ducts
- Pepperl + Fuchs AG – 49 new and 4 updated data sets with sensors
- Sick AG – 71 new data sets with sensors
- Pilz GmbH & Co. KG – 22 new and 58 updated data sets with cables, sensors, switches and pushbuttons
- Raycap d.o.o. – 20 new data sets with protection devices
- Rockwell Automation – 26 new and 3 updated data sets with contactors, PLC and relays
- Rockwell Automation (NFPA Data) – 26 new and 3 updated data sets with contactors, PLC and relays
- Saginaw Control & Engineering – 22 updated data sets with housing accessories
- Schneider Electric SA – 83 new and 69 updated data sets with protection devices

- SHANGHAI CHENZHU INSTRUMENT CO., Ltd. – 1 new data set with contactors and relays
- Sick AG – 1,380 new and 420 updated data sets with sensors, switches and pushbuttons
- Siemens AG – 29 new and 162 updated data sets with contactors, converters, miscellaneous, PLC, protection devices, relays, routing accessories, voltage source and generators
- SMC – 31 new and 21 updated data sets with amplifiers, controllers and PLC
- Suzhou Inovance Technology Co., Ltd. – 2 new data sets with amplifiers and controllers
- TE Connectivity – 851 updated data sets with generals
- TOYOGIKEN Co., Ltd. – 269 new data sets with generals and terminals
- Wago GmbH & Co. KG – 16 new and 750 updated data sets with converters, measuring instruments, test devices, PLC, plugs, terminals and terminal blocks
- Weidmueller Group – 37 new and 596 updated data sets with contactors, generals, mounting rails, PLC, relays, terminals and transmission paths

### Summary

- 2 new manufacturer
- 37 updated manufacturer
- 7,323 new data sets
- 2,974 updated data sets
- 6 deleted data sets
- 7,253 new parts with EDS
- In total 1,123,456 parts with EDS
- In total 339 manufacturers with EDS parts
- In total 1,711,784 data sets live in EDP

### *Flexxbotics Expands Robot Compatibility with Hexagon for In-Line Inspection*

21 May 2024

Flexxbotics, delivering workcell digitalization for robot-driven manufacturing, announced advanced robotic machine tending in-line inspection connectivity compatible with the full line-up of Hexagon inspection equipment. Now, companies can enable robot-driven manufacturing with Flexxbotics using Hexagon to achieve precision quality with six sigma consistency and faster cycle-times. The new Flexxbotics capabilities enable higher yields and greater throughput on complex parts for increased profit per part.

Flexxbotics solution's breakthrough innovation, the FlexxCORE technology, enables the robots to securely connect and communicate with Hexagon machines. With Flexxbotics the robots receive closed-loop feedback based on automated inspection results enabling real-time

adjustments to CNC machine programs for autonomous process control. With in-line inspection, Flexxbotics orchestrates the fleets of robots in the smart factory to achieve continuous unattended operations.

Hexagon offers a wide range of Coordinate Measuring Machines (CMMs) for high precision measuring tasks, as well as, laser scanners, laser tool setters, infrared probing systems, radio wave-probing systems and production probe systems. Flexxbotics compatibility includes Hexagon's PC-DMIS CMM for bridge and gantry CMMs, the TEMPO robotic-enabled CMM system, NC measuring software, the full Q-DAS product line for Statistical Process Control (SPS), and Intelligent Machine Control (IMC).

"We believe in-line inspection technologies make autonomy in the smart factory possible, providing the closed-loop coordination necessary for autonomous process control," said Tyler Modelski, CTO & Co-founder of Flexxbotics. "That's why we have focused on making inspection equipment interoperable with CNC machines and the production robots which control and coordinate robot-driven manufacturing."

Flexxbotics robotic workcell digitalization is the backbone of the Smart Factory, delivering robot-driven manufacturing at scale with autonomous process control for continuous operations. Flexxbotics' SaaS/hybrid architecture runs both online and offline so production continues with or without internet access, and Flexxbotics works with existing business systems such as CAD/CAM, DNC, SCADA/HMI, IIoT, MES, ERP, PLM and others for comprehensive process integration.

A full set of bi-directional communications, transforms and routing capabilities are available in Flexxbotics for the inspection tools, robots, and machinery that are connected including loading programs, sending instructions, updating parameters and status awareness depending on the machinery's capabilities so the robots drive the Hexagon equipment along with the CNC machines and other asset in the smart factory.

"We see the inspection equipment in the smart factory as the 'eyes & ears' of the robots running lights out manufacturing," said Tyler Bouchard, CEO & Co-founder of Flexxbotics. "By connecting Hexagon's inspection capabilities to production robotics with Flexxbotics, global companies are able to achieve next generation manufacturing at unprecedented scale."

## *Get Ready for the AI Game-Changer: Instant Contextual Knowledge Arrives in EON-XR*

16 May 2024

EON Reality, the global front-runner in AI-powered Augmented Reality (AR) and Virtual Reality (VR) knowledge transfer for the education and industry sectors, announces a substantial leap forward in human-computer interaction. The company is proud to introduce an AI assistant integrated with EON-XR that promises to revolutionize the way people interact with the world around them.

This state-of-the-art development will see AI assistants that are capable of not only understanding the context of their user's environment but also enhancing it through XR

visualization and guidance. This capability, which has been highly anticipated, marks a significant turning point in the evolution of augmented reality technology and its applications in everyday life.

Dan Lejerskar, Chairman and Co-Founder of EON Reality, expresses his enthusiasm about the potential impact of this innovation on society: “We’re on the precipice of a new era where AI integration in XR becomes a transformative force in our daily lives. Imagine an AI assistant that not only comprehends your needs but can also provide you with real-time simulations and in-depth, step-by-step guidance tailored specifically to your current context — all seamlessly integrated into your vision. That’s the magic we’re bringing to reality with EON-XR. It’s not just a game-changer; it’s the dawn of a new paradigm in human-computer interaction.”

EON Reality extends its vision for the future with the EON AI Agent Platform 2024 Roadmap, laying out the rapid evolution of AI enhancements slated for the coming year. The roadmap began with EON AI Ready Light in February, introducing users to Knowledge Portals and Avatars, EON AI Ready Complete in March, where 3D Assets are at the center stage, and EON AI Ready Metaverse with 360 & 3D environments. As we transition through the year, we’ll see the release of EON AI Ready Express, delivering immersive environments and multi-lingual support, followed by the practical EON AI Ready Simulator for skills training.

The latter half of the year promises even more advancements: the EON AI Ready Portal enabling users to create their own AI Assistants, the EON AI Ready Flow for fostering curiosity-driven learning, and the EON AI Ready Companion providing instant, AI-generated knowledge. These planned releases not only showcase EON Reality’s innovation continuum but also underline our commitment to facilitating immediate, effortless access to knowledge in a multilingual, globalized digital world.

By incorporating these advanced AI avatars into EON-XR, users will have a constant companion that enhances learning and work-related tasks, driving widespread adoption of AR glasses. These personalized AI advisors will be instrumental in transforming various aspects of life— from complex job training sessions to simple day-to-day chores.

The integration of AI with XR opens up a treasure trove of opportunities for enhanced productivity and learning. EON Reality’s commitment to this technology aims to catalyze the widespread adoption and utility of XR glasses, leveraging AI companions to foster a more efficient and interactive world.

## *IMAGINiT Technologies Unveils Clarity 2025*

22 May 2024

IMAGINiT Technologies launched the latest version of Clarity, a task automation and analytics tool for Autodesk® Revit® and BIM 360® products. New features in the IMAGINiT Clarity 2025 release include integration with Oracle Aconex, enhanced functionality with Autodesk Revit Error Resolution, and advancements to the Clarity Space Programming Module. These updates improve project management efficiency and streamline workflows for firms on *Engineering News Record’s Top 500 Design Firms* list as well as small and mid-sized firms.

IMAGINiT Clarity 2025 is compatible with Autodesk Revit 2025 and fully supports versions of Autodesk Revit and Autodesk Revit Server back to 2021.

“By combining quarterly customer success check-ins and in-depth analyses of data with business intelligence tools, we are able to ensure that the newest Clarity features are the ones that our customers deem most important,” says Bill Zavadil, president and chief operating officer, IMAGINiT Technologies. “In a recent survey of our Clarity customers, 95% responded that using Clarity has improved employee satisfaction due to the reduction in repetitive tasks and, as a result, firms are able to increase project capacity. To date, Clarity has helped customers automate over 36 million Revit print and export tasks giving them back countless hours to focus on the design work that fuels their business.”

### Key Enhancements in IMAGINiT Clarity 2025

- **Revit Error Resolution** – allows administrators to configure settings to bypass non-critical errors, ensuring uninterrupted workflows.
- **Aconex Integration** – this separately priced module designed for firms with large-scale construction projects, facilitates advanced file synchronization with platforms such as BIM360, ProjectWise, Procore and more.
- **Clarity Space Programming Module** – now offers customizable data structuring and integrated, in-module calculations eliminating the need to transfer data to external tools like Excel.

Ensuring the successful adoption of Clarity, Clarity Plus subscribers now have access to complementary, quarterly Customer Success Engagement meetings with IMAGINiT. In these sessions, an IMAGINiT business intelligence expert will analyze customer data and recommend solutions that further improve a firm’s ability to work more efficiently across their own organization and improve collaboration with external partners.

### *Informatica Deepens Integration with Microsoft, Becomes One of the First Data Management Partners Integrated as an Azure Native ISV Service*

21 May 2024

Informatica, an enterprise cloud data management leader, unveiled a trio of native integrations with Microsoft at Informatica World currently underway in Las Vegas. These product developments will make it simpler for Azure and Microsoft Fabric customers to discover, manage and deploy AI-powered data management services within Informatica’s Intelligent Data Management Cloud™ (IDMC) platform to create trusted data for generative AI.

“Our long-standing partnership with Informatica is underscored by two enduring values: customer success and the impactful business outcomes we jointly accelerate for them,” said **Scott Guthrie, executive vice president, Cloud + AI Group, Microsoft**. “The combination of Microsoft’s data analytics capability of Microsoft Fabric and Informatica’s AI-powered IDMC platform will unlock tremendous new potential for our customers’ analytics and AI workloads.”

**IDMC as an Azure Native ISV Service** provides Azure customers a native experience to discover and deploy IDMC within the Azure Management Console, making it faster and easier to leverage the AI-powered data management platform to create trusted data for analytics and generative AI workloads.

This native integration allows users to run serverless IDMC data pipelines rather than have customers manage and administer virtual machines and virtual machine clusters to support IDMC services, such as data integration and data quality. Customers can credit their purchases of IDMC services against their Azure Consumption commitments through the Azure Marketplace.

**Informatica Data Quality as a Microsoft Fabric Native Application** will allow Fabric customers to leverage AI-powered data profiling and data quality services to discover, cleanse, enrich and remediate data quality issues in OneLake – without ever leaving the Microsoft Fabric experience. As users search for data management solutions, they will be able to seamlessly utilize Informatica’s capabilities to build trusted data within OneLake to improve analytics and AI-driven use cases.

As one of the first ISV Design Partners for Microsoft Fabric, Informatica developed deeper integrations with Microsoft over the past two years to deliver IDMC services, such as integration, quality, profiling and marketplace.

**Cloud Data Access Management (CDAM) for Azure** empowers enterprises to share, use and provide secure data access to authorized users while supporting policy compliance and customer trust. Informatica’s CDAM solution, integrated directly within IDMC, provides universal, automated governance guardrails that enforce and protect sensitive, private and confidential data with controls that can target specific rows, columns and/or cells in structured data tables.

IDMC as an Azure Native ISV service is currently in public preview and is expected to be generally available this summer. Informatica Data Quality as a Fabric Native Application will be in preview this summer, while CDAM for Azure, initially released earlier this year, is generally available.

“Our long-standing collaboration with Microsoft has already shaped a unified, integrated and seamless experience for thousands of joint customers,” said **Amit Walia, CEO at Informatica**. “As more enterprises chart their path to impactful generative AI, high quality, secure and governed data must be their compass. As a data management partner for the Azure platform and design partner for Microsoft Fabric, we continue to lay an innovative and secure data foundation for customers that point them to true north on their AI journeys.”

“Informatica is an integral part of managing the trusted data that we use for analytics with the Azure platform. With Informatica’s Intelligent Data Management Cloud, we have been addressing the enterprise data management challenges necessary to drive strong analytics through our Azure platform. With a deeper partnership in place, we look forward to an even more integrated experience for our data practitioners,” said **Alice Guehenec, Group Chief Tech, Data & Digital Officer at Sodexo**.

## *Informatica Unveils Blueprint for Enterprise Generative AI Applications for Snowflake Cortex AI*

21 May 2024

Informatica, an enterprise cloud data management leader, unveiled new innovations for the Snowflake Data Cloud: Native SQL ELT to deliver better performance for data pipeline workloads and provide access to 250+ native Snowflake functions and a Blueprint for enterprise-grade generative AI application development for Snowflake Cortex AI based on a foundation of rich metadata, trusted data and no-code orchestration. The announcements were made at Informatica World currently underway in Las Vegas.

**Native SQL ELT for Snowflake** takes advantage of the scale and compute power on the Snowflake Data Cloud and allows customers to develop ELT pipelines guaranteed to run on Snowflake compute for better performance. With a simple and intuitive interface, Native SQL ELT supports 250+ Snowflake specific functions – and easily supports new Snowflake commands as they become available – directly from the Intelligent Data Management Cloud™ (IDMC) platform. Native SQL ELT is now generally available.

**Blueprint for Enterprise-Grade Generative AI Applications with Cortex AI** provides customers with a template architecture to develop generative AI applications that are contextualized with enterprise metadata, grounded with high-quality, trusted data and scaled through no-code development and orchestration. The blueprint combines Snowflake's Cortex AI generative AI service with key IDMC services including Cloud Data Integration, Cloud Data Quality, Cloud Data Cataloging and Governance, Cloud Data Access Management, Master Data Management and Cloud Application Integration orchestration delivering a retrieval augmented generation (RAG) solution that grounds generative AI applications with trusted data and metadata while ensuring appropriate data access controls.

“For more than nine years, our partnership with Snowflake has allowed us to reduce the digital barriers that make our leading data management solutions more accessible to hundreds of joint enterprise customers,” said **Rik Tamm-Daniels, Group Vice President of Strategic Ecosystems and Alliances at Informatica**. “From ingestion, integration and governance to now providing greater context and accuracy for the latest generative AI use cases, our partnership and collective mindshare continue to reset the bar of what’s possible. Trusted data isn’t just a valuable organizational asset - it’s an invaluable advantage.”

“Informatica continues to demonstrate why they’re a valued innovation and technology partner across the Snowflake ecosystem,” said **Baris Gultekin, Head of AI at Snowflake**. “These latest milestones deliver simplified experiences and improved performance for our joint customers. In particular, trusted data for Cortex AI will give users greater confidence and peace of mind that their generative AI use cases are firmly grounded in highly accurate, highly relevant data from their organizations.”

“At the ground level, the partnership between Informatica and Snowflake adds incredible value for customers. Their partnership is readily apparent as each technology unlocks capability and value in the other almost every day for us. Our Data Management, BI, and Data Science teams

have been able to get more done, provide more insights, and produce more solutions with the combined stack than ever before. We are already counting on innovation and efficiencies from that partnership to enable a faster, more agile, and more reliable insights framework,” said **Justin Glatz, Chief Information Officer at Petmate**.

These are the latest Snowflake integrations since Informatica launched four new product capabilities at Snowflake Summit 2023, including Informatica Superpipe, Enterprise Data Integrator Private Preview, Cloud Data Integration-Free and support for Apache Iceberg on Snowflake.

### *Informatica’s Generative AI Technology Embedded in Cloud Data Management Platform Transforms Access to Data by Putting Technology in the Hands of Every Business User*

21 May 2024

Informatica, an enterprise cloud data management leader, unveiled new product innovations designed to democratize generative AI (GenAI) across the enterprise with secure instantaneous access to data insights. The two product announcements were made at Informatica World currently underway in Las Vegas:

- Embed GenAI into every facet of data management with CLAIRE GPT
- Empower users to develop and deploy GenAI applications built on trusted data foundations

Successful GenAI is completely reliant on successful data management – integrated, end-to-end solutions that produce ‘Ready Data’ that drives more personalized experiences, better automation and more accurate decisions. Data management remains a deeply fractured and splintered market, a problem only expected to worsen throughout 2024. In a recent survey of 600 global Chief Data Officers, Informatica found nearly 6 in 10 (58%) reported they need five or more data management tools to manage their data estates.

“We anticipated the market direction more than four years before this current AI hype cycle with our CLAIRE solution, the backbone of our AI platform and products,” said **Amit Walia, CEO at Informatica**. “With the infusion of GenAI into the very fabric of our cloud-only offerings, we’ve elevated the industry standard and leveraged the simplicity and intuitiveness of the technology to deliver actionable insights within seconds to our customers.”

**Barbara Latulippe, Chief Data Officer at Takeda Pharmaceuticals**, commented, “The seamless integration of trusted data and reliable AI is essential. With the incorporation of generative AI into our systems, it further enhances accessibility to data, facilitates the discovery of valuable insights and contributes to the overall efficiency and productivity of our organization.”

### **Embed GenAI across every layer of the Intelligent Data Management Cloud (IDMC) with the next generation of CLAIRE to simplify and accelerate data management**

System-level information or metadata continues to be siloed within application and department-level repositories. With CLAIRE GPT, Informatica uses an organization's metadata

system of record to incorporate information about the enterprise data assets to allow users to talk to their data. Key benefits include:

- Democratize data access: help users find, access and interact with their data through an intuitive natural language interface
  - Increase productivity through automation, time savings and efficiency gains
  - Accelerate data-driven decisions with self-service exploration of data estates
  - Data security and privacy through Informatica-hosted LLMs
  - Enhanced CLAIRE GPT capabilities: features such as multistep reasoning will break down complex data management operations into digestible tasks
  - Self-Service for business users: Enable non-technical business users to find and understand data on their own by abstracting away the need for SQL
- CLAIRE copilot infused across every bespoke service of IDMC: CLAIRE copilot will support natural language capabilities to make it even easier to get recommendations for data integration, application integration, data quality, and data governance.
  - CLAIRE GPT is the first GenAI-powered data management assistant grounded by enterprise metadata intelligence leveraging core IDMC capabilities. Today, Informatica is the only data management leader focused on creating an organization specific metadata system of record.
  - CLAIRE GPT is currently available in North America.

**Katie Germano, Director of Healthcare Analytics at SSM Health**, said, “CLAIRE GPT can strategically be deployed to help our clinical teams find information that would historically require IT ticket requests. For example, our Chief Medical Information Officers will be able to easily find how many orthopedic providers are in network to ensure that the health system is meeting patient needs while having the appropriate coverage.”

### **GenAI is enabled in business processes and data pipelines with low-code/no-code interface transforming access to data to provide actionable insights in a matter of seconds**

Powered by IDMC’s built-in data management capabilities – such as application and data integration – users can effortlessly create no-code, enterprise-ready GenAI applications or augment GenAI features into existing tools in seconds instead of days. Key benefits include:

- Democratize GenAI: broaden userbase that can create GenAI applications without extensive coding or programming knowledge. Cloud Application Integration updated to enable building no-code GenAI apps that support patterns like prompt engineering, RAG, ReAct AI agents. Supports a wide range of popular LLMs and VectorDBs. Enterprise-grade scalability, SDLC and governance features.

- Ground GenAI applications: contextualize tools with trusted data and built-in security and governance. New capabilities for chunking, embedding, and ingestion into Vector DBs so that the LLMs can be contextualized/grounded on enterprise data.
- LLM agnostic: futureproof by avoiding a reliance on a single LLM, easily navigate any model from hyperscalers to smaller providers with out-of-the-box LLM Connectors.
- Accelerate time to market: leverage customizable templates, pre-built recipes and intuitive, drag-and-drop interfaces to kickstart prototyping, testing and deployment of new or existing applications.
- Unstructured data: IDMC will soon support sources like documents, images, and video, with full integration across IDMC (CDAM policies, DQ rules, catalog, integration pipelines, etc.). Expanding the metadata system of record to include unstructured data.

“As enterprises look to harness the tailwinds of generative AI, many business leaders are faced with a harsh reality – they might be ready, but their data is not,” said **Stewart Bond, Vice President, Data Intelligence and Integration Software, IDC**. “This is just a new iteration of an old data management problem, one that Informatica has been helping solve for 30 years. In this new tech frontier, their experience combined with a product suite that embeds AI and generative AI at its core will continue to make them a valuable partner on this journey.”

### *Kahua’s Purpose-built K-12 Offering Meticulously Addresses Construction Lifecycle: Design, Build, Operate*

15 May 2024

Kahua, a leading provider of capital programs and construction project management information solutions (PMIS), introduces Kahua for K-12, a purpose-built package of applications designed specifically for K12 capital programs. From setting up projects for successful state audits, managing fiscal period closeouts, setting up and managing bonds to effectively communicate with all stakeholders' teams of all sizes can focus on the outcome of projects being delivered on time- and budget for learners of all ages.

This tailored package encompasses a range of applications meticulously crafted to address the distinct challenges encountered throughout the planning, construction and maintenance phases for school districts across the U.S. From initial planning to final execution, handover and facility condition assessment, Kahua for K-12 delivers a seamless flow of operations, facilitating efficient project management and successful outcomes.

“We chose Kahua for Education for its modern platform, allowing us to use the PMIS the way we work and need to manage our capital programs across Santa Clara School District,” said Larry Adams, Director of School Bond Projects, Santa Clara, Calif., Unified School District. “From specific workflows to managing multiple sources of funds, spending and costs, we are confident we can deliver to our students and our community next generation learning environments, on time and on budget.”

Kahua for K-12 is the most effective PMIS for any size district and team:

- **Start Strong, Scale Swiftly:** Begin your K-12 projects quickly with Kahua's purpose-built solution, minimizing time-to-value. Adapt and expand effortlessly as your programs and funding needs evolve.
- **Enhance Data Clarity:** Access a secure central data hub, fortified project controls and dynamic dashboards for real-time insights. Simplify audits and streamline board reporting with transparent, up-to-date information.
- **Ensure Funding Integrity:** Navigate the complexities of funding management seamlessly, managing bonds, tax revenues, grants and endowments with precision to avoid penalties and ensure compliance.
- **Optimize Program Lifecycles:** From inception to turnover, Kahua supports every phase of school construction programs.
- **Adapt to Varied Programs:** From minor renovations to expansive capital projects, Kahua accommodates diverse project types. Tailor workflows to align with your specific policies, regulations and processes for strategic program management.

"Kahua for Education goes beyond basic project management," said Brian Moore, Kahua President. "It provides schools with the tools to optimize activities at each location and ensure funds are used properly when bonds pass, delivering tangible results to the community. Schools can confidently fulfill their promises to their community and make every dollar count."

### *PALMA Configurator: A Single, Reliable Source for Verified and Accurate Configurations*

16 May 2024

Modular Management, the global leader in Product Architecture and Configuration Management, is pleased to introduce the PALMA Configurator, an important new Application provided by the PALMA SaaS. This innovative tool pivots how organizations manage product platforms and configurations, offering a single, reliable source for verified and accurate configurations. The PALMA configurator, an extension of PALMA's existing product architecture and configuration management capabilities, is designed to scale and optimize the end-to-end configuration process and grow with your organization, thereby enhancing the sales and design process.

The PALMA Configurator provides a powerful and versatile configuration service that can be seamlessly integrated as an API-first solution for various configuration applications. It can also function as an embedded, fully customizable front-end application with API integration for any existing sales platform or product selector. Its key strength lies in its ability to generate valid production configurations tailored to the needs of each organization, spanning across sales, technical, production, legal, and commercial teams.

This cutting-edge offering from Modular Management is a catalyst for increased efficiency, seamlessly connecting product ideation to sales and delivery. It brings a host of valuable features to organizations, including:

- **Trusted and valid configuration states** – Using PALMA's API-first Configurator, the customer journey is enhanced with a powerful constraint-based configuration to existing software solutions or as a component in a best-of-breed solution. The Configuration service allows the organization complete flexibility and control over designing and implementing the configuration logic in the sales and design processes.
- **A configuration experience for your needs** – Besides the product configuration service, the PALMA Configurator will allow customers to add capabilities to support the sales journey as they need – use our responsive front-end, save opportunities, manage customers, handle price lists, and generate quotation documentation.
- **Scalable growth** – The PALMA Configurator is stateless for high performance and 24/7 access, independent of where the organization's solutions are hosted. Users can fully manage access control to the database and store ongoing configurations. By using machine-to-machine communication, the Configurator offers the highest level of security in a collaborative SaaS environment, ensuring the safety and confidentiality of your data.

“We are excited to announce the launch of the PALMA Configurator—a market-leading solution in end-to-end configuration lifecycle management. This tool empowers our customers with enhanced accuracy and quality in product configurations, significantly reduced lead times, increased efficiency, and the ability to meet customer needs more effectively. The PALMA Configurator's API-first technology ensures seamless integration and future-proof evolution within any application landscape,” said Fredrik Erbing, Executive Vice President of Modular Management and PALMA.

The true power of the PALMA Configurator comes from its ability to serve as a single configurator solution for all use cases (CRM, PLM, ERP, CAD, AIM, PIM), accommodating an unlimited number of external users in real-time applications. It provides flexible configuration services seamlessly integrated into an organization's system landscape, adapting to its terms and conditions.

Organizations require composable tools and configuration solutions capable of customization to support a changing world.

### *pSeven v2024.05 Release*

22 May 2024

pSeven development team announces the release of pSeven v2024.05, a new version of our platform for data analysis and optimization.

#### Updates and Changes

- Updated the STAR-CCM+ block for compatibility with the newer STAR-CCM+ versions (2302 and above). Note that if you are using those versions, it is advisable to configure the block to run STAR-CCM+ in the background (see section Compatibility for STAR-CCM+).

## Documentation

- Updated the version compatibility notes on the STAR-CCM+ block page.
- Updated section Open Source Components.

## Bugfixes

- Predictive modeling:
  - Fixed an issue with updating GP models in SmartSelection, where training stopped with an error if the GP model you are updating has linear or quadratic trend.
- Fixed the outdated versions of the OpenSSL libraries.

The pSeven v2024.05 release also includes other updates — please check the release changelog for a full list. You can also contact us to get more information and pSeven updates.

## *Sage and DonorPerfect partner for new comprehensive fundraising solution, empowering nonprofits to save time and deepen impact*

21 May 2024

Sage, the leader in accounting, financial, HR and payroll technology for small and medium-sized businesses (SMBs), announces its partnership with DonorPerfect, a leading provider of fundraising software trusted by more than 50,000 nonprofit professionals. This collaboration empowers nonprofits to streamline fundraising operations and deepen donor relationships, allowing them more time to focus on their mission impact.

Sage Intacct Fundraising powered by DonorPerfect is a comprehensive, cloud-based solution that addresses one of the biggest internal challenges faced by nonprofits: a lack of process automation and organizational efficiency<sup>1</sup>. By providing a seamless flow of fundraising data alongside financials, it allows for clear and transparent donation documentation – a critical factor in building trust and sustaining long-term donor relationships.

“Nonprofits have long relied on Sage Intacct for their fund accounting needs,” says **Dan Miller, EVP, Financials and ERP Division at Sage**. “We recognized a growing desire for a comprehensive solution that spans the entire lifecycle, from fundraising and donor management to financial tracking and reporting. Partnering with DonorPerfect enables us to meet this critical need for nonprofit customers and offer a unified platform for nonprofit financial management and fundraising.”

### **Streamlined workflows give nonprofits time back to focus on their mission**

“Nonprofits today face a constantly evolving landscape, and maximizing efficiency is more important than ever,” says **Jacqueline M. Tiso, Founder & CEO, JMT Consulting**. “Sage Intacct Fundraising powered by DonorPerfect provides our clients with a best-in-class solution. It streamlines operations, improves financial transparency, and ultimately frees up resources for them to focus on their core mission.”

Sage Intacct Fundraising powered by DonorPerfect offers many benefits to nonprofit customers, enabling them to:

- **Cultivate relationships:** Personalized communications and targeted outreach campaigns nurture stronger donor connections, reducing turnover.
- **Maximize impact:** Powerful data insights guide strategic decision-making for optimizing campaigns and maximizing fundraising impact.
- **Boost efficiency:** Effortless donation forms and automated workflows free up valuable time for staff to focus on donor engagement.

“We are proud to team up with Sage to help nonprofits modernize their fundraising efforts,” says **Lauren Sheehan, President, DonorPerfect**. “Together, we’ll equip them with the tools they need to unlock new levels of fundraising growth and efficiency, allowing them to dedicate more time to what matters most – achieving their mission.”

### *Sage Launches Cloud-Based AP Workflow Automation Solution for the Construction Industry*

22 May 2024

Sage, the trusted software provider for small and mid-sized businesses (SMBs) in the construction industry, announces the launch of Sage Intacct Paperless, a cloud-based solution that delivers an easy way to store, retrieve, and route Accounts Payable (AP) documents. The add-on solution integrates with Sage Intacct Construction, the best-in-class native cloud financial management system purpose-built for construction.

The new cloud solution simplifies and automates processes from project start to finish by reducing paper-heavy and manual tasks that drain time and budget. It builds on the success of Sage Paperless Construction, the existing on-premises version of the product that integrates with Sage 100 Contractor, Sage 300 Construction and Real Estate, and Sage Intacct Construction. Together, the two solutions create Sage Paperless for Construction, offering both on-premises and cloud-based versions of the product.

A.M. Ortega Construction, Inc., an underground utility contractor based in San Diego, has increased profits and cash flow while growing faster with less overhead using Sage Paperless Construction.

“Our time and material jobs profits have increased about \$3-4 million per year due the process changes made possible with this product,” says **Bruce Evenrud, CFO, A.M. Ortega Construction Inc.** “We’ve also reduced our billing cycle from 15 - 20 days down to two days. This single process change increased our cash flow by over \$4 million per month.”

Efficient AP workflow management is essential in construction. With Sage Intacct Paperless, teams can centralize their vital business content in one secure location and gain control over electronic content.

“Document management plays a critical role in ensuring the success of construction projects by facilitating compliance, risk management, collaboration, communication, efficiency, and

accountability throughout the project lifecycle,” says **Julie Adams, Senior Vice President of Product, Construction and Real Estate, Sage**. “Sage Intacct Paperless helps take the frustration out of document management and saves construction businesses invaluable time and resources, delivering real business results.”

**Sage Intacct Paperless product features include:**

- **Capture:** Capture, upload, or import any type of document from any location; collect data, pictures, and forms with easy-to-use mobile solutions.
- **Index and store:** Define document types and indexes to securely store documents in the cloud. Look up and backfill index values from external databases.
- **Retrieve:** Easily retrieve documents using any combination of index fields or keyword search. Content is protected by document type and index-level security.
- **Document Lifecycle Management:** Maintain revision history and audit logs while automating archival and end-of-life purging functions.
- **AP Entry and Routing:** The APFlow™ module simplifies the entire accounts payable process with features such as one step data entry and automatic three-way document matching. Choose to manually route invoices or build automatic, multi-level routing rules based on GL account, vendor, job, or any other data on the invoice. Invoices can be approved in the office or in the field and automatically post to the Sage Intacct system.

Sage Intacct Paperless, along with all of Sage’s industry-leading solutions, is available now from authorized Sage resellers, the largest and most experienced partner network in the industry.

### *Schneider Electric Announces ‘SpecLive Collaborate’, A First-of-its-Kind Platform Streamlining Specification Development Process*

22 May 2024

Schneider Electric, the leader in the digital transformation of energy management and automation, launched SpecLive Collaborate, a first-of-its-kind platform, to modernize and streamline product specification and content integration for professionals. Developed in partnership with RIB Software, SpecLive Collaborate represents the next generation of collaborative, prescriptive solutions and is the latest offer in the Schneider Electric Specifier toolkit.

Developing specifications is often a disjointed, manual process that relies on templated content based on potentially outdated office files where the latest or most pertinent information can often get lost in version control. SpecLive Collaborate provides specifiers and engineers with a simple, streamlined experience for evaluating Schneider Electric’s cutting-edge solutions. This platform keeps essential technical product data intact by providing real time access to cloud-hosted specification content, reducing coordination gaps for the duration of the specification process. By improving upon static document-based processes, SpecLive Collaborate empowers teams with a shared, cloud-based workspace to develop more accurate specifications more collaboratively and more efficiently.

“Effective collaboration in the commercial construction industry can be difficult, even with modern technology,” said Kelly Sinovich, Director, U.S. Specifier Channel, Schneider Electric. “SpecLive Collaborate addresses the need for easy-to-use collaboration tools as the industry’s first side-by-side coediting platform offering a single source of truth with complete, current content and access to Schneider Electric experts for potential questions. We thank the RIB team for their partnership on this endeavor as we aim to make specification development as frictionless and efficient as possible.”

Schneider Electric engaged RIB to develop the SpecLive Collaborate platform to address an unmet need in the specifier marketplace for those still using multiple documents and sources to complete their project specifications.

### **SpecLive Collaborate improves project accuracy, transparency**

Commercial firms are increasingly digitizing their operations. The inclusion of new systems with interconnected products can add complexity to both the modeling and specifications stages, as these systems must be supported by context-specific specification language, supporting technical data, and often access to a representative. To answer these demands, SpecLive Collaborate:

- **Keeps firms engaged.** SpecLive Collaborate allows stakeholders to work side-by-side on the same specification and automatically updates every file, providing visibility beyond typical rote selection and configuration. This transparency empowers end users to engage with the process as they develop specifications.
- **Expands stakeholder audience.** SpecLive Collaborate integrates with RIB SpecLink, providing access to Schneider Electric’s products and curated prescriptive specification content, directly into the workflows of a burgeoning list of owners, specifiers, architects, and engineers.
- **Moves projects forward.** SpecLive Collaborate provides a cloud-based workspace with simple and intuitive drag and drop interface with access to prewritten content to save time while improving accuracy and efficiency.

“At RIB, our goal is to make the engineering and construction industry more digital, efficient, and sustainable and we’re proud to partner with Schneider Electric, a future-looking leader in the industry, on this innovative technology,” said Daimon Bridge, Managing Director, RIB North America. “We are redefining collaboration by seamlessly embedding high-quality content directly into the workflow of design and engineering firms to ensure precision in every specification, empowering end users to effortlessly integrate trusted content, thereby expediting the creation of construction specs with unparalleled accuracy.”

SpecLive Collaborate is part of Schneider Electric’s Specifier toolkit, made available via the MySchneider portal and your local consulting application engineers to provide users with the information to easily generate accurate and comprehensive specifications. SpecLive Collaborate does not require new workflows, and if the specifier has questions about a product or other information in the tool, they can request help directly through the platform.

## *Siemens reveals “co-pilot” for flexible low voltage grid management with new Gridscale X software*

23 May 2024

Siemens unveils its latest Gridscale X offering, LV Management, at Eurelectric’s Power Summit. Embedded with crucial capabilities to actively control the low voltage grid, this represents the first step towards unlocking grid flexibility at scale across planning and operations. With additional insights and transparency over what is happening on the low voltage grid, operators can use the software as a “co-pilot,” helping them to deal with the increasing complexity and challenges related to low voltage grids.

As the energy transition accelerates, low voltage grids face unprecedented challenges driven by the rapid growth of distributed energy resources and electrification. With the shift towards a prosumer-centric grid with bi-directional power flows, digitalization is essential to manage the grid effectively, ensure stability, and reach net zero.

The latest Gridscale X offering, Gridscale X LV Management, supports Distribution System Operators (DSOs) to manage the grid, taking the first crucial steps towards flexibility management by providing both observability and control features. The continuous and automated steps of detecting, assessing, and acting enables DSOs to quickly leverage untapped grid capacity while maintaining reliability. Consequently, they can reduce model maintenance efforts by 50 percent.

“With Gridscale X LV Management, DSOs can move towards flexible and autonomous grid management. By actively controlling and visualizing the low voltage grid, they can reduce outages by up to 30 percent, stabilize the grid, protect assets, and accelerate grid digitalization,” said Sabine Erlinghagen, CEO Siemens Grid Software.

Gridscale X LV Management includes advanced grid model building capabilities. This allows users to easily create and maintain a validated and consistent grid model, the first step towards creating a digital twin of the grid, significantly reducing complexity and breaking down data silos. The software also provides an intelligent agent – or “co-pilot” – that guides operators through the assessment and resolution of issues. Finally, it supports operators with grid stabilization capabilities to address grid congestion and resolve both unplanned and planned outages easier and faster. It enables DSOs to operate the grid closer to its limits and activate grid flexibility at the low voltage level by leveraging traditional grid assets.

Gridscale X LV Management is part of Siemens Xcelerator, an open digital business platform that enables customers to accelerate their digital transformation easier, faster, and at scale. The software's user-friendly interface and adaptable architecture make it easy to deploy and scale, enabling DSOs to digitalize their low voltage grids quickly and efficiently. Like all Gridscale X products, LV Management provides open interfaces and can thus be seamlessly integrated into the existing system landscape. Providing state-of-the-art cloud architecture and available as Software as a Service (SaaS), it can be deployed within 12 weeks.

## *Siemens simplifies development of AI accelerators for advanced system-on-chip designs with Catapult AI NN*

21 May 2024

Siemens Digital Industries Software announced Catapult™ AI NN software for High-Level Synthesis (HLS) of neural network accelerators on Application-Specific Integrated Circuits (ASICs) and System-on-a-chip (SoCs). Catapult AI NN is a complete solution that starts with a neural network description from an AI framework, converts it into C++ and synthesizes it into an RTL accelerator in Verilog or VHDL for implementation in silicon.

Catapult AI NN brings together hls4ml, an open-source package for machine learning hardware acceleration, and Siemens' Catapult™ HLS software for High-Level Synthesis. Developed in close collaboration with Fermilab, a U.S. Department of Energy Laboratory, and other leading contributors to hls4ml, Catapult AI NN addresses the unique requirements of machine learning accelerator design for power, performance, and area on custom silicon.

“The handoff process and manual conversion of a neural network model into a hardware implementation is very inefficient, time consuming and error-prone, especially when it comes to creating and verifying variants of a hardware accelerator tailored to specific performance, power and area,” said Mo Movahed, Vice President and General Manager for High-Level Design, Verification and Power, Siemens Digital Industries Software. “By empowering scientists and AI experts to leverage industry-standard AI frameworks, such as neural network model design, and by seamlessly synthesizing these models into hardware designs optimized for power, performance, and area (PPA), we're opening a whole new realm of possibilities for AI and machine learning software engineers. Our new Catapult AI NN solution allows developers to automate and implement their neural network models for optimal PPA concurrently during the software development process, ushering in a new era of efficiency and innovation in AI development.”

As runtime AI and machine learning tasks migrate from the datacenter into everything from consumer appliances to medical devices, there is a rapidly growing requirement for "right-sized" AI hardware to minimize power consumption, lower cost and maximize end-product differentiation. However, most machine learning experts are more comfortable working with tools such as TensorFlow, PyTorch or Keras, rather than synthesizable C++, Verilog or VHDL. There has traditionally been no easy path for AI experts to accelerate their machine learning applications in a right-sized ASIC or SoC implementation.

The hls4ml initiative is intended to help bridge this gap by generating C++ from a neural network described in AI frameworks such as TensorFlow, PyTorch or Keras. The C++ can then be deployed for an FPGA, ASIC or SoC implementation.

Catapult AI NN extends the capabilities of hls4ml to ASIC and SoC design. It includes a dedicated library of specialized C++ machine learning functions that are tailored to ASIC design. Using these functions, designers can optimize PPA by making latency and resource trade-offs across alternative implementations from the C++ code. Moreover, designers can now evaluate the

impact of different neural net designs to determine the best neural network structure for hardware.

"Particle detector applications have extremely stringent edge AI constraints," said Panagiotis Spentzouris, Fermilab Associate Lab Director for Emerging Technologies. "Through our collaboration with Siemens, we were able to develop Catapult AI NN, a synthesis framework that leverages the expertise of our scientists and AI experts without requiring them to become ASIC designers. Moreover, this powerful new framework is also ideal for seasoned hardware experts."