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CIMdata News

Can PLM do What Your Business Model Thinks It Can? - An Engineering.com Article

17 August 2023

Engineering.com published their next article in Peter Bilello’s series on PLM. Peter says, “Getting business models and the value propositions of PLM truly ‘in sync’ requires integration, not just ‘linking’ them. I find such linkages are rarely reliable. When integration is achieved at the enterprise level, the value propositions of PLM enhance and reinforce business models.”

Read the full article here: <https://www.engineering.com/story/can-plm-do-what-your-business-model-thinks-it-can>

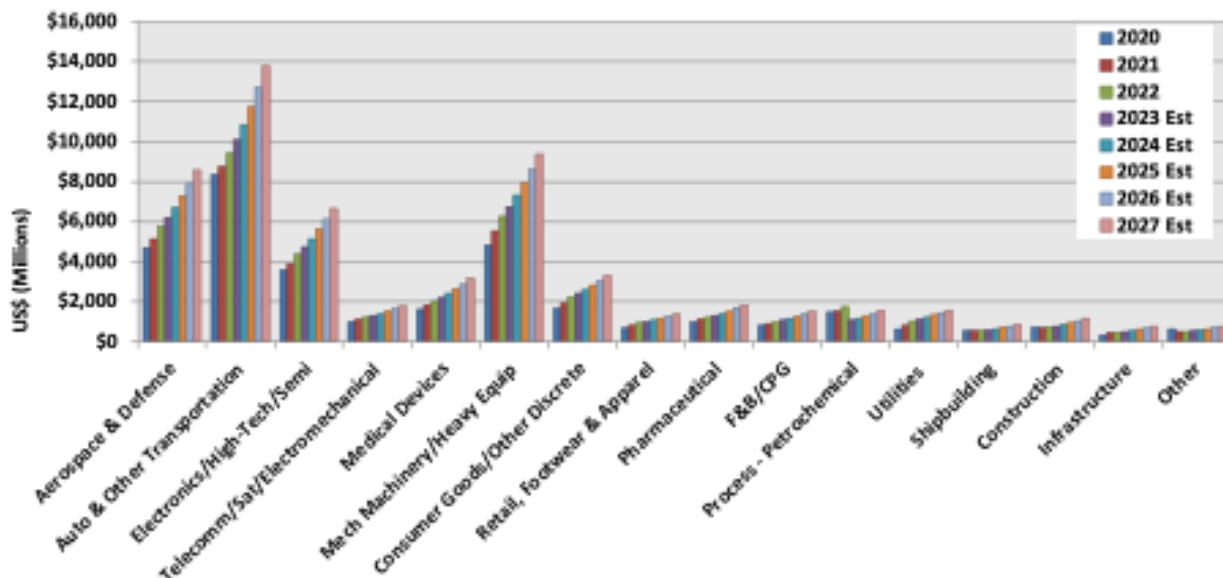
CIMdata Publishes PLM Industry Analysis Report

22 August 2023

CIMdata, Inc., the leading global PLM strategic management consulting and research firm, announces the release of the CIMdata PLM Industry Analysis Report, the fifth of five modules of the CIMdata 2023 Market Analysis Report (MAR) Series. The MAR Series provides detailed information and in-depth analysis of the worldwide PLM market during 2022. It contains analyses of major trends and issues; revenues of leading PLM solution providers; and revenue analyses for geographic regions, industry sectors, and historical and projected data on market growth.

“The PLM market grew to US\$66.6 billion overall in 2022, 10% growth over 2021, just under our forecast of 10.1%,” said Mr. Stan Przybylinski, CIMdata’s Vice President.

All industries saw growth in Mainstream PLM spending in 2022, as shown in the figure below. CIMdata forecasts continued growth in all industries during the five-year forecast period.



Distribution of PLM Revenue by Industry

PLM spending is greatest in automotive & other transportation, mechanical machinery and heavy equipment, and aerospace & defense. It is lower in the process industries and utilities. However, some good process-focused PLM solutions are available, and they are becoming more important with growing concerns about food safety, particularly in emerging economies. Growth in PLM for medical devices is driven by stringent compliance requirements that can vary by country, something that PLM strategies and enabling solutions can address. All industries are being affected by the trend toward smart, connected products, either directly or because of the effects of the Internet of Things (IoT) and the drive toward Industry 4.0. CIMdata believes there are good opportunities in all segments as corporate management continues to become more aware of the value of PLM and its positive impacts on a business's top and bottom lines.

"The leading PLM solution providers continue consolidating their portfolios after years of acquisitions," said Mr. Przybylinski. "M&A in the PLM Economy continued strongly in 2022. CIMdata tracked 185 acquisitions during the year. There were different results by industry, but CIMdata believes that the underlying trends, like Industry 4.0 and the move to smart, connected products have only gotten stronger and expects investment to continue in 2023 and beyond. Industrial companies are embracing digitalization strategies and using PLM to enable highly collaborative, distributed, flexible design and manufacturing environments to help better manage the entire product or plant lifecycle. This is critical to all industries and only becomes more complex as smart, connected products must act as parts of larger systems. Interest in cloud-based solutions grew substantially during 2022 with our industrial consulting clients."

The CIMdata PLM Market Analysis Report Series comprises five modules:

1. The *CIMdata 2023 Executive PLM Market Report* provides an overview of CIMdata's complete global analysis. It includes key charts on PLM market investment statistics through 2022, forecasts of investments for 2023 through 2027, and a summary of PLM solution providers' performance in 2022.
2. The *CIMdata 2023 PLM Industry Review and Trends Report* is mainly qualitative and focuses on key issues facing the global PLM Ecosystem of solution providers and end user organizations. It highlights changes that occurred in 2022, what affects those changes may have in the short and medium terms, and what is on the horizon in the years to come.
3. The *CIMdata 2023 PLM Market and Solution Provider Analysis Report* details measures of and forecasts for the overall PLM market and its key segments in 2022, including Tools, cPDM, and Digital Manufacturing. The Tools section has additional details on sub-segments, including MCAD, NC, S&A, EDA, and AEC. It also includes CIMdata's estimates of PLM solution provider revenues in these segments and sub-segments for 2023 through 2027.
4. The *CIMdata 2023 PLM Market Geographic Analysis Report* provides an additional view of the 2022 market results, by major geography. CIMdata's 2023 estimates and market

forecasts for PLM and the major PLM market segments are provided for the Americas, EMEA, and Asia-Pacific. In addition, the report includes estimates and forecasts for the cPDM segment within specific European and Asia-Pacific countries and regions.

5. The *CIMdata 2023 PLM Market Industry Analysis Report* provides an industry segmentation view of the 2022 market results. CIMdata's estimates and market forecasts for PLM and cPDM are provided for sixteen industry sectors: aerospace and defense; automotive and other transportation; electronics; telecommunications; medical devices; mechanical machinery and heavy equipment; consumer products; retail, footwear, and apparel; process/petrochemical; pharmaceuticals; food & beverage; utilities; construction; infrastructure; shipbuilding; and other.

The CIMdata PLM Market Analysis Report Series is available as a five-module set or each module can be purchased separately. Selected modules are also available as part of the CIMdata Community Memberships. Further details and pricing information about the report and Community Memberships are available at www.cimdata.com.

HCLTech's xLMCloud: Accelerating Digital Transformation- a CIMdata Commentary

22 August 2023

Key Takeaways

- As Independent Software Vendor's (ISV's) continue their march to SaaS platforms, industrial company adoption of the cloud continues to grow.
- Cloud first strategies are becoming common, but companies still struggle to integrate and support the heterogenous mix of applications required for their product R&D.
- Managing applications, integrations, and licensing is complex, technically and legally beyond the scope that any single ISV or platform provider can support but easily falls within the scope of top tier systems integrators.
- HCLTech's xLMCloud builds on the success of the earlier solution provider-agnostic 1PLMCloud offering by expanding the range of applications, types of business models, and solution accelerators supported.

Introduction

CIMdata was impressed with the vision and strategy behind HCLTech's [1PLMCloud\[1\]](#) when we reviewed it in November 2020. HCLTech recently gave us an update on their progress over the past two years.[\[2\]](#) As a quick review, 1PLMCloud provided one-stop shop for a mix-and-match matrix of CAD and PLM applications hosted in the cloud. It supported a very flexible license structure ranging from customer-owned licenses with HCLTech-managed services to HCLTech providing a complete managed environment.

Cloud Benefits

As PLM-enabling software evolves and becomes more complex, companies are turning to cloud-based solutions to address their needs. By leveraging the benefits of cloud computing

and Software-as-a-Service (SaaS), organizations are finding that they can more easily and effectively manage their product lifecycle processes.

One of the primary benefits of using cloud-based PLM software is the ability to rapidly deploy the solution. Unlike traditional on-premises solutions, cloud-based PLM-enabling software can be up and running in a matter of hours or days rather than weeks or months. This allows companies to quickly realize the benefits of the solution without the need for significant upfront investment in IT resources.

Another key advantage of a cloud-based PLM solution is the ability to consolidate data in a single, secure location. By centralizing data in the cloud, organizations can ensure better data security while making it easier to access and search. Furthermore, the potential for using artificial intelligence and machine learning (AI/ML) to analyze the data can enable more advanced analytics and insights.

A benefit of moving to the cloud from an on-premises data center is accessibility. With employees working from home or different locations, having access to a cloud-based PLM solution ensures everyone can access the same data and collaborate effectively. This helps reduce travel costs and other expenses associated with on-site work. Finally, cloud-based PLM software can enable remote work, which has become increasingly important in the wake of the COVID-19 pandemic.

Moving to the cloud from an on-premises data center enhances scalability. Hyperscalers, such as Amazon and Microsoft, have essentially infinite technology resources available. Capital planning and hardware acquisition timelines are no longer issues since hyperscaler services are treated as an operating expense. Computing resources, including virtual machines, storage, global redundancy, and telemetry are available on demand. Total cost of ownership often falls, as companies eliminate the overhead of on-premises data centers, and value increases because companies can focus on business issues rather than maintaining infrastructure.

Another benefit of using cloud-based PLM software is the predictable cost structure. Instead of incurring large upfront costs, organizations can pay for the system on a subscription basis, with costs typically based on the number of users or the amount of data stored. This can help companies better manage their budgets and reduce the risk of cost overruns.

As stated above, cloud-based PLM software offers a number of benefits over traditional on-premises solutions. From rapid deployment, and better data and application access to scalability and cost savings, organizations can find value in leveraging cloud computing and SaaS for their PLM needs.

Cloud migration complexity for PLM

Migrating Product Lifecycle Management (PLM) to the cloud can be a complex and challenging process due to the range of applications involved. The PLM ecosystem includes a variety of applications, such as MCAD, ECAD, software development, EBOM/MBOM/SBOM management, analysis and simulation, office productivity suites, project management, product planning, manufacturing planning, CAM, service planning, and others. Each application has unique

requirements and must integrate seamlessly with others to form a comprehensive PLM solution.

Even if a core platform is deployed, there are always legacy and best-of-breed cloud/SaaS and on-premises solutions to manage. This adds another layer of complexity to the PLM migration process. Managing the integration of these applications is critical to achieving the desired business outcomes of the PLM solution.

CIMdata has never seen an Independent Software Vendor (ISV) able to offer the full breadth of applications needed to fully define a product. Fortunately, systems integrators have the skills and experience to address this issue. They play a crucial role in ensuring the PLM system is implemented successfully and delivers the expected benefits.

Systems integrators have been transforming themselves as on-premises work has changed from physical deployment and support of solutions in the data center and desktops to virtual, which was accelerated by the pandemic. They have developed new skills and capabilities to address the challenges of migrating PLM to the cloud. They can help identify the right mix of Cloud/SaaS and on-premises solutions, manage enterprise application integrations, and ensure that the PLM system is scalable, flexible, and secure.

In conclusion, migrating PLM to the cloud is complex and requires a comprehensive approach to address the integration of a broad range of applications. While ISVs may not be able to manage the entire PLM ecosystem, systems integrators can help organizations achieve their PLM goals. With their skills and experience, systems integrators can play a critical role in ensuring a successful migration to the cloud and help organizations realize the full benefits of PLM.

HCLTech's xLMCloud Offering

HCLTech's xLMCloud is a comprehensive cloud-based offering that includes a range of services, technologies, and solutions designed to help industrial companies migrate their PLM environments to the cloud. The xLMCloud offering includes cloud consulting, transformation, and operation services to assist companies with their cloud journey.

In terms of technologies, xLMCloud supports graphics intensive MCAD and ECAD as well as collaborative applications such as requirements management, ALM, PDM, and SLM from the top solution providers in a mix and match matrix enabling customers to create a heterogeneous, best of breed environment. xLMCloud also includes various solutions and accelerators, such as test automation and DevOps, which are crucial to keeping industrial solutions current with business processes.

One of the essential components of xLMCloud is its Cloud Bridge suite, it accelerates the transition of custom legacy applications from on-premises solutions to cloud-ready or cloud-native platforms with analysis, solution architecture, and low-code application development capabilities. Cloud Bridge makes it possible for companies to leverage their existing investments in on-premises applications while taking advantage of the benefits of the cloud.

In terms of business models, xLMCloud offers flexibility that lets customers choose options that best meet their needs. Customers can choose from a catalog of PLM services that includes cloud infrastructure services, PLM licenses, and cloud subscriptions. This allows companies to choose the option that best suits their needs.

Overall, xLMCloud is a broad and deep technology and service offering that is technically, financially, and operationally flexible. It has been proven effective in helping industrial companies migrate their PLM systems to the cloud. As an SI, HCLTech captures best practices from their engagements and builds them into deployment templates, enabling companies to benefit from HCLTech's experience and expertise.

Customer Successes

HCLTech's xLMCloud and its predecessor 1PLMCloud have proven track records of success in supporting heterogeneous solutions across various industries and support areas. HCLTech has a long history of providing application management services to improve performance and lower total cost of ownership for their customers. They have been able to take over responsibility for harmonizing and rationalizing software and business processes for their customers, resulting in significant benefits.

HCLTech supports major platform providers such as Aras, Dassault Systèmes, PTC, Siemens, Infor, and Ansys, while leveraging major hyperscaler platforms like AWS, Azure, and Google Cloud. This has allowed them to provide a comprehensive and flexible solution to customers looking to migrate to the cloud.

HCLTech has described to CIMdata some of their successes with xLMCloud and its predecessor 1PLMCloud. They have supported a wide range of industries, including auto and aero OEMs and suppliers, high-tech companies, and food and beverage companies. They have also provided support for a variety of areas, from CAD and PDM to simulation and end-to-end support.

Overall, HCLTech's xLMCloud has proven to be a successful solution for customers looking to migrate to the cloud while maintaining support for a wide range of applications and industries. HCLTech's expertise in application management and its partnerships with major platform providers and hyperscalers have allowed them to provide a comprehensive and flexible solution to their customers.

Conclusion

In conclusion, the trend toward SaaS platforms continues to grow as more industrial companies adopt the cloud. However, these companies often face challenges in managing the complex mix of applications required to develop and manufacture their products. This includes managing integrations, licensing, and various technical complexities, which fall beyond the scope of any single ISV or platform provider.

Fortunately, top-tier systems integrators possess the skills and experience to address these challenges. HCLTech's xLMCloud is a solution that builds on the success of their previous offering, 1PLMCloud, by expanding the range of applications, business models, and solution

accelerators supported. This allows companies to effectively manage their PLM needs in a cloud environment while leveraging the expertise of experienced systems integrators.

Therefore, as companies continue to implement their cloud-first strategies, it's important to consider the challenges of managing a heterogenous mix of applications and the need for support from experienced systems integrators like HCLTech.

[1] <https://www.cimdata.com/en/resources/complimentary-reports-research/commentaries/item/14539-hcl-s-1plmcloud-transforming-plm-for-the-next-normal-commentary>

[2] Research for this commentary was partially supported by HCLTech.

Siemens NX: Enhancing Sustainability - a CIMdata Commentary

23 August 2023

Allowing humans and nature to exist in productive harmony

Key Takeaways

- Siemens Digital Industries Software has recognized the growing emphasis on sustainability across their broad client base and has heightened their attention on providing NX users with productive tools in support of sustainability.
- NX Sustainability Impact Analysis brings valuable environmental impact assessments to the early stages of the design process.
- NX Performance Predictor enables users to simulate parts they are designing in real-time, while exploring different design and material choices.
- NX Molded Part Designer provides users the ability to create, manage, and validate their molded part design features in the context of their 3D design data.

With growing societal pressure and regulation, businesses focused on product innovation are prioritizing sustainability in their C-level business goals. According to the United States Environmental Protection Agency (EPA), "Sustainability is based on a simple principle: Everything that we need for our survival and well-being depends, either directly or indirectly, on our natural environment. To pursue sustainability is to create and maintain the conditions under which humans and nature can exist in productive harmony to support present and future generations." [1] At the start of a product's lifecycle, businesses face heightened interest in the materials used to manufacture a product, including source (country/region) of the material's origin. As well, considering the end of the product's lifecycle, they turn their attention to how a product is disposed of when it reaches its end-of-life, encouraging material recycling and reuse. In addition, throughout the product's lifecycle, the businesses must consider the environmental impacts that surround the design and manufacture of the product.

Siemens Digital Industries Software (Siemens) has noted this sustainability emphasis across their broad client base and has heightened their attention on providing NX users with productive tools in support of sustainability.^[2]

Among the numerous enhancements to NX for users to manage sustainability, three major capabilities stand out:

- NX Sustainability Impact Analysis provides environmental impact reporting at the heart of the product lifecycle.
- NX Performance Predictor empowers product designers to make the best decisions as they relate to the structural performance of their parts and components early in the design process.
- NX Molded Part Designer provides users the ability to create, manage, and validate their molded part design features in the context of their 3D design data—all fully integrated within their native NX work environment.

NX Sustainability Impact Analysis

NX Sustainability Impact Analysis delivers environmental impact reporting at the heart of the product lifecycle. It provides the ability to see the environmental impact of varied material choices. The capability equips designers with rapid sustainability metrics using EN15804 standards; being a CAD solution with artificial intelligence to discern and suggest sustainable material alternatives; offering complete sustainability reporting for digital and physical products.

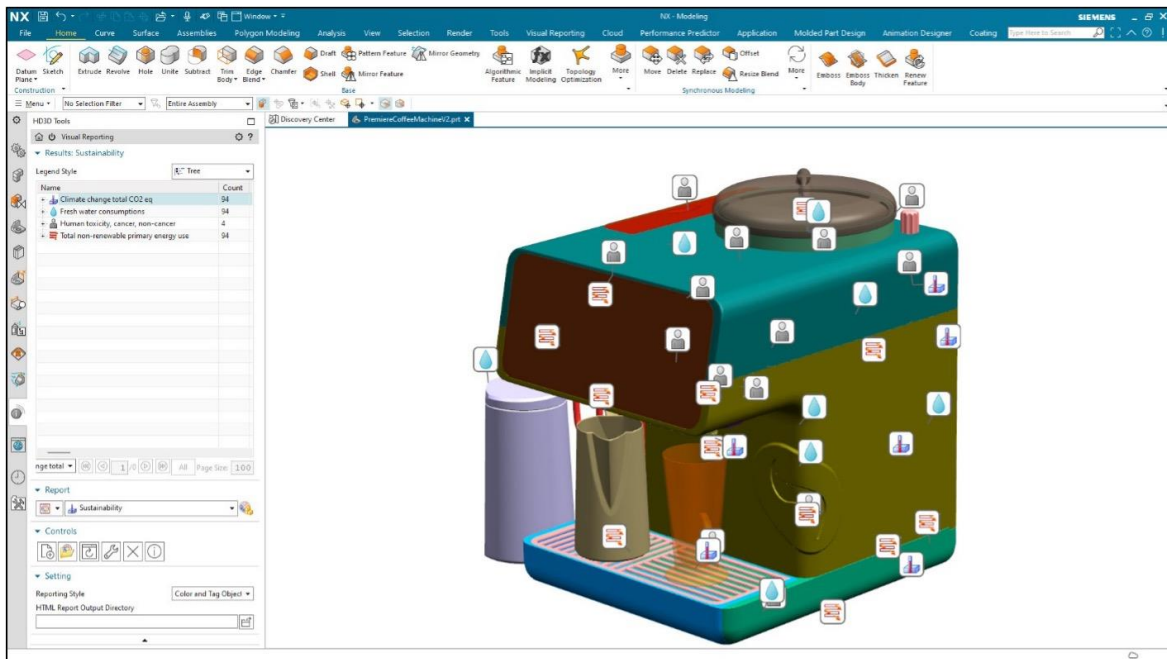


Figure 1—NX Sustainability Impact Analysis
 (Courtesy of Siemens)

NX Performance Predictor

Product developers are under extreme pressure to innovate, all while product complexity increases and design time continues to shrink. Often, they face the need to do light-weighting to yield energy efficiency during product use. The need for early phase design guidance becomes clear. NX Performance Predictor enables users to simulate parts they are designing in real-time, while exploring different design and material choices. The capability facilitates designers to make important product decisions, exploring more concepts without the need for prototypes and physical testing. CIMdata concurs with Siemens’ advice that this capability doesn’t eliminate the need for final simulation but increases efficiency by narrowing options down to the most viable design choices.

NX Performance Predictor provides this design capability through simulation resources embedded within their native NX working environment.

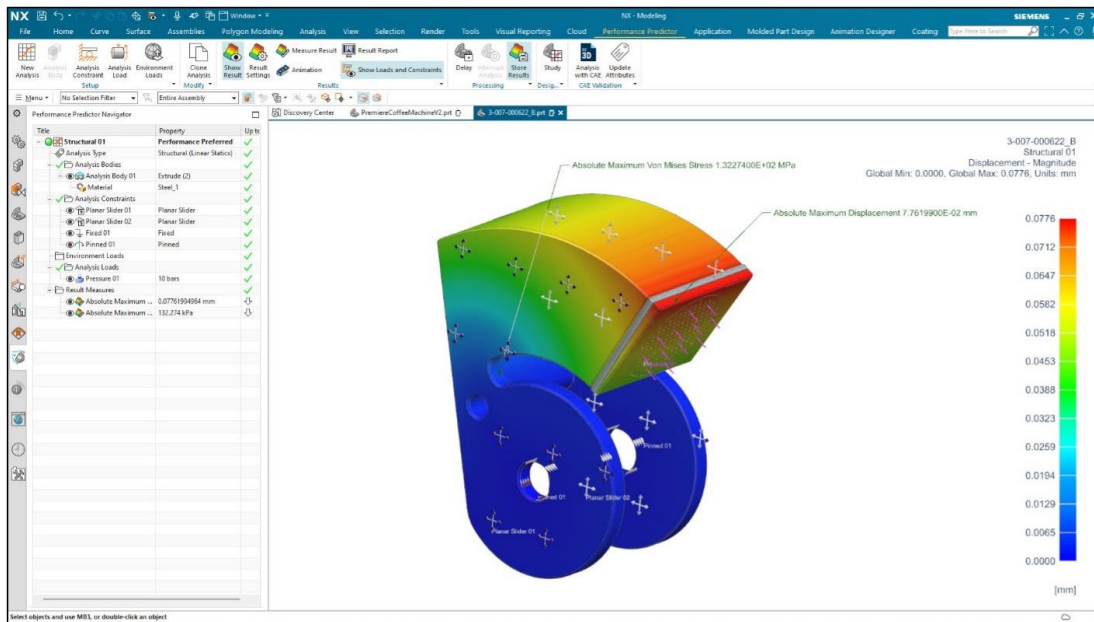


Figure 2—NX Performance Predictor
 (Courtesy of Siemens)

NX Molded Part Designer

Because time-to-market is a pressing concern, manufacturers look for ways to reduce the number of design iterations they perform as well as physical prototypes they create as they finalize their product design. NX Molded Part Designer provides users the ability to create, manage, and validate their molded part design features in the context of their 3D design data. The process is fully integrated within the native NX work environment. The tool is flexible to allow features created using Feature Templates and those imported from a 3rd-party tool.

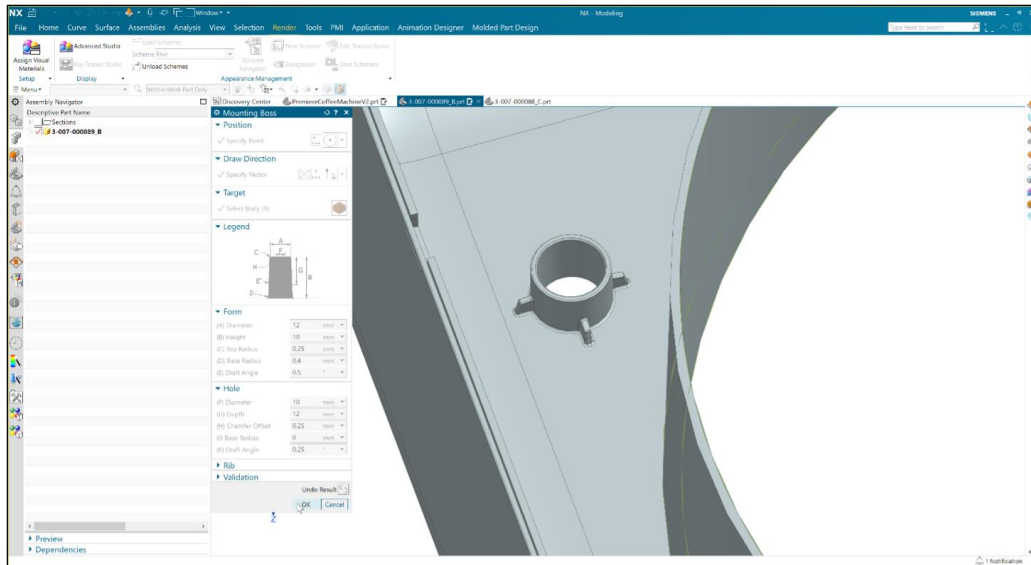


Figure 3—NX Molded Part Designer
 (Courtesy of Siemens)

NX Molded Part Designer provides users with real-time feedback on moldability, while adhering to corporate and organizational overall best practices. Results are presented to the user through visual dashboards. The user can quickly determine design feasibility and design options in the context of multiple scenarios, such as moldability, structural analysis, and more.

Conclusion

Product sustainability has become a C-level concern. Siemens has recognized this interest and has responded with numerous enhancements to their NX design solution including three notable capabilities to assist designers to achieve sustainability goals earlier. NX Sustainability Impact Analysis brings environmental impact assessments to the early stages of the design process. NX Performance Predictor enables users to simulate parts they are designing in real-time, while exploring different design and material choices without waiting on physical prototypes and lab testing. NX Molded Part Designer provides users the ability to create, manage, and validate their molded part design features in the context of their 3D design data.

CIMdata recognizes these enhancements to NX will help improve a client’s efforts to add sustainability improvements to their product designs. CIMdata commends Siemens for their focus on environmental sustainability.

[1] <https://www.epa.gov/sustainability/learn-about-sustainability>

[2] Research for this commentary was partially supported by Siemens Digital Industries Software.

Acquisitions

BIMcollab accelerates growth by acquisition of BIMlink

23 August 2023

BIMcollab, developed by KUBUS BV, announces the acquisition of BIMlink, a well-known Dutch developer of a BIM centered Common Data Environment for the construction industry. BIMlink's solutions are used by large building owners in the Netherlands, including three leading universities, several hospitals, the National Police, Booking.com and many more.

The acquisition of BIMlink strengthens KUBUS' portfolio significantly. The combination of KUBUS' BIM execution platform BIMcollab (including IDS, model validation and Issue management) with BIMlink's CDE provides a unique and powerful integrated platform that drives model-based collaboration for the entire lifecycle of a building, from design and construction to maintenance and facility management.

Roy van der Velden, CEO of BIMlink: *"We are very pleased with this acquisition which will further strengthen our position in the market, both nationally and internationally. BIMlink and BIMcollab are a perfect fit, and KUBUS' international experience is essential to realizing our growth ambition"*. Roy Van der Velden is appointed as Director of Digital Twin Solutions at KUBUS.

KUBUS provides BIM solutions for the design and construction sectors. They serve the international top tier of construction, architectural and engineering firms with their BIMcollab platform that stimulates model-based workflows. From capturing BIM requirements to integrated model checking and issue management linked to the most popular BIM software.

Erik Pijnenburg, CEO of KUBUS BV: *"What we like about BIMlink is that BIM is at the center of their newly developed system, allowing for modern BIM object-based document management. When integrated with BIMcollab, the platform will offer great opportunities for our mutual clients, enabling model-based collaboration in ways that cannot be matched by traditional alternatives."*

BIMlink is currently only available in the Benelux but will become internationally available later this year as part of the BIMcollab ecosystem.

DELTEK COMPLETES ITS ACQUISITION OF REPLICON

22 August 2023

Deltek, the leading global provider of software and solutions for project-based businesses, announced that it has completed its acquisition of Replicon – a global provider of unified time tracking solutions that bring together Project Delivery, Finance and HR on a single platform, purpose-built for project and service-centric organizations. Replicon, now a part of the Deltek solution portfolio, complements Deltek's enterprise software and information solutions that help organizations power project success.

Replicon offers a differentiated, project-centric suite of Time Management, HR Attendance and PSA offerings, without requiring a finance system transition. This acquisition supports Deltek's product and customer expansion into additional project-based industries and accelerates Deltek's market position within global IT Services and Consulting, as well as other Professional Service organizations in the enterprise and mid-market.

"We are very excited to complete this acquisition – one of the largest in Deltek's history – and welcome Replicon into the Deltek family. Just like Deltek, the Replicon team is dedicated to project-based businesses with a specific focus on customers, collaboration and innovation. With the combination of our two companies, we now have new and expanded capabilities to offer project and service-centric organizations globally. We look forward to the many new opportunities this acquisition brings to Deltek Project Nation, including those with Replicon customers and partners," said Deltek's President and CEO, Mike Corkery.

"Replicon has an unprecedented technology stack with an impressive user experience, and we are excited to work on how we go to market together," said Warren Linscott, Chief Product Officer. "As the industries we serve evolve, we continue to look for new ways to cater to our customers and a broader range of project-based businesses. With Replicon, Deltek will further its leadership in global IT Services and Consulting, and other Professional Service organizations in the enterprise and mid-market."

Replicon solutions are a fit for organizations that require more sophisticated time and resource management and do not currently have a Deltek ERP solution or do not want to switch their ERP system. Deltek will continue to enhance its native time applications within its ERP solutions, which will not be replaced by Replicon.

"Deltek is the perfect home for Replicon. We know that with Deltek we will continue to hold up our commitment to meet and exceed Replicon customers' needs and continue delivering innovative solutions. We are just at the beginning of a very exciting journey together," commented Raj Narayanaswamy and Lakshmi Raj, Co-founders & Co-CEOs of Replicon.

The agreement with Replicon was announced on May 25, 2023.

OpenText Buys KineMatik

23 August 2023

OpenText™ announced the addition of automated Business Process and Project Management Solutions to the OpenText Content business through the acquisition of KineMatik.

Based in Cork, Ireland, KineMatik provides workflow automation, Document Change Control, Project Management and Electronic Lab Notebook (ELN) solutions built on OpenText's Content Server.

KineMatik works with leading organizations -- in life science, technology, finance, energy and other industries -- to create success in their digital and content services transformation by developing innovative and tailored automation solutions.

"Let me welcome KineMatik customers and employees to OpenText, and we look forward to bringing the KineMatik solution to our entire install base of content management customers," said OpenText CEO & CTO Mark J. Barrenechea. "KineMatik helps enterprise customers in regulated industries meet the highest standards in business process and project management, a key component in Information Management."

The KineMatik purchase is not material to OpenText financial results.

Company News

ABB invests in edge-to-cloud platform innovator Pratexo

22 August 2023

ABB is investing in a strategic partnership with Pratexo, an edge-to-cloud acceleration platform company. The partnership involves a minority investment in Pratexo through ABB's venture capital unit, ABB Technology Ventures (ATV). Financial details of the investment were not disclosed.

Pratexo's technology platform supports IoT and artificial intelligence initiatives which demand compute power at the edge. The company's technology enables the rapid set up of systems that can process huge amounts of data generated by IoT sensors and run advanced analytics in real time close to the location of the device, rather than in the cloud.

ABB's Electrification Service will leverage Pratexo's industry-leading, no-code development platform, Pratexo Studio, to accelerate and revolutionize how edge-to-cloud digital solutions are designed for customers, allowing them to make better decisions for future operations.

The collaboration with Pratexo will help ABB's customers deploy edge-based networks and solution architectures that provide real time insights, with the added benefits of reduced cloud data transfer volumes, improved data privacy and security, and the ability to run even when not connected to the internet.

One example is customized, decentralized software solutions that allow distribution grid operators to manage, monitor and assess electrical systems in real time, identify what could potentially be causing machine faults, and optimize at the most local level to adjust to rapidly changing circumstances such as identifying and responding to changes in power availability and consumption.

"We are in a unique position to support customers in their digital transformation regardless of what stage they are at. Investing in and partnering with innovative startups like Pratexo advances our technological services capabilities to provide enhanced industry 4.0 business outcomes to our customers," said Stuart Thompson, President of ABB's Electrification Service Division. "With the open technology stack from Pratexo, we can deploy and scale the transition seamlessly, securely and in a bespoke manner."

"The last 20 years of IT have been mostly about centralizing computing into the cloud. The next 10 will be about balancing that with a hybrid edge-to-cloud approach – doing the right compute

at the right place and at the right level. Our close collaboration with ABB will further enable and accelerate that transition,” explains Blaine Mathieu, CEO of Pratexo.

Pratexo, a member of the ABB SynerLeap innovation growth hub, was one of three winners of ABB Electrification’s 2022 Startup Challenge, a global competition for innovators to develop pioneering concepts that support the world’s safe, smart and sustainable shift towards electrification.

“With the increased focus on IT security and privacy, companies are moving away from centralized cloud to edge and micro cloud based IoT solutions to retain resilience, flexibility and scalability,” said Mads Moeller, Head of ABB Technology Ventures for Electrification. “This partnership will fast-track the development of software technology for ABB’s customers to perform real-time, causal analysis for electrical faults, allowing for improved operations.”

The partnership is ABB’s sixth venture capital investment of 2023 and helps expand the company’s ecosystem of innovation partners developing solutions that support decarbonization. Since its formation in 2009, ABB’s venture capital unit ATV has invested around \$300 million into startups that are aligned with its electrification, robotics, automation and motion portfolio.

Contruent Appoints Industry Veteran Andy Verone As Chief Strategy Officer

21 August 2023

Contruent, the SaaS company that develops industry-leading capital project management software solutions, which enable Owners and EPCs to build mega-construction projects with greater precision and speed, announced the appointment of Andy Verone as Chief Strategy Officer.

With over 35 years of experience, Verone has an outstanding track record of developing and executing innovative strategies, transforming businesses, and fostering cross-functional collaboration. Most recently, Verone served as Global Vice President at Oracle, leading a global team across Construction and Engineering, where his role encompassed a wide range of responsibilities, including overseeing M&A activities, shaping product strategies, and heading the Customer Value Program. Verone also led Oracle’s acquisitions of several key construction solutions and co-founded Oracle’s Vertical Industry Labs, sites acting as testbeds for emerging technologies ranging from drones to building automation.

“I am delighted to join Contruent at such a pivotal time in the industry,” said Verone. “Megaprojects across the globe are becoming increasingly complex, requiring advanced solutions and experts committed to delivering the best outcomes. Contruent has been a leader in the capital project management industry for decades, and I am thrilled to join an organization with deep history and a shared commitment to empowering customers with technology.”

Prior to his leadership at Oracle, Verone served as Executive Vice President and Chief Information Officer at Broadspectrum and Michael Baker International, implementing large-

scale programs and delivery systems and leading technological growth for large-scale clients across industries.

The addition of Verone completes an exceptional lineup of new, accomplished leadership hires at Contruent. Over the past year and a half, the company has strategically recruited top-tier executives from Google, Oracle, and Autodesk to bolster its team, including Meghan Russell as Chief Marketing Officer, Rich Humphrey as Chief Product Officer, and Kurt Kauper as Chief Revenue Officer. Under their leadership, the company achieved a record performance in 2022, with sales growing 55 percent year over year.

“Andy’s addition to our team is a testament to the exciting growth and innovation happening at Contruent,” said Ryan Kubacki, Contruent CEO. “Andy is an accomplished industry changemaker who has dedicated his career to advancing technology and curating a first-class experience for customers. I am confident that Andy will accelerate our efforts to transform how we build and create to make projects across the globe more efficient and more connected than ever.”

Cyncly announces appointment of Ashley Heydet as Senior Vice President Sales of North America

24 August 2023

Cyncly, the leading global provider of software and content solutions that help make spaces amazing, announced the appointment of Ashley Heydet as its new Senior Vice President - Sales North America. In her capacity as SVP, Ashley will play a strategic role in driving Cyncly’s growth.

“We are excited to have Ashley on board as the newest member of Cyncly’s sales team,” said Matthew Blosl, Chief Revenue Officer. “Ashley is a proven leader who brings an impressive track record in sales leadership across diverse industries and high-growth organizations of varying sizes. She will be instrumental in shaping our growth strategy and fulfilling our commitment to partnering with our clients in North America.”

Ashley has extensive experience building and leading successful teams, pioneering new markets, and scaling organizations. A vital part of her role will encompass the expansion of Cyncly’s North American client portfolio, with a particular emphasis on the Enterprise segment. As a strategic technology partner, Cyncly empowers its customers to transform how they do business, and unlock enhanced value, thus delivering better outcomes.

“I am thrilled to be joining Cyncly to extend its leadership in the spaces-for-living industry,” said Ashley Heydet. “I look forward to contributing to the company’s growth strategy across North America, keeping customer success at the core of our approach.”

HCLTech Collaborates With AWS To Accelerate GenAI Adoption

23 August 2023

HCLTech, a leading global technology company, announced a collaboration with Amazon Web Services (AWS) to accelerate the adoption of generative artificial intelligence (GenAI) at the company and by enterprises globally.

The collaboration aims to empower enterprises to harness the power of AWS's advanced GenAI portfolio that includes Amazon CodeWhisperer, Amazon Bedrock, Amazon Titan, AWS Trainium and AWS Inferentia.

As part of the collaboration, HCLTech intends to use Amazon CodeWhisperer with over 50,000 HCLTech engineers, cloud practitioners and developers to build secure applications and leverage AI responsibly, internally and for clients.

HCLTech will also integrate its Advantage Cloud platform for automated mass application migration to cloud with Amazon CodeWhisperer, enabling automated rehosting, refactoring and re-platforming treatments with a centralized dashboard to monitor and plan migrations.

"GenAI is a powerful technology that has the potential to revolutionize industries," said Prabhakar Appana, Senior Vice President and Head of AWS Ecosystem Business Unit, HCLTech. "By collaborating with AWS, we bring to our clients the latest GenAI capabilities to accelerate innovation and establish a robust global AI economy."

The AWS-HCLTech collaboration demonstrates a shared commitment to exploring industry solutions leveraging AI advancements. For instance, HCLTech developed Ziva on AWS, an AI bot for the financial services industry. HCLTech has also been recognized as an ML-powered Amazon Connect launch partner, further underscoring the strength of this strategic partnership.

"The rapid adoption of CodeWhisperer is indicative of the value it provides to the developer community by helping them build software faster, more responsibly and more securely," said Deepak Singh, Vice President of Next Gen Developer Experience, AWS. "GenAI has emerged as a transformative technology that will reimagine how applications are built, and with this collaboration, we look forward to helping 50,000 HCLTech engineers, cloud practitioners and developers leverage the power of AWS GenAI technologies to build and innovate faster and responsibly."

HCLTech offers a unique set of end-to-end AI capabilities from chip development to business process optimization. Leveraging strategic partnerships with AWS and many others, HCLTech is paving the way for the adoption of GenAI across industries.

HCLTech Launches Advanced Cybersecurity Center In Mexico

23 August 2023

HCLTech, a leading global technology company, announced the launch of an advanced cybersecurity center in Guadalajara, Mexico, to serve the evolving security requirements of global enterprises in a connected world.

HCLTech's new center in Mexico joins its global network of Cybersecurity Fusion Centers in Frisco (Texas, U.S.), Gothenburg (Sweden), Melbourne (Australia) and Noida, Bengaluru and Chennai (India). This network of centers monitor, analyze and respond to emerging cyber threats.

"Cybersecurity has become a top priority for enterprises. Our new center in Guadalajara, Mexico, is a significant leap in our capabilities to help clients respond to the growing number of

cyber threats in a digital-first world,” said Pablo Gallegos, Vice President and Country Head, Mexico, HCLTech. “Through our next-generation cyber solutions, backed by end-to-end AI capabilities, we empower our clients with unparalleled cyber resiliency and protection.”

By leveraging HCLTech’s Universal Managed Detection and Response (UMDR) offering, frameworks and a team of highly skilled security experts, the new cybersecurity center in Mexico will ensure swift detection and mitigation of potential risks and fortify the security posture of HCLTech's local and global clientele, enhancing their digital trust.

"The new facility enhances our ability to deliver world-class security services to our clients. This expansion also allows us to provide localized support while leveraging the collective knowledge and capabilities of our broader global security network. We are confident that with this new center, we will help our clients stay ahead of emerging threats and reinforce their cybersecurity posture," said Amit Jain, Executive Vice President & Global Business Head, Cybersecurity, HCLTech.

HCLTech’s Dynamic Cybersecurity model helps global enterprises protect their digital assets and sensitive information.

HCLTech started its operations in Mexico in 2008. The company is now a certified top employer in the region with a presence in Guadalajara, Mexico City and Monterrey, serving regional and global customers through multi-year engagements.

IFS Selects Tech Mahindra as Sole Distributor in India

24 August 2023

IFS, the global cloud enterprise software company, announced that Tech Mahindra, a leading provider of digital transformation, consulting, and business re-engineering services and solutions, is now the exclusive distributor of IFS solutions in India, including the IFS Cloud platform which delivers intelligence and automation across Field Service Management, ERP and EAM.

As the exclusive distributor for IFS, Tech Mahindra will leverage its extensive expertise and market presence in India to introduce and distribute IFS’s cloud technology across asset and service-centric industries. IFS’s customers and partner ecosystem seeking reliable and efficient cloud solutions that drive growth and deliver business value will benefit from IFS and Tech Mahindra's strong commitment to customer satisfaction.

Jinender Jain, Head of Sales, UK&I, Tech Mahindra said, “The Tech Mahindra and IFS partnership has had a significant transformation over the past 17 years. From being a services partner initially to co-creation of IP, R&D, and Global Support Services for industry-specific solutions for our mutual clientele across UK, Sweden, and now in India. This strategic alliance underscores our dedication to addressing the growing market demand for IFS solutions, while delivering faster return on investment (ROI) with Tech Mahindra’s digital transformation experience. Tech Mahindra's expertise and the proven excellence of IFS’s cloud solutions will start a new era of growth and success for businesses in India and globally.”

IFS Cloud delivers a broad set of ERP, Service Management and Enterprise Asset Management capabilities. Organizations can choose the functionality they need from across the solution areas. Built on a powerful, flexible common platform, IFS Cloud combines deep industry and functional strength with intelligent autonomous capabilities, including AI and IoT technology embedded natively, differentiating IFS from competitors.

Vincent Carvalho, Regional President, APJ, ME&A, IFS said, "We are delighted to have our existing Global Platinum Partner, Tech Mahindra as the exclusive distributor for IFS in India. With strong delivery capacity in IFS's key industries as well as being a leading Global Systems Integrator, we are confident that Tech Mahindra will continue to deliver IFS innovative solutions to our clients and support their growth aspirations."

Infosys Onboards Tennis Icon Rafael Nadal as Ambassador for the Brand and Infosys' Digital Innovation

24 August 2023

Infosys, a global leader in next-generation digital services and consulting, announced a three-year partnership with global tennis star Rafael Nadal. Globally acknowledged as one of the legends in sports, he also has had the ability to change with the changing rigors of tennis over the years. Nadal is a perfect embodiment of what it takes individuals or business leaders to evolve and continually navigate their next.

As the digital innovation partner for the ATP Tour, Roland-Garros, Australian Open, and The International Tennis Hall of Fame, brand Infosys has helped reimagine the tennis ecosystem for a billion fans globally leveraging AI, cloud, data analytics and digital experiences. Infosys has pioneered video and stats analysis platforms for players and coaches to revolutionize training, bolstered match analysis with AI-assisted journalism platforms for broadcasters to post engaging content and introduced new ways for fans to engage with the game. Other innovations, from Infosys, for the tennis ecosystem include explorations in the digital universe including mixed reality, social VR and 3D art museums to expand the history, and heritage of tennis to fans globally. Most recently, Infosys launched the Carbon Tracker, allowing ATP players to track and offset emissions from their travel on tour. It is a first of its kind sustainable tech in any sport.

In addition, Infosys' partnerships with tennis have also extended to serve communities around the world, a good example being STEM (science, technology, engineering, and mathematics) education, made engaging through the lens of tennis, to enable young children to develop a deeper appreciation for STEM studies together with Tennis Australia.

Rafael Nadal, said, "I'm very happy to work closely with Infosys, as they work to not only evolve the experience of tennis to the times, but also empower people in our communities to be part of a brighter future. I love the way Infosys has brought its digital expertise across industries to the global tennis ecosystem. It has transformed the tennis experience for a billion global fans and truly empowered all players on the tour with analytics that they could have only dreamt of a few years ago. Also, the impact that Infosys is making beyond the court – creating the next

opportunity for people, businesses, and communities – deeply inspires me. I believe it’s our shared aspiration to create societal good that makes our handshake truly meaningful.”

Tune in to Infosys brand ambassador Rafael Nadal talk about how Infosys has helped transform tennis.

To mark this - Nadal’s first-ever collaboration with a digital services company - Infosys and Nadal’s coaching team are developing an AI-powered match analysis tool. This personalized tool will be available in real time to Nadal’s coaching team to simultaneously track insights from his live matches, when he is back on tour, along with historical data from his earlier matches.

Salil Parekh, Chief Executive Officer & Managing Director, Infosys, said, “It is an honor to welcome Rafa – one of the world’s most respected champion athletes and humanitarians – as an ambassador for Infosys. He is someone who personifies the spirit of always evolving, never giving up, utmost dedication and determination to give the very best in every situation. We are inspired by his approach, and it reflects our own aspirations to continuously evolve and always remain relevant for our clients.”

New Medical 3D Printing Facility Brings Personalized Care Closer to US Patients

23 August 2023

Materialise, a 3D printing pioneer and leader in personalized medical solutions, accelerates the delivery of patient-specific medical implants to patients in the United States with the opening of a new 3D printing facility. Surgeons increasingly embrace 3D printing solutions as they recognize the added value it brings to personalized patient care, including more predictable and accurate surgical outcomes and time savings during surgery.

At the new facility in Plymouth, Michigan, Materialise specializes in the 3D printing of personalized titanium cranio-maxillofacial (CMF) implants. CMF implants are used for facial reconstructive surgery. Until now, Materialise manufactured titanium CMF implants solely at its 3D printing facility in Belgium. With a dedicated metal 3D printing facility in the US, the company can respond to surgeons’ needs with greater reliability while significantly reducing the delivery time of fully personalized implants to hospitals across the United States. This expansion of capabilities complements Materialise’s existing production of 3D-printed surgical guides and anatomical models in the United States.

“With the opening of our new metal 3D printing center in the US, we bring personalized care closer to US patients,” said Brigitte de Vet, Vice President Medical at Materialise. “The power of 3D printing, paired with our three decades of experience in 3D planning and medical manufacturing, allows us to accelerate the delivery of personalized medical implants. We take pride in leading the charge to revolutionize patient-specific care, and with our dedicated facility in Michigan, we further enhance personalized care in the United States.”

The advent of technologies such as 3D printing and advanced visualization techniques has transformed personalized patient care. Patient-specific 3D printed medical solutions include anatomical models for diagnostic purposes and surgical guides and implants to enhance accuracy and efficiency. These solutions are designed to bolster surgeons’ comfort before and

during surgery, leading to more predictable and accurate surgical outcomes. As a result, surgeons increasingly adopt 3D printing as part of their medical practices to bring personalized care closer to patients and to reduce overall costs.

Materialise has more than three decades of experience in developing medical solutions and offers a comprehensive range of 3D-printed guides and implants. The company produces 280,000 personalized 3D-printed instruments and implants per year, including 160,000 for the US market. Materialise has pioneered numerous groundbreaking medical 3D printing applications. In 2017, it introduced one of the first personalized CMF implant portfolios in the United States. In 2021, its innovative 3D planning and 3D printed instruments played a pivotal role in the world's first simultaneous double hand and face transplant that was successfully performed at NYU Langone Health in Manhattan, New York.

OpenText Expands Partnership with Google Cloud to Deliver Next Generation Information Management

24 August 2023

OpenText™ announced an expansion of its partnership with Google Cloud to deliver AI-powered integrations that will help organizations unlock the power of their data on Google Cloud to their competitive advantage. The co-innovation of OpenText's information management solutions and Google Cloud's AI capabilities will accelerate how organizations of all sizes surface insights quickly, boost productivity and transform customer experiences.

"Information is the cornerstone of every business decision, and AI is the beacon illuminating the path to intelligent action. Today, we stand at the crossroads of a remarkable synergy – the fusion of AI and information – a combination that empowers businesses to work smarter and to chart a new course of growth," said Muhi Majzoub, Chief Product Officer, OpenText. "Our collaboration with Google Cloud spans the most cutting edge of co-innovation areas. We are in a great position to help customers begin their AI journey leveraging OpenText Business Clouds, customer trusted data, and Google Cloud technologies. Our partnership with Google Cloud will allow us to apply our advanced technologies and information expertise to high impact industries of healthcare, financial services, climate, governments, and more."

"Generative AI has the potential to transform industries, helping businesses get more value from data and enabling their workforces to collaborate more effectively," said Kevin Ichhpurani, Corporate Vice President, Global Partner Ecosystem & Channels, Google Cloud. "OpenText's expanded capabilities will accelerate customers on their cloud journeys, with services that migrate critical workloads to our infrastructure and set them up to successfully adopt our data analytics and AI technologies."

New advancements being introduced today include:

- *New generative AI applications: co-innovations of new use cases utilizing Vertex AI spanning R&D, application delivery, business support, sales & marketing and more.*

- *OpenText Core for Google Workspace: integrated collaboration, content management and Google Cloud's Vertex AI-powered insights for seamless digital employee experience.*
- *Accelerating the cloud migration journey for customers on mainframe infrastructure utilizing solutions such as Google Cloud Dual Run.*

OpenText transforming enterprise processes with Google Cloud generative AI

Generative AI can help large enterprises transform common and complex business practices to create significant value for their businesses. OpenText recently launched opentext.ai and is using Google Cloud Vertex AI and the Palm2 large language model (LLM) to solve for these use cases:

- *Transform Customer and Employee Support Experience:* automate level 1 customer service and business support for any corporate function (IT, HR, Procurement, etc.) by utilizing conversational assistants.
- *Accelerate Omni-Channel Communications at Scale:* advance how marketing, support, and service organizations can communicate with customers at scale with personalized, auto generated content using private data.
- *Deliver Software Applications Effectively:* develop software applications with speed by applying LLMs to gain predictive product delivery insights, identify risks and gaps, and generate next generation test cases with AI-generated test cases to deliver high quality software applications at unparalleled velocity and speed.
- *Simplify Sales Enablement:* accelerate onboarding of new sales representatives by utilizing conversational assistant powered by LLM to find, retrieve, and generate the relevant product training.

“Our partnership across Google Cloud and our OpenText Application Delivery Management (ADM) team has led to the best industry thinkers working towards using generative AI to bring forth industry disruptive technologies for faster, smarter, and lower risk software delivery,” said Tal Levi Joseph, Vice President, Products and Engineering, OpenText. “OpenText ADM is announcing an early access version of our new generative AI capabilities on the ValueEdge platform, which will be generally available in the fall with our Cloud Editions 23.4 release. The opportunities of where we can co-innovate with Google Cloud to deliver codeless quality to engineers is significant.”

OpenText launching intelligent workspace for enterprises with Google Workspace

Last month, OpenText announced the general availability of Core for Google Workspace, the OpenText Content solution that is combined with Google Cloud's suite of collaboration tools. Google Workspace customers will now be able to explore their vast repositories managed by OpenText's content management platform. With the solution, employees will be able to easily access, manage, and edit documentation across repositories and applications for any business process (i.e., hire-to-retire for HR, procure-to-pay for Finance, design-to-market for R&D).

With Google Cloud Vertex AI, future AI capabilities of OpenText Aviator on the Content Cloud are in development. Example use cases include the ability to use conversational search via a chat assistant to engage, find, and retrieve needed answers and documents across multiple languages. Furthermore, the power of LLMs and generative AI are going to advance how quickly employees can access and understand documentation. These AI-led advancements have to potential to improve productivity and the employee experience significantly.

OpenText is teaming up with Tata Consultancy Services (TCS), a preferred partner, to help customers implement their Google Workspace and Core Content solution tailored to their specific needs. TCS is a Google Cloud Premier Partner with deep expertise in helping clients digitally transform employee experiences using Google Workspace. With the expanded partnership covering OpenText content services, it will enable smoother information flows through seamless integration of collaboration and workspace tools, helping clients manage their end-to-end processes better, driving up workforce productivity.

Oracle Cloud Infrastructure Joins VMware Cloud Universal Program

22 August 2023

VMware, Inc. has expanded its ongoing partnership with Oracle to help customers modernize their VMware workloads on Oracle Cloud Infrastructure (OCI). Under the expanded partnership, customers will be able to subscribe to Oracle Cloud VMware Solution as part of VMware Cloud Universal, a flexible purchasing and consumption program that helps businesses simplify procurement and accelerate adoption of eligible VMware Cloud services. The VMware Cloud Universal program is well-suited for customers with a hybrid cloud architecture, customers that have extended or variable cloud migration timelines, or cloud bursting requirements.

With VMware Cloud Universal, customers purchase credits which they will be able to use to deploy workloads on Oracle Cloud VMware Solution. By applying their credits to Oracle Cloud VMware Solution subscriptions, customers will be able to take advantage of a simplified mechanism for managing their cloud-related expenses. Additionally, the VMware Cloud Acceleration Benefit gives VMware Cloud Universal customers a flexible way to leverage the value of their VMware Software Defined Data Center (SDDC) perpetual licenses as they migrate on-premises workloads to Oracle Cloud VMware Solution.

Oracle Cloud VMware Solution is designed for enterprises requiring the highest levels of scalability, performance, security, and administrative control. Customers can directly manage cloud infrastructure and VMware consoles for complete administrative control of their entire VMware stack. This enables enterprises to rapidly migrate on-premises VMware estates to the cloud with existing skills, best practices, and tools. VMware environments operate in more securely isolated customer tenancies at the highest levels of security, including FedRAMP High, to meet compliance requirements. In addition, Oracle Cloud VMware Solution delivers enterprise-level performance along with predictable costs, including the industry's lowest data egress prices, and consistent low pricing across 45 global Oracle Cloud regions. With Oracle Cloud VMware Solution, customers gain OCI's flexible cloud infrastructure and zero-trust security, while retaining the full VMware administrator experience and control.

“Enabling a cloud-smart approach is about accelerating innovation by providing customers access to the best cloud environments for any app,” said Zia Yusuf, senior vice president, strategic ecosystem and industry solutions, VMware. “VMware and Oracle are helping our customers become cloud smart by giving them faster and easier ways to purchase and deploy Oracle Cloud VMware Solution and our cross-cloud services. The combination of VMware and Oracle drives greater business agility, improves resiliency, and enables customers to benefit from cloud economics and scale.”

Oracle and VMware share a commitment to make it easier for customers to run VMware enterprise workloads in OCI. Since the launch of Oracle Cloud VMware Solution, customers such as Cybereason, Atos, Telefonica, TIM Brasil, Aya Bank, San Jose Water, Maxim’s, Prophecy International and many other enterprises in finance, telecommunications, retail, manufacturing, and government agencies have adopted Oracle Cloud VMware Solution to accelerate their cloud journey and simplify application modernization and multi-cloud operations.

“Oracle continues to evolve its partnership with VMware and with this new integration into the VMware Cloud Universal program customers can get a more seamless way to procure subscriptions for Oracle Cloud VMware Solution,” said Doug Smith, senior vice president, global strategic partnerships, Oracle. “Enterprise customers need to have choices for how they procure their infrastructure and applications. With VMware Cloud Universal, VMware and Oracle customers have additional flexibility to build and operate their applications, databases, and workloads in OCI.”

Rockwell Automation To Build Hydroponic Farm Within Its Headquarters

23 August 2023

Rockwell Automation has announced plans to collaborate with Fork Farms, a Green Bay-based agriculture technology startup company, to build a highly automated, indoor 7,300-square-foot hydroponic vertical farm within Rockwell’s Milwaukee headquarters by summer of 2024.

Hydroponic farming is a technique used to grow plants without soil. Instead of planting crops in the ground, hydroponic farmers use containers filled with nutrient-rich water without the need for large plots of land.

Once fully operational, Clock Tower Farms, named in recognition of the iconic Allen-Bradley four-sided clock atop the company’s headquarters, will be capable of producing 540,000 plants and as much as 149,000 pounds of food annually—the equivalent of more than 3 acres of conventional farmland. The first-of-its-kind facility will be housed on the 4th floor of Rockwell’s headquarters located at 1201 S. 2nd Street in Milwaukee’s Walker’s Point Neighborhood.

“We’re partnering across our industry and within communities to create sustainable impact and change,” said Rockwell Chairman and CEO Blake Moret. “Clock Tower Farms will engage employees and the community while serving as a showcase for manufacturers spanning diverse industries who want to see sustainable solutions in action. We look forward to sharing more details next summer upon the project’s completion.”

New technology developed by Fork Farms will provide highly-localized HVAC, power, dehumidification, and water handling, which enables crops with varying environmental needs to grow properly in the same growing area at the same time. Fork Farms will use Rockwell technologies to monitor and automatically adjust nutrient, pH, and water levels based on the crops being grown.

More than 70 Fork Farms “Flex Acres” will be installed in the facility. The Flex Acre is a hydroponic system that utilizes nutrient-infused, recirculated water to nourish plant roots and optimize growth. Each Flex Acre is a 9-feet high by 9-feet long by 3-feet wide growing system capable of producing 100+ pounds of leafy greens and other vegetables every month.

Sage's Near-Term Greenhouse Gas Reduction Goals Receive SBTi Validation

21 August 2023

Sage, the leader in accounting, financial, HR and payroll technology for small and mid-sized businesses (SMBs), confirmed that its near-term greenhouse gas (GHG) emission reduction targets have been validated by the Science Based Targets initiative (SBTi). Sage is committed to a 50% reduction in Scope 1, 2 and 3 emissions by 2030 against a 2019 baseline, in line with the goals of the Paris agreement of 2015.

As of the issuing of this press release, there were only 3200 companies globally with approved science-based targets. Fewer than 11% of those represented the software sector, making Sage an early responder in tech’s fight against climate change. Sage has also made a commitment to set and achieve long-term net-zero targets, which are currently under review by SBTi.

The SBTi is a collaboration between Carbon Disclosure Project (CDP), the United Nations Global Compact, World Resources Institute (WRI) and the World Wide Fund for Nature (WWF), and one of the We Means Business Coalition commitments. It defines and promotes best practice in science-based target setting, offers resources and guidance to reduce barriers to adoption, and independently assesses and approves companies’ targets.

The company is hoping to make progress against its target sets through four specific focus areas:

- **Sustainable supply chain:** To manage emissions across its value chain, Sage is requesting its suppliers disclose accurate and verified primary emissions data allocated to Sage via CDP, and engaging with suppliers with the highest emissions to secure reduction commitments from them. Sage is also asking its suppliers without Science-Based Targets (SBTs) to set one.
- **Sustainable colleague behavior:** One of Sage’s goals is to empower its colleagues to be agents of change on its net-zero journey. The company is working on engagement plans to improve climate awareness amongst colleagues, such as launching a carbon literacy program, to influence positive action.
- **Sustainable products:** In addition to educating colleagues, Sage is planning campaigns to make customers aware about the environmental impacts of technology usage – for example, the benefits of choosing to host products and services within efficient cloud

environments. The company is also working to provide information and tools so businesses can measure, monitor and reduce the carbon impact of their work, with Sage Earth being a first step in that direction.

- **Sustainable property:** Lastly, Sage is looking to examine the impacts of its properties such as the energy and carbon performance of its workspaces, especially in a hybrid work environment. Currently, 45% of its global electricity consumption is sourced from renewable energy, a target the business plans to build upon.

Reporting accurately and transparently on progress against targets is another area of focus for Sage's sustainability team. The company has aligned with the voluntary Global Reporting Initiative (GRI) 2016 Standards Core, which gives an overview of the information needed to understand the nature of the organisation, its material topics and related impacts, and how these are managed. In this same spirit of transparency, Sage will also be releasing a Climate Report in late 2023 that details its response to the challenge of reaching global net-zero, giving stakeholders information about specific actions in its climate response plan.

This momentum is powered by Sage's well-rounded Sustainability & Society team that has grown substantially in the past eighteen months. Led by Executive Vice President Elisa Moscolin, who previously headed sustainability efforts at Vodafone and Santander, the team is comprised of climate scientists, reporting specialists, and supply chain experts, among other skillsets.

Elisa Moscolin said: "As a FTSE 100 corporation, we have an important role to play in driving sustainable business practices, but our ambition goes beyond our four walls: we are just as focused on empowering SMBs across the world to get to net-zero. With the right plans and people in place, I'm looking forward to making progress against our targets and sharing our successes and learnings to ignite sustainable change across our ecosystem."

Luiz Amaral, Chief Executive Officer of the Science Based Targets initiative, said: "Today, the Sage Group joins the growing list of companies with science-based targets consistent with limiting global warming to 1.5°C. "We now need more corporate actors to set ambitious targets like Sage Group."

Simulations Plus Chief Science Officer Dr. Viera Lukacova Honored as Fellow by the American Association of Pharmaceutical Scientists (AAPS)

24 August 2023

Simulations Plus, Inc., a leading provider of modeling and simulation solutions for the pharmaceutical and biotechnology industries, is proud to announce that Dr. Viera Lukacova, Chief Science Officer of the SLP Division, has been elevated to the status of Fellow within the American Association of Pharmaceutical Scientists (AAPS) and will be formally inducted at the annual PharmSci 360 meeting on October 22, 2023.

"Viera stands out as an eminent figure whose profound contributions have significantly shaped the landscape of physiologically based pharmacokinetics (PBPK) modeling," said John DiBella, President of the SLP Division at Simulations Plus. "Her scientific insights have advanced the

capabilities of software platforms like GastroPlus[®], DDDPlus[™], and MembranePlus[™] that scientists use every day to develop safe and effective treatments for patients worldwide. A tireless advocate, her impact also extends beyond research into the realms of publication, presentation, and education. Through her visionary leadership, pioneering research, and relentless dedication, she has elevated PBPK modeling to unprecedented heights, and we cannot wait to celebrate the well-deserved status she has achieved within AAPS at October's meeting."

"The Class of 2023 AAPS Fellows [...] were selected based on well-defined criteria for outstanding scientific accomplishments, significant and sustained impact in the pharmaceutical sciences, and exceptional service to the AAPS community," said AAPS 2023 Fellows Committee Chair Mandip Singh Sachdeva, Ph.D., FAAPS.

Joining Dr. Lukacova as 2023 AAPS Fellows are Dr. Shaukat Ali, Dr. Ben Boyd, Dr. Maria Croyle, Dr. Otilia Koo, Dr. Xiuling Lu, Dr. Wellington Pham, and Dr. Patrick Ronaldson.

To meet with Dr. Lukacova at the 2023 AAPS PharmSci 360 meeting in Orlando, Florida, and learn more about her work, we invite you to schedule a meeting and visit Simulations Plus at booth #2301 in the exhibit hall.

Tata Technologies joins the AUTomotive Open System ARchitecture (AUTOSAR) consortium as a premium partner

21 August 2023

Tata Technologies, a global product engineering and digital services company, announces it has joined AUTOSAR, a worldwide development partnership of car manufacturers, suppliers, and other companies, as a premium partner. With more than 280 partners, including BMW, Volkswagen, Toyota Motor Corporation, Ford, GM, DaimlerChrysler, PSA, Toyota, Bosch, Siemens, Peugeot Citroën Automobiles S.A. and Continental AG, among others around the world, AUTOSAR aims to standardize the software architecture of vehicle electronic control units (ECUs) to improve the overall efficiency of automotive system software development and integration.

The rapid advancement of software defined vehicles (SDVs) has amplified the complexity of automotive software in terms of functionality and architecture, leading to increased development costs and time for vehicle manufacturers. This growth is further compounded by the shift towards centralized electrical/electronic (E/E) architectures powered by high-performance computing units that handle mixed-critical safety applications. AUTOSAR plays a key role in addressing these challenges by providing standardization and a foundational framework.

We believe that Tata Technologies' deep automotive domain knowledge and understanding of the physical and digital layers of product engineering in automotive enables it to develop safety critical automotive software with global original equipment manufacturers (OEMs) and Tier 1 suppliers. Through this partnership, Tata Technologies aims to collaborate with AUTOSAR in the

development of new standards and software architecture for the future vehicle systems and will promote and facilitate the adoption of AUTOSAR standards globally.

Warren Harris, Chief Executive Officer of Tata Technologies, said, “We are thrilled to join the AUTOSAR Partnership. This partnership further strengthens our commitment to the automotive industry and enables us to work more closely with the other members to develop and implement open standards that aim to improve the efficiency of the development process, reduce costs and increase the overall quality of the vehicles. As Tata Technologies, we firmly believe in the value of one team with the customer, and through this collaboration, we also aim to deliver innovative solutions that meet the evolving needs of our clients and drive progress in the automotive sector.”

“I am happy to see Tata Technologies join AUTOSAR as a premium partner. With their vast experience in the Automotive domain and expertise in both AUTOSAR Platforms, Tata Technologies will be contributing towards the development of new concepts and standards across these platforms” says **Thomas Rüping, AUTOSAR Chairperson**.

Event News

Autodesk to present at upcoming investor conferences

24 August 2023

[Autodesk, Inc.](#) announced its executives will be speaking at the following investor conferences:

September 6, 2023 Citi’s 2023 Global Technology Conference

September 6, 2023 Goldman Sachs Communacopia + Technology Conference

A live webcast and replay of the presentations will be available through Autodesk’s Investor Relations Website at investors.autodesk.com. Please go to the website 15 minutes early to register, download and install any necessary software. More information will be available on autodesk.com/investors.

FARO Presents Inaugural Conference, Signals: Illuminating the Future of Reality Capture Technology

22 August 2023

FARO, a leading provider of 3D measurement, imaging, and realization solutions, is thrilled to announce its inaugural Signals Conference. The event will take place at the Marriott Lincolnshire Resort, Chicago on October 12 and 13, 2023. The conference will provide attendees with the opportunity to learn how reality capture technology and its data can enable smarter, more efficient construction sites and facilities management processes.

Attendees will also have the chance to tour and join hands-on sessions in the exclusive Oracle Innovation Lab, where they will have the unique opportunity to immerse themselves in the

latest advancements in digital construction technology. The event will bring together a diverse range of industry experts, technology leaders, and esteemed customers. Attendees can anticipate multi-track educational presentations, hands-on demos, networking, panel discussions, and workshops with experts.

"We are excited to host the inaugural Signals Conference, where our agenda will provide a platform for AECO leaders and innovators to come together and explore how reality capture technology can transform construction and facility management," said Pat Bohle, President of Building Insights, FARO. "The conference represents FARO's commitment to empowering our customers and partners, fostering innovation, and propelling the industry toward a future where each key stage of a building's lifecycle is managed digitally.

Registration for FARO's Signals Conference is now open. For further details, including the conference agenda, registration information, and sponsorship opportunities, please visit the [Signals Conference event site](#) or www.FARO.com.

Financial News

American Software Reports First Quarter of Fiscal Year 2024 Results

24 August 2023

Key first Quarter Financial Highlights:

- Subscription fees were \$13.8 million for the quarter ended July 31, 2023, a 14% increase compared to \$12.1 million for the same period last year.
- Total revenues for the quarter ended July 31, 2023 decreased 7% to \$29.2 million, compared to \$31.3 million for the same period of the prior year, principally due to a decline in services and maintenance fee revenue.
- Recurring revenue streams for Maintenance and Cloud Subscriptions were \$21.9 million or 75% of total revenues in the quarter ended July 31, 2023 compared to \$21.0 million or 67% of total revenues in the same period of the prior year.
- Maintenance revenues for the quarter ended July 31, 2023 decreased 8% to \$8.2 million compared to \$8.9 million for the same period last year.
- Professional services and other revenues for the quarter ended July 31, 2023 decreased 31% to \$7.0 million for the quarter ended July 31, 2023 compared to \$10.0 million for the same period last year. The decline was primarily driven by a 28% decrease in non-core project revenue in our IT Consulting business unit and a 33% decrease to \$3.5 million in professional services revenues, when compared to \$5.2 million in the same period last year in our Supply Chain business due to lower project work and outsourcing of some services to partners.
- Software license revenues were \$0.3 million for the quarter ended July 31, 2023 compared to \$0.3 million in the same period last year.

- Operating earnings for the quarter ended July 31, 2023 were \$1.6 million compared to \$2.6 million for the same period last year.
- GAAP net earnings for the quarter ended July 31, 2023 were \$2.8 million or \$0.08 per fully diluted share compared to \$2.1 million or \$0.06 per fully diluted share for the same period last year.
- Adjusted net earnings for the quarter ended July 31, 2023, which excludes non-cash stock-based compensation expense and amortization of acquisition-related intangibles, were \$4.2 million or \$0.12 per fully diluted share compared to \$3.3 million or \$0.10 per fully diluted share for the same period last year.
- EBITDA was \$2.3 million for the quarter ended July 31, 2023 compared to \$3.3 million for the same period last year.
- Adjusted EBITDA was \$3.9 million for the quarter ended July 31, 2023 compared to \$4.6 million for the same period last year. Adjusted EBITDA represents GAAP net earnings adjusted for amortization of intangibles, depreciation, interest income & other, net, income tax expense and non-cash stock-based compensation expense.

Key First Quarter of Fiscal Year 2024 highlights:

Clients & Channels

- Notable new and existing customers placing orders with the Company in the first quarter include: Canada Goose, Inc., Hasbro, Inc. Mitsubishi Electric Trane HVAC US, Inc., Niagara Bottling, Inc., Pharmicare, Inc., Terex, Inc. and Under Armor, Inc.
- During the quarter, SaaS subscription and software license agreements were signed with customers located in the following six countries: Australia, Brazil, France, the Netherlands, the United Kingdom and the United States.

Company & Technology

- In May, Logility introduced new functionality to advance our SaaS Capabilities with Enhancements to Supply Chain ESG Management. With the growth of Environmental, Social, and Governance (ESG) initiatives each year, more companies are beginning to track the impact of their supply chain ecosystem. Ensuring vendors and suppliers also make a responsible impact is vital to corporate success. This release introduces the ability to optimize network design for Scope 3 emissions, new supplier scorecards, and product traceability and compliance features, as well as offer better risk avoidance and management, which allows clients to balance sustainability with profitability.
- In July, Logility announced that it has successfully completed its fifth annual System and Organization Controls (SOC) 2 Type II audit for the period from March 2022 to February 2023. The audit report validates that Logility's cloud-based solution meets Logility's standards for security and reliability and is one part of our larger program to ensure and enhance our security posture continually.

The overall financial condition of the Company remains strong, with cash and investments of approximately \$115.3 million. During the first quarter of fiscal year 2024, the Company paid shareholder dividends of approximately \$3.7 million.

“Amid ongoing economic uncertainty, we delivered results consistent with our expectations and remain on track to achieve our initial outlook for FY ‘24,” said Allan Dow, CEO and President of American Software. “As we believe our stock is significantly undervalued, we plan to opportunistically repurchase shares against our existing buyback authorization. We are also undertaking several strategic actions that we believe will create significant value for our shareholders.”

Fiscal Year 2024 Financial Outlook

- Total revenues of \$120.0 million to \$126.0 million, including total recurring revenues of \$88.0 million to \$92.0 million.
- Adjusted EBITDA of \$19.0 million to \$21.0 million.

AUTODESK, INC. ANNOUNCES FISCAL 2024 SECOND QUARTER RESULTS

23 August 2023

Autodesk, Inc. reported financial results for the second quarter of fiscal 2024.

All growth rates are compared to the second quarter of fiscal 2023, unless otherwise noted. A reconciliation of GAAP to non-GAAP results is provided in the accompanying tables. For definitions, please view the Glossary of Terms later in this document.

Second Quarter Fiscal 2024 Financial Highlights

- Total revenue increased 9 percent to \$1,345 million;
- GAAP operating margin was 19 percent, down 1 percentage point;
- Non-GAAP operating margin was flat at 36 percent;
- GAAP diluted EPS was \$1.03; Non-GAAP diluted EPS was \$1.91;
- Cash flow from operating activities was \$135 million; free cash flow was \$128 million.

"Augmented design, powered by Autodesk, will enable our customers to go further and faster to design and make a better world for all," said Andrew Anagnost, Autodesk president and CEO. "We've been laying the foundation to build enterprise-level AI for years. We are building the future with focus, purpose, and optimism."

"Our sustained momentum in the second quarter, and early expansion of some enterprise business agreements expected to renew later in the year, reduce the likelihood of our more cautious forecast scenarios," said Debbie Clifford, CFO of Autodesk. "Given that, we are raising the lower end of our guidance ranges."

Additional Financial Details

- Total billings decreased 8 percent to \$1,095 million.

- Total revenue was \$1,345 million, an increase of 9 percent as reported, and 12 percent on a constant currency basis. Recurring revenue represents 98 percent of total.
- Design revenue was \$1,154 million, an increase of 8 percent as reported, and 12 percent on a constant currency basis. On a sequential basis, Design revenue increased 6 percent as reported, and 7 percent on a constant currency basis.
- Make revenue was \$130 million, an increase of 15 percent as reported, and 17 percent on a constant currency basis. On a sequential basis, Make revenue increased 7 percent as reported, and 8 percent on a constant currency basis.
- Subscription plan revenue was \$1,270 million, an increase of 9 percent as reported, and 13 percent on a constant currency basis. On a sequential basis, subscription plan revenue increased 6 percent as reported, and 7 percent on a constant currency basis.
- Net revenue retention rate remained within the range of 100 to 110 percent, on a constant currency basis.
- GAAP operating income was \$262 million, compared to \$242 million in the second quarter last year. GAAP operating margin was 19 percent, down 1 percentage point compared to the second quarter last year.
- Total non-GAAP operating income was \$489 million, compared to \$444 million in the second quarter last year. Non-GAAP operating margin was 36 percent, flat compared to the second quarter last year.
- GAAP diluted net income per share was \$1.03, compared to \$0.85 in the second quarter last year.
- Non-GAAP diluted net income per share was \$1.91, compared to \$1.65 in the second quarter last year.
- Deferred revenue increased 14 percent to \$4.23 billion. Unbilled deferred revenue was \$991 million, an increase of \$7 million compared to the second quarter of last year. Remaining performance obligations ("RPO") increased 11 percent to \$5.22 billion. Current RPO increased 12 percent to \$3.51 billion.
- Cash flow from operating activities was \$135 million, a decrease of \$122 million compared to the second quarter last year. Free cash flow was \$128 million, a decrease of \$118 million compared to the second quarter last year.

Second Quarter Fiscal 2024 Business Highlights

Net Revenue by Geographic Area

	Three Months Ended July 31, 2023	Three Months Ended July 31, 2022	Change compared to prior fiscal year	Constant currency change compared to prior fiscal year
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(In millions, except percentages)

			\$	%	%
Net Revenue:					
Americas					
U.S.	\$	485	\$	424	\$ 61 14 % *
Other Americas		104		91	13 14 % *
Total Americas		589		515	74 14 % 15 %
EMEA		506		473	33 7 % 11 %
APAC		250		249	1 — % 6 %
Total Net Revenue	\$	1,345	\$	1,237	\$ 108 9 % 12 %

* Constant currency data not provided at this level.

Net Revenue by Product Family

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

<i>(In millions, except percentages)</i>	Three Months Ended July 31,		Change compared to prior fiscal year		
	2023	2022	\$	%	
AEC	\$	627	\$	564	\$ 63 11 %
AutoCAD and AutoCAD LT		364		344	20 6 %

MFG	256	242	14	6 %
M&E	74	71	3	4 %
Other	24	16	8	50 %
Total Net Revenue	\$ 1,345	\$ 1,237	\$ 108	9 %

Business Outlook

The following are forward-looking statements based on current expectations and assumptions, and involve risks and uncertainties, some of which are set forth below under "Safe Harbor Statement." Autodesk's business outlook for the third quarter and full-year fiscal 2024 considers the current economic environment and foreign exchange currency rate environment. A reconciliation between the fiscal 2024 GAAP and non-GAAP estimates is provided below or in the tables following this press release.

Third Quarter Fiscal 2024

Q3 FY24 Guidance Metrics	Q3 FY24 (ending October 31, 2023)
Revenue (in millions)	\$1,380 – \$1,395
EPS GAAP	\$1.02 – \$1.08
EPS non-GAAP (1)	\$1.97 – \$2.03

(1) Non-GAAP earnings per diluted share excludes \$0.85 related to stock-based compensation expense, \$0.10 for the amortization of both purchased intangibles and developed technologies, and \$0.01 for acquisition-related costs, partially offset by (\$0.01) related to GAAP-only tax charges.

Full Year Fiscal 2024

FY24 Guidance Metrics	FY24 (ending January 31, 2024)
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Billings (in millions) (1)	\$5,075 – \$5,175 Down 12% – 11%
Revenue (in millions) (2)	\$5,405 – \$5,455 Up 8% – 9%
GAAP operating margin	Approx. flat year over year
Non-GAAP operating margin (3)	Approx. flat year over year
EPS GAAP	\$3.75 – \$3.94
EPS non-GAAP (4)	\$7.30 – \$7.49
Free cash flow (in millions) (5)	\$1,170 – \$1,250

(1) Excluding the impact of foreign currency exchange rates and hedge gains/losses, billings guidance would be down approx. 11% – 9%.

(2) Excluding the impact of foreign currency exchange rates and hedge gains/losses, revenue guidance would be up approx. 11% – 12%+ (impacted by rounding).

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

(4) Non-GAAP earnings per diluted share excludes \$3.34 related to stock-based compensation expense, \$0.39 for the amortization of both purchased intangibles and developed technologies, \$0.07 related to losses on strategic investments and dispositions, net, \$0.04 related to acquisition-related costs, and \$0.03 for lease-related asset impairments, partially offset by (\$0.32) related to GAAP-only tax charges.

(5) Free cash flow is cash flow from operating activities less approximately \$30 million of capital expenditures.

The third quarter and full-year fiscal 2024 outlook assume a projected annual effective tax rate of 25 percent and 18 percent for GAAP and non-GAAP results, respectively. Shifts in geographic profitability continue to impact the annual effective tax rate due to significant differences in tax rates in various jurisdictions. Therefore, assumptions for the annual effective tax rate are evaluated regularly and may change based on the projected geographic mix of earnings.

Earnings Conference Call and Webcast

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

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

Investor Presentation Details

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

Blackline Safety Reports 50% Growth in Fire-Hazmat Business

22 August 2023

As the global workplace safety market continues to grow—estimated to reach \$42.96 billion by 2032 with an annual growth rate of 11.8% according to Polaris Market Research—leading safety technology provider Blackline Safety Corp. has announced a 50% increase in its fire-hazmat personal and area gas monitor business in the last year alone.

This translates to over \$2 million in total contract value of Blackline's real-time, cloud-connected safety devices and services, used by hundreds of fire and hazmat, oil and gas, petrochemical, food production, biotech, transportation, utilities, and water and wastewater organizations across North America, Europe, Middle East, Australia and New Zealand.

Crediting the growth to the company's industry-first product capabilities, Doug Mayer, Blackline Fire Hazmat Business Development Specialist, explained that *"Blackline's No. 1 priority is helping organizations keep their employees and communities safe, and recognizing that every second counts in an emergency. We have reimagined safety solutions for various scenarios – from chemical spills and fires, to floods, gas leaks, explosions, and any other high-risk situation – by enabling organizations to respond with unprecedented speed, accuracy and as-it-happens visibility."*

Blackline's award-winning G7 personal gas detectors and G7 EXO area gas monitors—built for extremes and the toughest conditions, with GPS-enabled location tracking—provide layers of protection to ensure a critical lifeline during an emergency. Supported by Blackline Live, the company's powerful, cloud-connected monitoring and analytics platform, the technology enables organizations to view in real time all their workers' locations and gas readings in the field, and configure their devices, from any Internet-connected smartphone, tablet or computer, no matter how remote the location.

“Imagine being able to position an incident command center and direct responders from anywhere in mere minutes – that’s the game-changing capability of the Blackline Live monitoring platform,” Mayer said. *“With quick connectivity and real-time data continuously streaming to the command center, decision makers can immediately understand the situation and risks, and confidently and quickly deploy potentially life-saving responses, including coordinating and communicating with stakeholders like local, state or federal agencies.”*

Key features of Blackline’s G7 solutions include:

- **Real-time connected safety for lone workers/workers in emergency situations:** Incident commanders can always see the location of incident responders and monitor team members – as well as variables such as gas exposures, person down, no motion, SOS latch, etc. – from any location.
- **On-the-go flexibility:** Swappable gas sensor cartridges enable users to select single-gas diffusion, multi-gas diffusion or multi-gas pump cartridges for any device. Each device can be configured while travelling to the scene by swapping out the pre-calibrated sensor cartridge rather than the entire device.
- **Device connection to Vlahi's web- and smartphone-based CERES software:** Using Vlahi proprietary, government-endorsed plume dispersion modeling platform, incident leaders can see the size, direction, speed, and spread of released gases to minimize exposure and respond most effectively to protect communities.
- **Community alerts:** In the event of incidents like major fires or chemical spills, the devices’ area monitoring capabilities inform first responders when evacuation or shelter-in-place orders might be needed and help reassure communities they are safe.
- **Automated analytics:** All data collected by Blackline devices can be imported into central control room – or third party – software platforms to analyze incident responses and identify areas for improvement.

“Subjective post-mortems are no longer enough to ensure effective fire and hazmat responses,” Mayer said. *“Blackline Safety’s advanced technology allows organizations to actually see what’s happening in the field in real time so they can effectively collaborate with down-range responders in real-time and also give them the ability to predict what might happen in the future.”*

According to the Fire Department Lieutenant of a major U.S. city, the instantaneous, big picture view provided by Blackline’s safety devices is invaluable. When responding to a dangerous fuel spill last year, for example, the G7 personal gas detectors worn on the scene by the department’s firefighters “proved their worth to us right then and there,” the Fire Department Lieutenant said.

“With the real-time data, we could follow how the incident was progressing.... and being able to hear the radio transmissions and see the location of the responders on the map, we were able to quickly direct and adjust the response remotely,” he said.

Modelon AB Interim report Q2 2023

23 August

Solid software revenue growth in Q2

Q2 Highlights

- ARR increased to MSEK 46.1 (42.9), an annual growth of 8%.
- Net revenue amounted to MSEK 21.1 (15.1), software revenues increased to MSEK 14.3 (10.5).
- EBIT amounted to MSEK -12.8 (-17.5), including development costs of MSEK 12.4 (14.2).
- Net income amounted to MSEK -12.4 (-17.5).
- Earnings per share amounted to SEK -1.13 (-1.59) before dilution.

Comments from the CEO

“Solid software revenue growth in Q2

We are pleased to report software revenue growth amounting to 36% in Q2 2023 compared to Q2 2022, while Annual Recurring Revenue growth in the same period amounted to 8%. A significant paid-up upsell win with a major automotive account in India contributed to the higher growth rate in software vs. ARR, as the recurring license model is yet to be widely accepted in that region.

Overall, we saw healthy pipeline activity in our target regions of Europe, North America and Asia during the quarter with a good spread across our focus in the Energy, HVAC&R (Heating, Ventilation, Air Conditioning and Refrigeration), Automotive, and Aerospace verticals. We saw a clear trend of increased lead generation from our targeted marketing activities, which includes testimonials from market-leading and innovative brands.

Customer wins and testimonials

Notable new and upsell customers in the second quarter include:

- European provider of indoor climate systems
- US innovator in carbon-free energy systems for sustainable maritime transportation
- Japanese factory logistics and automation system provider
- European automotive thermal systems consultancy
- Japanese provider of store refrigeration products
- European provider of sustainable waste to energy solutions
- US water heater manufacturer

Mitsubishi Electric Research Laboratories is a long-term Modelon customer that develops next-generation HVAC systems and delivers technology shipped with millions of systems per year. During Q2 they testified how they have been using Modelon solutions for many years to

improve their model-based development processes.

Another representative marketing example published during Q2 is the customer success story from Aircela, a US innovator in sustainable liquid fuel production based on Direct Air Capture technology. By capturing the chemistry and physics of the system using Modelon Impact, Aircela is developing and testing new concepts without building them, to understand system performance and save time.

Advancing transition to managed cloud

As previously communicated, we are as a major step in our SaaS journey shifting the main delivery model of our flagship product Modelon Impact from on-premise installations to a more streamlined and scalable, fully-managed cloud service. This transition is a planned strategic change involving focused efforts from product development and sales and will continue during the second half of 2023 and into 2024. We are pleased that all new Modelon Impact customers in Q2 on-boarded with the managed service, which illustrates our progress. The ongoing transition is temporarily increasing the customer interactions needed to close deals, which has extended the sales cycle and is slowing ARR growth during this period. When completed, we expect the managed service to give shorter sales cycles and enable faster growth through the streamlined delivery and user experience on the cloud.

New channel partners in Asia

During the quarter we announced two new non-exclusive reseller partners for Modelon Impact in Asia. Toyota Tsusho Systems is the main IT provider in the Toyota group and will distribute Modelon Impact in Japan, with particular strength among companies in the Toyota ecosystem. Tae Sung S&E is the leading CAE company in Korea serving all industries with one-stop simulation software solutions. These two partnerships expand Modelon's global presence by building on the market recognition and broad networks of these leading companies.

Modelon Impact 2023.2 released on the cloud

Modelon Impact 2023.2 was released to cloud users during June and includes substantial improvements in the cloud back-end for higher performance and enabling future capabilities, as well as significant new features related to parallel scaling, workspace sharing, and connectivity. Industry vertical improvements include new and updated models for hydrogen systems, fuel cells, air conditioning cycles, refrigerant blends, microgrids, thermal power plants and carbon capture – all strengthening our capabilities in high-demand industry applications. The activities and achievements in Q2 continue to build a firm ground for scalable global growth. Modelon simulation solutions are well-positioned in the cross-industry segments of sustainable technologies. We are proud to contribute indispensable tools to address global challenges and are thrilled by the growing opportunity ahead.”

Magnus Gäfvert, CEO Modelon
Lund, August 23, 2023

Investor presentation

Modelon invites investors to a presentation of the Q2 interim report at 10.00am CET on August 23, 2023. CEO Magnus Gäfvert and CFO Jonas Eborn will present the Q2 earnings in a webcast. [Register here](#).

The complete Q2 interim report is attached to this press release and is also made available on the company webpage: <http://www.modelon.com/investor-relations/#FinancialReports>.

Modelon welcomes investors to Presentation of Q2 Interim report on Wednesday, Aug 23, 2023, at 10.00 am

21 August 2023

Modelon, a leading player in the simulation and analysis market that offers software products and complementary consulting services in industrial mathematical modeling, simulation and analysis of complex technical systems, invites investors to a presentation of the interim report for the period Jan – June 2023.

CEO Magnus Gäfvert together with CFO Jonas Eborn, will present the company on a webcast at 10.00 am CET on August 23, 2023. The presentation will be held in English and will be available at www.modelon.com. To follow the presentation, please register via the link below: https://us02web.zoom.us/webinar/register/WN_zlhQpqABQBC30y0E4EWWew

Sensera Systems Closes on Strategic Growth Investment

15 August 2023

Sensera Systems, Inc., the market leader in affordable, easy-to-deploy solar/cellular cameras and real-time jobsite intelligence software, announced it closed on a Series A equity investment. The capital raised will support Sensera's commitment to enhancing project execution and outcomes for its more than 1800 construction contractor and owner clients. The round was led by Egis Capital Partners and MUUS Asset Management. The capital will support Sensera's rapid growth in remote jobsite intelligence with expanded capabilities, more system integrations, and deeper market penetration. Egis Capital Partners and MUUS bring a combination of security and construction technology experience to support Sensera's ongoing success as a leading provider of construction technology solutions.

Founded in 2014, Sensera Systems provides the most flexible, reliable, and affordable site intelligence technology for construction contractors and developers. The Company's software, cameras, mobile apps, analytics, and value-adding services are designed for projects and entities, both large and small, to enhance productivity, collaboration, security, marketing, and risk and safety management. Beyond construction, Sensera provides solutions to hundreds of municipalities, utilities, and infrastructure clients across North America.

Despite taking no outside investment since inception, the Company has penetrated the construction technology industry and won over a rapidly growing community of customers through an easy-to-deploy, quality product offering, a disruptive pricing model, and a transparent, brand-centric marketing approach. Sensera has integrated its solution with leading project management providers such as Procore, Autodesk, and others. Sensera is raising capital to expand its commitment to the construction industry through a broader range of technology, AI, and an expanded partner ecosystem.

“We are thrilled to announce this investment from Egis Capital Partners, which will allow us to accelerate innovation and increase the breadth of our product offering,” said Rob Garber, CEO, Sensera Systems. “Sensera was founded to open access to high-quality solar wireless site technology to all, and this new investment will enable us to better serve the global community at large.”

The investment from Egis Capital Partners and MUUS will enable Sensera Systems to continue to provide the construction industry, property owners, municipalities, and critical infrastructure enhanced, intelligent remote monitoring solutions built on Sensera’s video-centric technology. The capital and expertise of Egis will serve to accelerate Sensera’s commitment to continued technological advancement and penetration in existing and adjacent markets.

“We are excited to partner with Sensera Systems, a proven leader in video management solutions in demanding environments. We have been impressed by Sensera’s founder and management team over the long period of time we have gotten to know them. Sensera has built a best-in-class platform and has shown impressive dedication to understanding the needs of its customers,” said Robert Chefitz, Managing Partner at Egis Capital Partners. “We believe Sensera is a continuation of our successful investments like Alarm.com, Brivo, and ButterflyMX. This is our fourth investment in video management solutions and our second in the construction industry.”

The investment transaction closed in August 2023.

Implementation Investments

Aurigo Software and Erie County Partnering to Modernize Capital Improvement Program

23 August 2023

Aurigo Software, the leading provider of capital planning and construction management software for infrastructure and private owners, announced it has entered into a multiyear contract with Erie County, New York to modernize the planning and execution of the agency’s Capital Improvement Program. Aurigo’s flagship product suite, Masterworks, will help the County prioritize project investments and create long-range capital plans, while providing estimates and forecasts throughout the program’s phases. The system will also manage all aspects of project delivery, including construction administration, financial management, and tracking program performance.

Erie County is in the western portion of New York State, bordering on the lake of the same name. A major industrial and commercial center, the County is the most populous in upstate New York, with 954,236 people residing there in 2020. Located within the County are three cities and 25 towns, including the City of Buffalo, the second largest city in the State, which serves as the County seat.

“We are honored Erie County has selected Aurigo Masterworks to manage their end-to-end capital program,” said Balaji Sreenivasan, CEO and founder of Aurigo Software. “As our nation

continues to invest in infrastructure, public agencies are leveraging technology to help select the right projects for their communities and deliver them efficiently. We are excited to support the County on this transformative journey.”

Erie County, whose population grew by 3.8% between 2010 and 2020, plans to spend over \$220 million on capital improvements over the next 6 years. The County maintains a surface transportation system boasting 1,176 center lane miles that withstand a full four seasons of weather. Capital projects undertaken by the County include bridge replacements, road surface maintenance, a major stadium renovation, public library upgrades, and infrastructure development of an upcoming agribusiness industrial park.

Masterworks will allow Erie County to collect proposed projects, prioritize them, and estimate their costs. What-if analysis of proposed plans will help identify optimal project combinations based on available funding and strategic priority. Once projects are underway, the system will keep track of project budgets and construction administration tasks such as submittals, daily progress reports, and requests for information. Masterworks will provide real-time performance measurement and help the County report on its commitments to women- and minority-owned businesses. As part of the initiative, Masterworks will integrate funding, purchase order, and payment data with the County’s financial system of record, SAP.

The County joins several other local and regional agencies across North America using Aurigo’s Masterworks to modernize their capital programs, including the cities of Seattle, Portland, and Las Vegas, and regional agencies in Colorado, Florida, and Ontario, Canada. The company has seen an increase in demand from the public sector as agencies take advantage of funding from the bipartisan Infrastructure Investment and Jobs Act passed in November 2021.

Community Health Network Transforms Experience With Qualtrics

22 August 2023

Qualtrics, the leader and creator of the experience management (XM) category, announced that Community Health Network transformed its approach to experience management and resulted in meaningful improvements, including a 300% increase in patient response rates. The Qualtrics XM Platform helps Community Health Network collect and analyze patient feedback across channels, visualize and share that data to inform decision-making that improves the patient experience, and recommend and automate actions that build emotional connections and ease the burden on its staff.

Ranked among the nation’s most integrated healthcare systems, Indianapolis-based Community Health Network is a leading provider of healthcare services. As a non-profit health system with more than 200 sites of care and affiliates throughout Central Indiana, Community Health Network’s full continuum of care integrates hundreds of physicians, specialty and acute care hospitals, surgery centers, home care services, behavioral health and employer health services.

Community Health Network decided to partner with Qualtrics in 2020 to launch a multi-year, organization-wide experience management strategy. Qualtrics replaced five disparate systems with one dynamic platform to gather, analyze and act on patient feedback data – both structured and unstructured, across multiple sources. Automated feedback workflows and

processes help Community Health Network identify and respond to individual patient experience needs at scale. For example, automated workflows enabled by Qualtrics help Community Health Network automatically connect patients to secondary care to prevent network leakage and automatically suggest patients sign up for Epic's MyChart patient portal application.

Furthermore, insights displayed in customized dashboards help uncover common issues and trends, including key drivers of the patient experience, so decision-makers can direct limited resources to improvements that will have the biggest impact on delivering seamless, frictionless care. Recommended actions help those on the frontline focus their efforts, tailored to the patient population and their unique demographics, including age, race and gender.

"Having access to data with this level of granularity and segmentation puts us light years ahead of where we've been in the past and provides us with powerful insights into specific opportunities for improvement," said Dr. Patrick McGill, MD, MBA, FAAFP, EVP, Chief Transformation Officer at Community Health Network. "Empowering frontline caregivers to take ownership of measuring and improving experiences at the location, department and unit levels has led to better patient care as well as more engaged employees."

Mapping the patient journey holistically to close the loop on unresolved issues and improve patient engagement in their health

Community Health Network found early success with its primary care journey. After visualizing the various actions patients need to take, from scheduling an appointment to follow-up care, and analyzing the associated emotions and barriers to care at each of those steps, Community Health Network decided to change its approach to listening. The health system now automatically engages patients at the time of appointment scheduling and seven days after a visit to help address any "unresolved needs" and check in on any remaining questions regarding medication, referrals, billing and more. Responsible caregiver teams receive the patient feedback right away so they can take action to close the loop in near-real-time.

Additionally, Community Health Network identified patients who had not signed up for MyChart and, in just one year, prompted over 15,000 people to join the digital patient portal so they have direct access to their health information. This meaningful growth in active MyChart users leads to easier access to both appointments and data patients need to manage their health.

"The flexibility of the Qualtrics platform allows different teams to configure dashboards and programs based on their needs while also enabling ongoing refinement of our experience management program overall, including expansion into the caregiver, digital and brand experiences too," continued Dr. McGill. "We pride ourselves in our data culture, and Qualtrics has proved to be well worth the investment."

"What I most appreciate about Community Health Network is the leadership of Dr. McGill and team – they integrated data analytics, access and clinical components into an experience strategy," said Dr. Adrienne Boissy, Qualtrics Chief Medical Officer. "They also utilize closed loop, a process customer-obsessed industries use, to drive resolution of issues at scale. This is

what partnership looks like across programs, and they are pushing the industry forward in big, bold, data-driven ways.”

Partnering with Qualtrics has led to more personalized interventions, improved patient engagement and a better patient experience overall at Community Health Network. Looking ahead, Community Health Network will continue to refine its experience management program to drive differentiation in a competitive market – listening deeply to the emotional experience of patients and caregivers to design and deliver more human and more caring experiences for all.

Cotswold Industries Delivers Product Transparency with DeSL

23 August 2023

Cotswold Industries has selected Discover e-Solutions (DeSL) to deliver Sustainability Certification and Compliance Management software. DeSL is a market leader in digital transformation solutions including integrated end-to-end PLM software for the fashion, apparel, textile, footwear, and retail sectors.

As a vertically integrated manufacturer, convertor, and distributor, Cotswold recognized an opportunity to better service their brands by providing visibility and easy access to their product certifications. “We choose DeSL as their documentation dashboards provide us with the flexibility to configure our “Product Integrity Program” to achieve our transparency goals. They also offer the security we need to grant access to our brands and other stakeholders seamlessly.” said James McKinnon, CEO of Cotswold.

Cotswold has always been a leader of innovation and collaboration in the textile and apparel industry. By addressing the need for transparency throughout their entire supply chain they provide stakeholders with confidence that compliance is being adhered to year after year. James adds, “We are excited to partner with DeSL as their digital platform provides a single source of truth for our compliance documentation and has the tools we need for future integrations as our processes expand.”

DeSL is excited for this new partnership and looks forward to supporting Cotswold along their ongoing social and environmental compliance journey.

EHC plans to go digital as part of Government SEND review, with Idox leading the way

17 August 2023

The special educational needs and disabilities (SEND) system has long needed an overhaul, with various stakeholders, including parents, educators, and local authorities, voicing concerns over bureaucracy and inefficiencies. To transform how SEND is supported, the government has unveiled a groundbreaking SEND improvement plan, with priorities to digitise Education, Health, and Care (EHC) plans. This move aims to ensure that the right support is provided in the right place and at the right time for children and young people with SEND and alternative provision (AP).

Under the new SEND reforms, the government is committed to investing in the implementation of a digital-first approach to EHC plans. This includes creating a standardised digital format that will make it easier for information to be shared securely among relevant parties. With the digitalisation of EHC plans, it is hoped that the bureaucracy around the statutory processes can be reduced, and that families can be given access to their information in a clear and accessible way.

At the heart of this transformative process is Idox's EHC Hub. Idox, a leading provider of digital solutions for the public and private sectors, introduced the EHC Hub in 2017, working closely with local authorities to facilitate the transition to digital processes. The Idox EHC Hub has already demonstrated its efficacy in several areas, such as efficiency, collaboration, accessibility, and data insights.

Chris Evans, Divisional Director, Community Solutions said, "We know that technology brings benefits to managing EHCP processes. With the number of children and young people with EHC plans up by 9.5% from 2022, it is now more important than ever to streamline processes and realise the benefits of digitisation. A logical approach to digitising EHCPs is to use a system specifically designed for that purpose, ensuring equal accessibility for all stakeholders. This may mean that the best tool for the job is not already available within the local authority. Unlike other solution providers who offer multi-purpose, configurable software platforms and ask each Local Authority to plan and build EHC processes from scratch, we have chosen to make SEND our business."

As the government's plans progress, local authorities across the country are gearing up for the digital transformation of their SEND systems. The EHC Hub continues to play a crucial role in this journey, setting the standard for digitising EHC plans and creating a more inclusive and efficient support system for all. Geoff Catterall, Head of Service – SEN and Complex Needs, Salford City Council said, "We've wrestled for years with how to improve co-production and transparency. Now with the EHC Hub, we have a far more collaborative process, with better outcomes for all involved."

Idox has worked with many customers to effectively implement Idox's EHC Hub and we are sharing our experiences in a newly published article titled 'SEND Reforms: The Power of Digitisation.'

Hausmann + Haensgen: Long-term customer loyalty through parametric 3D component catalogue on TraceParts.com

23 August 2023

Hausmann + Haensgen, a leading manufacturer of **drive and conveyor systems**, has published large parts of its product range in a **3D product catalogue on TraceParts.com**.

Clamping sets, shrink disks, hubs, shaft couplings, belt pulleys and other **accessories** can now be downloaded free of charge by engineers and designers around the world in over **70 CAD and other media formats**. **Requests for quotations** can be made directly via the product catalogue, which also includes links for **placing orders** in the Hausmann + Haensgen [online shop](#).

The information architecture on the product pages in the 3D catalogue was designed to provide the **best possible user experience**, especially for the Hausmann + Haensgen **in-house brands**. The top priority was to ensure that customers are able to find the products they are looking for quickly and to **configure** them according to their requirements – regardless of complexity or number of variants. **Dynamic drop-down menus** were key to an **efficient configuration process**, as this minimises the time designers and developers need to spend on **searching and downloading** (see video left).

The **far-reaching TraceParts CAD content platform**, which now has **over 5 million** registered engineers and designers, gives the CAD data published by Hausmann + Haensgen a **significantly increased online presence**. This in turn helps boost the ranking of the product data on the most popular search engines.

Why a 3D product catalogue?

Hausmann + Haensgen's motives for joining forces with a strong partner in the field of 3D product catalogues were clearly outlined from the start. The aim was to **satisfy customer demand** for up-to-date CAD data, to offer service providers a **competitive edge**, to increase brand awareness and to generate **highly qualified B2B leads** by means of product data downloads in order to convert them into **new customers**.

Why TraceParts?

Hausmann + Haensgen decided in favour of TraceParts as a strong and **experienced partner** in the field of B2B product databases because it offers **excellent value for money**. Other key factors included the **brand awareness** boost and TraceParts' online expertise, thanks to its **decades of experience**.

*"The level of service we provide for our customers aims to ensure long-term relationships. Our platform offers contact with potential new customers outside of Germany that promises growth and thus security for the future."*Dipl. Ing. (FH) Jörg Meyer, Head of Own Brands, Production and Quality Assurance.

The publication of the 3D product catalogue was announced at the **Hausmann + Haensgen Technology Day** in late April in Bremen-Vegesack. Visitors had the opportunity to learn about the all-in-one solution during the event.

Hexagon partners with MMG to deploy Australia's first Operator Alertness System in an underground mine

22 August 2023

Hexagon has partnered with MMG, an international producer of base metals, to deploy the HxGN MineProtect Operator Alertness System (OAS) on 11 underground mining trucks at their Rosebery mine in Tasmania, Australia. Currently accepted as standard in surface mining, Hexagon and MMG completed Australia's first application of OAS to underground mining trucks to reduce risks and further strengthen operator safety.

MMG wanted a solution that would help detect fatigue in their operators while being reliable in a complex underground environment. HxGN MineProtect OAS works in both light and dark conditions to provide real-time notifications to operators, empowering them to act should they experience fatigue or distraction.

The technology was easy for MMG to integrate into its systems to provide its operators with an additional safety check during their 12-hour shifts. Hexagon and MMG worked together to ensure the project was introduced seamlessly, from procurement to user acceptance testing and implementation.

Rosebery mine General Manager Steve Scott said MMG continues to look at new and innovative ways to enhance safety across the mine site.

“Our number one value is we always think safety first, and nothing is more important than ensuring all our people go home safely at the end of each day,” he said.

“We recognise that with long shifts, fatigue can become a hazard and Hexagon’s technology enables us to continue to assess the fatigue risk of our underground truck operators in real time.”

“We’re excited to see Hexagon’s Operator Alertness System being deployed in an underground operation for the first time, and we appreciate MMG’s dedication to keeping their workers safe. The deployment of our OAS is already providing valuable data for their operation and making a difference in the safety of MMG’s workers. We look forward to continued partnership towards their long-term success,” said Simon Stone, Vice President, APAC, Hexagon’s Mining division.

IFS Cloud ERP to enhance control and drive efficiency for Tele2

24 August 2023

IFS, the global cloud enterprise software company, announced that Tele2, the leading Swedish integrated telecommunications services provider, is set to implement the latest version of IFS Cloud to enable Tele2 for further improvements of its core operations and to enhance more possibilities within their 5G offering.

The implementation of IFS Cloud will support the simplification of processes across Tele2’s operations, thereby driving continuous automation. It provides a single operational view, giving Tele2 further control over its business processes.

IFS Cloud also supports operational efficiency by enabling Tele2 to manage their entire value chain, all-in-one, including retail operations, supply chain with tight integration to third party logistic providers (3PL), and finance with support for projects and services.

Yogesh Malik, Executive Vice President CTIO, Tele2, said: “On our journey to becoming the leading telco in the Nordic and Baltic regions, we understand that business systems are extremely vital for the new digital age. Focusing on continuous simplification, automation, and building a sustainable architecture we are looking forward to partnering with IFS for the implementation of their latest solution.”

IFS's combination of Telecom specific capabilities, and composable platform helps communications service providers (CSP), infrastructure organizations and operators to manage the complete project, asset, and service lifecycle. With existing telecom customers such as [Eltel](#), Proximus and many more, IFS provides telecom customers with cutting-edge capabilities that deliver differentiation and competitive advantage.

Elni Kullmer, President, North & Central Europe, IFS, said: "Tele2 is aiming to build Sweden's best 5G network while also executing on an IT transformation that will improve every step of the digital customer journey and experience. To do that, they will need to seamlessly scale their systems and differentiate their offering by branching out into new markets with 5G applications like drones, manufacturing, aerospace, and transport. IFS can help guide them on their way because we have deep industry knowledge in many of these industries, together with the capability they need in IFS Cloud to make fast and agile cross-industry connections."

In addition to IFS Cloud, Tele2 has also purchased IFS Success, a set of services that help businesses to succeed in uncertain times by closely following defined outcome based KPIs that secures the business transformation success.

IFS will implement and roll out the solution across Sweden.

[Infor Feeds into Digital Strategy at Nutreco](#)

23 August 2023

Infor®, the industry cloud company, announced that Nutreco, a global leader in nutritional solutions and services for the aquaculture and animal nutrition industry, has deployed Infor CloudSuite Food & Beverage. Supporting 3,600 users across more than 100 production plants in 37 countries, the deployment, which is powered by Amazon Web Services (AWS), is a showcase of the scalability and robustness of Infor's public cloud services and multi-tenant industry cloud platform. Fully integrated with Nutreco's third-party systems, the platform, labelled Unite, facilitates standardization and the creation of worldwide aggregated reports. These provide insights to improve integrated business planning cycles for the feed leader and manage the most effective stock levels and deliveries on time.

In designing its digital strategy, Nutreco needed a global cloud-based enterprise resource planning (ERP) platform that could consolidate, contextualize and communicate critical information for 3,600 users. The new Infor Unite platform is harmonizing business processes and derisking operations. In addition, functionality, maintenance, operations, security, and legal updates are all deployed automatically to ensure Nutreco's solution is always current.

Sustainability sits at the heart of Nutreco's strategy and agenda, and the company has been publishing an annual sustainability report since 2016. All relevant data points are organized within the Unite system in a multi-dimensional, tagged format, which enables Nutreco to generate transparent and automated sustainability reports effortlessly.

The collaboration, synergies and open dialogue between Nutreco and Infor were key to the project's success, according to Erik Beckers, CIO of Nutreco. "As well as Infor's willingness to collaborate and develop solutions to meet the specific requirements of our needs and translate

these in the solution, its responsiveness to any issues or development needs sets it apart as a solid, innovative, and trustworthy partner. This was a key differentiator for us in selecting an ERP partner to move forward with.

“The combination of standardized business processes and process mining technology plays a crucial role, particularly when incorporating Nutreco’s newly acquired operating units. Process mining is used continuously to optimize business processes, ensuring high user satisfaction and efficient business transactions, as well as allowing us to tailor training accordingly,” Beckers continued.

“Ultimately, Infor offers a fully cloud-based, scalable, secure and modern ERP solution, which includes process mining, AI, and RPA (robotic process automation) functionalities. Because Infor manages the multi-tenant cloud solution, which has a modern API (application programming interface) structure, we can focus all resources on our digital transformational strategy and innovate for the future.

“We as Nutreco are able to deliver a digital solution for our business, by leveraging from the proven state-of-the-art technology, which is taken care of by Infor, and focus on delivering the value. That is what partnership is all about,” Beckers concluded.

“Nutreco and Infor have been partners for several years,” said Hein Kivits, Infor country manager and senior sales director for Benelux. “This is a partnership where we not only focus on mutual business value but also on co-development and the adoption of our new technologies within the Nutreco organization. With the move to our always-current CloudSuite Food & Beverage platform, Nutreco receives new capabilities automatically and can take advantage of new technologies such as artificial intelligence and advanced robotic process automation.”

Kashion Boosts Design Efficiency with Centric PLM

21 August 2023

Centric Software® is delighted to announce the release of a success story about its customer, Kashion.

Ningbo Kashion Garment Co., Ltd (Kashion) is a full-service company that specializes in fashion design, development, production and sales. Focusing on women’s fashion, Kashion has built a comprehensive supply chain management system that provides design, development and production services to almost 100 international fashion brands. Kashion produces about 2.5 million pieces of clothing each month.

Before partnering with Centric Software, Kashion had set up an Enterprise Resource Planning (ERP)-based sample management system to store all R&D information. However, the large volume of product R&D data made collaboration inefficient, both within design R&D and between design R&D and other departments.

Kashion had been searching for a PLM solution since 2018 to optimize its procedures and product data management. After an in-depth examination of PLM providers within and outside China, Kashion selected Centric Software as their PLM partner.

Mr. Xu Pengyun, CEO of Kashion, says, “We are very pleased to have Centric Software as our partner, as their solution exactly meets our needs, especially in terms of process analysis and resource integration capabilities.”

As a result of using Centric PLM™, Kashion’s design team is enjoying more efficient collaboration. Improved R&D precision and increased value creation are giving Kashion a competitive edge in product R&D.

“We see great development potential and numerous applications for Centric PLM, and hope to continue leveraging PLM to promote efficiency and lay a solid digital foundation for the development of the company,” says Mr. Xu.

Morrow Batteries Partners with Gamma Technologies on the Virtualisation of Cell Development

21 August 2023

Morrow Batteries (Morrow) partners with Gamma Technologies (GT), a leading multi-physics systems simulation software provider. GT’s industry-preferred electrochemical models will be used for physics-based digital twin simulations of Morrow’s battery cells.

“This is a milestone for Morrow Batteries, enabling us to accelerate our battery cell technology development. GT’s innovative technology reduces the need to build and test on real cells – which helps us reduce costs. Morrow must choose the appropriate and most suitable battery chemistry and materials. Through simulations, we can study a larger design space to find the optimal solutions that are best suited as we continue developing the world’s most cost-effective and sustainable batteries,” said Dr. Rahul Fotedar, Co-Founder and CTO of Morrow Batteries.

GT’s simulation software, GT-SUITE, enables system integration, analysis and optimisation through physics-based libraries. The company also develops the leading electrochemical simulation software, GT-AutoLion, used by battery suppliers and OEMs for cell and pack design.

The partnership will digitise Morrow’s R&D processes using GT’s simulations to gain insight into their batteries that would be difficult or impossible to measure using physical testing.

“This partnership underscores our relentless focus on battery R&D investments and customer success. We are excited to work closely with Morrow and empower their engineering teams with the ability to deliver optimal cell performance while maximising safety and minimising degradation. We look forward to continuing to work with them as battery technologies and related challenges evolve,” stated Iakovos Papadimitriou, CTO of Gamma Technologies.

“We are happy to partner with Morrow Batteries to support the development of their innovative chemistry cell solutions. The journey has just started, and we are equally passionate to deliver on a vision for sustainability most efficiently. We look forward to joint success,” said Akrem Mouffouk, Scandinavia Regional Manager for Gamma Technologies.

Together, through this partnership, GT and Morrow are tackling the challenges facing the energy demand and driving future roadmaps.

SAP to Support Enterprise Transformation at L3Harris

25 August 2023

SAP SE announced that L3Harris Technologies selected the RISE with SAP solution to help power the aerospace and defense company's enterprise transformation initiative to streamline its ERP systems.

RISE with SAP will support L3Harris' long-term strategy as it moves away from multiple ERP systems to a single platform. This single offering — which includes cloud ERP applications, cloud application services, SAP Business Technology Platform, testing services for SAP solutions and SAP Business Network for Procurement — will help L3Harris move to the cloud with greater confidence.

"This opportunity demonstrates how SAP solutions are truly capable of supporting our customers focused on defending our nation and critical infrastructure," said Lloyd Adams, President, SAP North America, SAP. "Companies in the aerospace and defense industry can rely on RISE with SAP to find the security and agility they need. For L3Harris, this will give them the freedom to focus on what they do best, while our core technology helps position them for continued growth and innovation."

The solutions carry an extra layer of security and confidence thanks to the availability from SAP National Security Services (SAP NS2) of a commercial regulated environment that provides a path for tailored cloud transformation while safeguarding critical applications and data. This allows customers to move to the cloud while safely serving their public sector clients and adhering to stringent cybersecurity regulations and strict compliance requirements.

SAP will support L3Harris' deployment journey, with Microsoft as the supporting hyperscale cloud provider. The solution will be hosted on Microsoft Azure Government, enabling the scalability, flexibility and security necessary for sensitive government and national security workloads. The SAP and Microsoft partnership for RISE with SAP on the Microsoft Azure cloud computing platform enables customers to accelerate their business transformation and path to intelligent enterprise operations.

Zofri Chooses Infor WMS as its Warehouse Management System

24 August 2023

Infor®, the industry cloud company, announced that Zofri, Zona Franca de Iquique, will implement Infor WMS warehouse management system to improve customer service, one of the most important performance indicators in the supply chain. The solution will be implemented by Cerca Technology, Infor's partner in Latin America.

Zofri is one of the most important centers of commerce and industry in South America. It has more than 2,000 companies from various countries operating at its sites, with a wide variety of items available such as electronics, automotive, textiles, and household items, among many others. Zofri and the enormous number of companies operating at its locations contribute more than 45,000 direct and indirect jobs in the region.

Its operation has five business areas: Zofri Mall, the Wholesale Business Center, Chacalluta Industrial Park in Arica, Zofri Business Park in Alto Hospicio and the Zofri Logistics Center. Zofri Logistics offers outsourced logistics services (3PL) to customers that operate under the free-trade regime, taking care of the process from arrival of the merchandise to the Port of Iquique until its dispatch to the final destination, anywhere in the world.

Zofri's primary need for a WMS solution is to improve customer service. Previously, the real-time inventory of its clients was unknown, due to the use of multiple warehouses for the storage of merchandise. Therefore, having updated status was a task that demanded a lot of time. In addition, the process of tracking the entry and exit of goods was done manually, which decreased efficiency and created delays.

As a leading logistics operator, Zofri needed a software tool that could help it better manage the flow of goods.

"We seek to be more efficient and improve response times to our customers," said Miguel Perret Paquien, operations manager of Zofri S.A. "We are a top-level company, and we know that Infor WMS is a solution that will live up to our expectations."

Likewise, Felipe Alfaro Pizarro, deputy operations manager of Zofri S.A., stressed, "We had the objective of implementing a software solution that was a leader in the market and that would help us to jointly manage the warehouses, spaces and storage of the different merchandise of our customers."

Zofri's selection of Infor WMS was based on a thorough technical and strategic evaluation. The company was looking for a solution that was stable and scalable over time, that was a market leader and that would enable it to manage the inventories of all its warehouses. To Zofri, visualizing the warehouse in 3D is a "real plus" capability of Infor WMS. This enabled stakeholders to see a prototype of how the management of orders from its warehouses would be in real time.

"We are very pleased to partner with a logistics operator as important as Zofri, in its strategy to optimize logistics operations," said Jose Luis Gomes, commercial manager, Cerca Technology. "Zofri has a clear focus on customer service and a very clear vision of how to optimize service and generate greater value for its customers. We will be working together to implement Infor WMS in Zofri's operations, as part of its services and support modernization strategies."

Zofri's goal is to automate its supply chain, and the selection of Infor WMS is a first step in its roadmap. In this first phase, the company will increase efficiency in its processes and improve response times to customers. Additionally, Infor WMS will help the company continue to develop its commercial competitiveness when offering services to companies in the Chilean market.

Alberto Costoya, senior channel sales manager at Infor South Latin America, said, "Infor WMS met Zofri's requirements, as it is a world-class solution that can be applied to B2B and B2C business models. The solution combines advanced functionalities, data analytics and ease of use, which helps Zofri meet its objective of improving customer service."

Product News

ActCAD 2023 New Version 1450 Released, Dt.22 Aug, 2023

22 August 2023

ActCAD 2023 new update 1450 released for all products. This is a general maintenance release that includes few improvements and bug fixes. Below is a list of enhancements in this update:

- Updated ODA dwg & dxf libraries
- Fixed 3D solid loses colors while changing dimensions
- Fixed array that doesn't work properly in localized builds
- Fixed certain errors in copy command
- Fixed table cells formatting and functions lost when copied to clipboard and pasted
- Fixed default font while copying content between table cells
- Fixed certain issue in FIND command

The new versions are available from ActCAD download page. Existing ActCAD 2023 users can use "Check for updates" command to get the latest version.

Altair SLC™ Now Available on Google Cloud Marketplace

22 August 2023

Altair, a global leader in computational science and artificial intelligence (AI), is thrilled to announce that Altair SLC™ is now available on Google Cloud Marketplace. Google Cloud Marketplace enterprise customers can now access Altair SLC without needing additional budget justification or vendor approval.

“Having the right technology in place to streamline the migration of legacy workloads to the cloud is essential,” said Dai Vu, managing director, Cloud Marketplace & ISV GTM Programs, Google Cloud. “With Altair SLC now available on Google Cloud Marketplace, Altair is helping customers with seamless migration that can help them better compete in the market.”

Altair SLC is an alternative SAS language environment that doesn't require any third-party middleware to process applications containing the SAS language. Its SAS language compiler supports SAS language and macro syntax, and includes procedure support for statistics, time series analytics, operational research, machine learning, matrix manipulation, operational research, graphing, and output delivery. Altair SLC reduces users' capital costs and operating expenses thanks to its superb ability to handle high levels of throughput.

“Altair SLC's unique benefits make it a one-of-a-kind solution in today's software landscape, and we are confident that customers will discover that it will quickly become an invaluable addition to their toolkit,” said Sam Mahalingam, chief technology officer, Altair. “Additionally, moving workloads from on-premises mainframes to the cloud with Altair SLC helps organizations

modernize, future proof existing investments, and has the potential to reduce costs related to infrastructure and related administration.”

Altair SLC’s key features include:

- **Multi-Language, Multi-Platform Capabilities:** The solution’s SAS language compiler runs SAS language and SQL code, and utilizes Python and R compilers to run Python and R code and exchange SAS language datasets, Pandas, and R data frames. The software runs on IBM mainframes, in the cloud, and on servers and workstations running a variety of operating systems. It supports both remote job submission and the ability to exchange data between mainframe, cloud, and on-premises installations.
- **Seamless Migration:** Altair SLC’s code analysis tools can analyze thousands of SAS language programs in minutes and the Altair team will leverage its years of experience to support users through the complete migration process, including assessment, proof of concept, and rollout.
- **Easy Data Access:** Altair SLC can access virtually any data source, including cloud services, Hadoop, data warehouses, databases, SAS language, SPSS, Microsoft® Excel®, CSV, and other file-based data formats with no limits on data volumes.
- **Flexible Deployment:** Users can utilize Altair SLC in batch or standalone mode to execute programs and models, or use it with Altair Analytics Workbench™, Altair’s integrated development environment, to create, maintain, and execute programs and models.

EPLAN Data Portal Update 01 August 2023

22 August 2023

456 manufacturers and more than 1,485,000 data sets are available with the August 11, 2023 update.

New manufacturer catalogues

- Doepke Schaltgeräte GmbH – 1,570 new data sets with protective devices

Updated and new data

- ABB LTD - 19 new and 9 updated sets of relays, contactors and converters
- Banner Engineering Corporation - 27 new data sets with signaling devices, sensors, switches and buttons and transducers
- Bernstein AG – 54 new and 2 updated data sets with general information, cables, sensors, switches and buttons
- Bosch Rexroth AG - 2 new data sets with power supplies
- Cognex Corporation - 15 new data sets with sensors, switches and buttons
- Danfoss Drives A/S – 24 new datasets with converters

- ETI Elektroelement doo – 334 new and 826 updated data sets with electrically operated mechanical devices, signaling devices, relays, contactors, protective devices, sensors, switches and buttons, transformers and miscellaneous
- ifm electronic gmbh – 2 new and 78 updated data sets with protective devices and PLC
- Lenze SE - 2 new data sets with voltage sources and generators
- Murrelektronik GmbH – 9 updated datasets with sensor actuator adapters and PLC
- NOARK Electric Europe sro (NFPA Data) - 3,317 new and 45 updated data sets with pushbuttons, circuit breakers, relays and contactors
- Phoenix Contact GmbH & Co. KG – 83 new and 558 updated data records with terminals, protective devices and plugs
- Pilz GmbH & Co. KG – 18 new and 35 updated data records with cables, relays, contactors, PLCs, plugs, sensors, switches and buttons
- Rittal GmbH & Co. KG – 286 new and 814 updated data records with housings, control cabinets and locking systems
- J. Schmalz GmbH – 1 new data set with pumps
- SEW-EURODRIVE GmbH & Co. KG – 1 new data set with converters
- Sick AG – 1853 new and 24 updated data records with sensors, switches and buttons
- Siemens AG - 6 new data sets with voltage sources and generators
- SIGMATEK GmbH & Co. KG – 1 new data set with SPS
- TE Connectivity - 187 new and 1 updated records with general and terminals
- Unex Aparellaje Electrico, SL – 9 new and 50 updated data sets with cable ducts
- WAGO GmbH & Co. KG – 6 updated data sets with terminals
- Weidmueller Group - 60 new and 1,776 updated data sets with general, cables, clamps, plugs and converters
- Zhejiang CHINT Electrics Co.,Ltd. – 361 new and 9 updated data sets with protective devices

Summary

- 1 new manufacturer
- 24 updated manufacturers
- 8,141 new records
- 4,333 updated records
- 6 deleted records
- 7,819 new data with EDS

- A total of 889,159 data with EDS
- A total of 304 manufacturers with EDS data
- A total of 1,487,997 data records live in the EPLAN Data Portal

Hexagon releases cloud solution for utilities and telecoms geospatial asset management

21 August 2023

Utilities and telecommunications companies looking to modernize asset management can benefit from HxGN Networks in the cloud, a software-as-a-service (SaaS) offering from Hexagon's Safety, Infrastructure & Geospatial division.

HxGN Networks in the cloud is the only fully managed, SaaS geospatial asset management solution for utilities and communications. In addition to providing all features and functions of the on-premises HxGN Networks suite, the cloud-based solution includes hosted IT infrastructure as well as preventive and corrective maintenance services, which allow companies to reduce capital expenditures.

HxGN NetWorks helps utilities and telecommunications providers build digital twins of their physical networks, topology and assets. It's a flexible and integration-ready geospatial asset management solution that provides a single source of accurate, up-to-date information and a full spectrum of tools for different users across the business. NetWorks is used by more than 600 customers across the world to design, build, manage and maintain physical networks, including electric, gas, water, wastewater, multiutility and fiber.

With HxGN Networks in the cloud, companies can benefit from robust cybersecurity features, including identity and access management, encryption and threat detection. It also allows companies to better store and analyze the large amounts of data generated by smart grid devices for making more informed decisions about network operations.

"HxGN Networks in the cloud is not only cost-effective for our customers but also gives them the security and peace of mind that their data is safe and their systems are optimized," said Maximilian Weber, senior vice president, global utilities and communications, Hexagon's Safety, Infrastructure & Geospatial division.

Propel Software Delivers Rapid Implementation and Time to Value with Summer '23 Release

22 August 2023

Propel Software, creator of the first product value management (PVM) platform, speeds product innovation with the availability of its new Accelerated Value Services. Included in the company's second major release of 2023, Propel packages best practice solutions that compress software implementations to as little as six weeks, demonstrating its commitment to rapid return on investment. Propel's Accelerated Value Services provide operational excellence

across product lifecycle management (PLM), quality management (QMS), and product information management (PIM) software solutions.

Propel PVM connects commercial and product teams with one, continuous product thread to optimize decision making and remove process silos. This heightened product collaboration across the enterprise drives increased product value, faster. Propel Accelerated Value Services prioritize product value throughout the development process giving companies of any size a competitive, go-to-market advantage enabling swift and selective implementations of PLM, QMS and PIM. Customers can scale their solution to specific needs implementing any software combination based on market or business urgency.

Cyberdantics, a leading innovator in image-guided robotic restorative dentistry, recently completed its Propel Accelerated Value Services implementation. "Propel has been a game changer for our team in the implementation of our Quality Management System as we prepare to launch our first-generation devices. We were able to configure workflows, seamlessly integrate into our processes, and reach full deployment in half the estimated time," said Scott Robinson, Director of Quality Assurance, Cyberdantics. "It's a robust solution that will support us as we strategically scale our business."

"Companies are often in the race of their lives to create and launch new products to capture valuable market share. Today's market conditions require scalable solutions that are easy to adopt. Our Summer release gives customers a leg up on the competition as they implement best practices to achieve product value more effectively," said Eric Schrader, CPO of Propel. "Coupled with our continuous enhancement of core business processes and workflows like change management, we're truly demonstrating how Propel can drive operational excellence for product companies."

In the Summer '23 release, Propel also unveils new features tailored to improve business processes through enhanced user experiences. These enhancements prioritize streamlined collaboration and refined analytics, offering groundbreaking innovation that positively affects profitability. Updates to workspace reporting have introduced standardized fields, allowing users to perform actionable queries. Questions like, "Which of my parts are single-sourced?" or "Which of my tasks are late?" can now be easily answered. Propel also includes many preloaded reports and has made the process of querying not only user friendly, but also shareable internally with teams, externally with partners, and across an engaged community of Propel customers.

Propel's Summer '23 release is currently available.

Wipro Launches Digital Skills Credentialing and Verification Initiative to Create a Transparent Talent Ecosystem in India

22 August 2023

Wipro Limited, a leading technology services and consulting company, announced the launch of a digital skills credentialing and verification initiative in India. The initiative aims to engage businesses, educational institutions, and the government to create a standardized framework

for credentialing and validation of skills. The initiative will make validation of credentials easier, faster, and more reliable.

Built on Wipro's Lab45 DICE ID platform and powered by blockchain principles of decentralization, security, and trust, the verifiable skill credential and the associated digital ecosystem are expected to reshape the talent identification and verification landscape in India and beyond.

"The education sector in India is expected to double in size in the coming years," said **Subha Tatavarti, Chief Technology Officer, Wipro Limited**. "Yet, there is no easy, or standard, way to validate the courses and certifications offered by a multitude of institutions."

"By building a wide-reaching ecosystem on our platform, our goal is to help accelerate the creation of a standard and interoperable credentialing framework that will alleviate the challenges faced in the skills verification process—and, ultimately, contribute to the creation a dynamic and vibrant talent market."

The education industry in India is expected to almost double between 2020-2025 and the business of providing professional certificates is expected to grow at a compounded annual growth rate of nearly 9% between 2023 and 2027, according to Statista.

The digital ecosystem Wipro is building on its DICE ID platform will provide a secure, trusted, and efficient way of validating certifications and educational credits, helping address the challenges surrounding skills and credential verification amidst a rapidly growing number courses and certifications offered in India.

To accelerate the adoption of this ecosystem, Wipro has formed an industry working group, that includes learners, employers, academia, training providers, assessment agencies, and recruiters. This working group will accelerate adoption and help evangelize a framework of skills standardization, recognition, and validation in compliance with Indian government. So far, nearly 70 organizations have joined the DICE ID platform to become part of this initiative.

"We are thrilled to be a part of the DICE ID network and support this innovative initiative," said **Chandra Sekhar Garisa, CEO** of foundit, one of the firms that recently joined the platform. "Verifiable skill credentials offer a transformative solution that will revolutionize talent acquisition, enabling employers to quickly and confidently connect with top-notch professionals, streamlining the hiring process, and fostering successful outcomes for both employers and job seekers."

Kirti Seth, Chief Executive Officer, NASSCOM Future Skills Prime, said, "Our support to Wipro on this transformative journey exemplifies our dedication to the mission of making India a Digital Talent Nation. The verifiable skill credential ecosystem will bring immense value to the industry, helping to foster standardization, efficiency, and recognition of skills across diverse sectors. The benefits to the credential owner and credential seeker are immense in the form of saving time, money and effort that is currently spent in validating information."

Additionally, as part of the recently announced Wipro ai360 initiative, Wipro will also use the DICE ID skills credentialing platform for its own employees, starting with the company's generative AI skills training program.